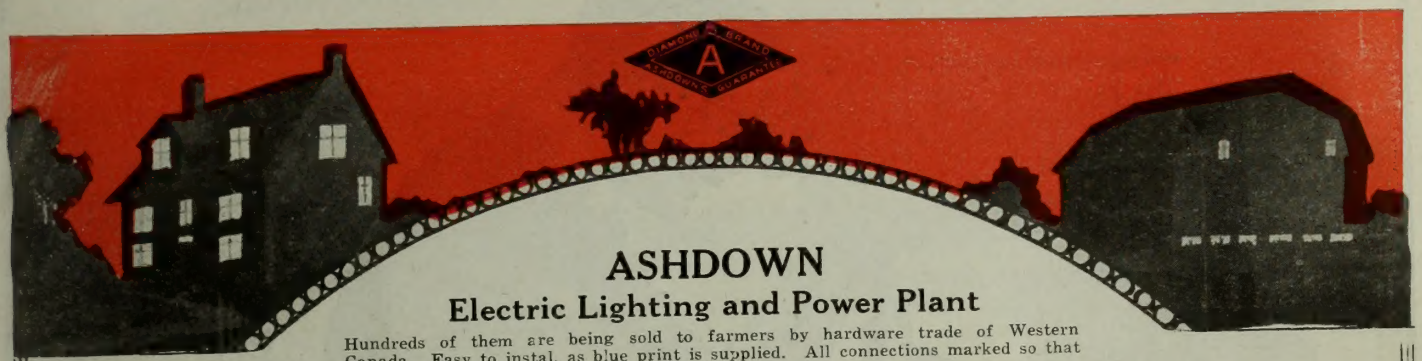
HARDWARE AND METAL

Vol. XXX PUBLISHED EVERY SATURDAY SINCE 1888 September 21
No. 38 1918

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA



ASHDOWN
Electric Lighting and Power Plant

Hundreds of them are being sold to farmers by hardware trade of Western Canada. Easy to instal, as blue print is supplied. All connections marked so that a child could almost set it up.

Engine
3 H. P. one cylinder, vertical, water cooled, direct connected to generator

Fuel Tank
One gallon capacity.

Storage Battery
16 cell sealed glass jar type Special hard surface plates, which insures long life

Water Tank
Engine cooled by Thermo Syphon System.

Battery Connecting Wires
Two 15 ft. lengths of wire include to connect battery to switchboard.

Carburetor
Schebler gravity feed type giving highest efficiency.

Service Fuses
Two fuses to protect service wires.

Atwater Kent Distributer and Coil

Ammeter
Shows charging current to battery and load on generator.

Governor
Throttling governor automatically regulates amount of fuel to conform to the load on engine. Gives constant speed and steady light.

Voltmeter
Shows voltage of generator, battery and lights.

Pulley
For operating line shaft or small machinery from engine by belt

Rheostat
Regulates charging current to battery, which means long life for battery.

Oil Gauge
Automatically shows oil level at all times.

Automatic Contactor and Starting Switch
Raising lever causes current from battery to start engine and automatically connects generator to battery when proper speed is obtained. Disconnects battery automatically when engine stops.

Oil Filler Plug

Oil Drain Cap

Base
Gives rigid support to engine and generator and affords an easy method of mounting to wood or concrete floor.

Generator
Special generator for low voltage plants.

There is nothing new about the engine. It is a single-cylinder, 4-cycle, 3 h.p. automobile type of engine, 2¾ in. bore, 4 in. stroke, 1,150 R.P.M., a type familiar to all.

Good Live Agents Wanted.

The J. H. Ashdown Hardware Co., Limited

CALGARY WINNIPEG SASKATOON



High Speed Hand Drill

Every Shop, Home and Garage can save both time and money by adding the Goodell-Pratt High-Speed Hand Drill No. 486 to their tool equipment.

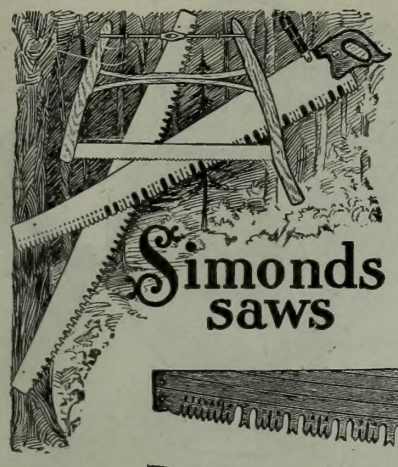
For drilling large numbers of small holes very rapidly this new High Speed Hand Drill will be found superior to any other type of hand-power drilling device made. It has a chuck speed of seven revolutions to one of the crank handle.

The machine-cut, carefully-fitted Gears, running in grease, are inclosed in an aluminum housing. The large End Handle enables the tool to be used as either a Hand or Breast Drill. The long Crank with a large Crank Handle insures good power. Ball bearings make the Spindle run easily. The Chuck holds Round Shank Drills from 0 to $\frac{1}{4}$-inch in diameter. The whole tool is $15\frac{1}{2}$ inches long and weighs $2\frac{1}{4}$ pounds, aluminum parts are polished, and those of steel are polished and nickel plated.

Goodell-Pratt Company

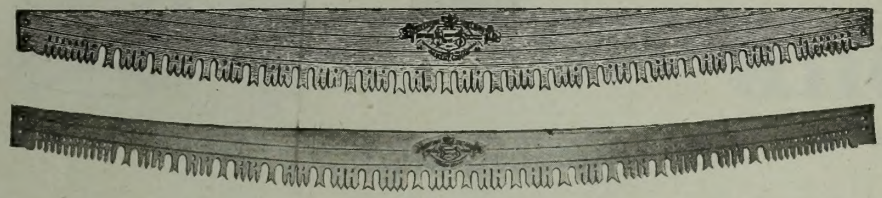
Toolsmiths Greenfield, Mass., U.S.A.

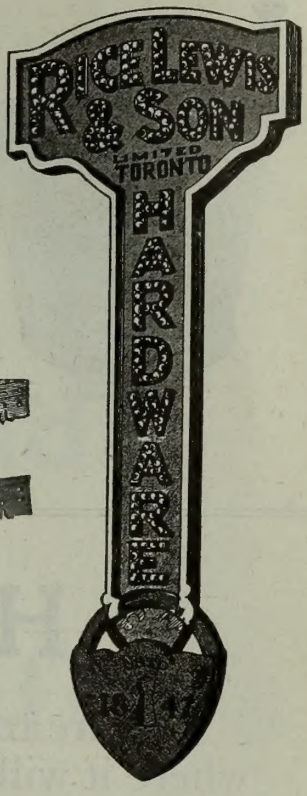




BUSHMEN'S TOOLS

—Cross-cut Saws
Buck-saws, Axes





The season for woodsmen's tools is about here. The word conservation as applied to fuel makes it most desirable for the farmer to look to his uncleared land to keep himself supplied with his winter needs.

There is no doubt the demand for good tools will be more pronounced this season than ever. **We advise the early ordering of your anticipated requirements.** Our stocks are as complete as war-time conditions allow. We carry:

Cross-Cut Saws—Simonds', Shirley and Dietrich's, T. F. Shirley Co.'s, and "Our Jewel."

Buck Saws—Happy Medium, Happy Medium Lance, Strathcona or Prince Rupert.

Axes—Welland Vale and "Sager" in single and double bit.

SAMUELS' "CANADA" ASH SIFTER

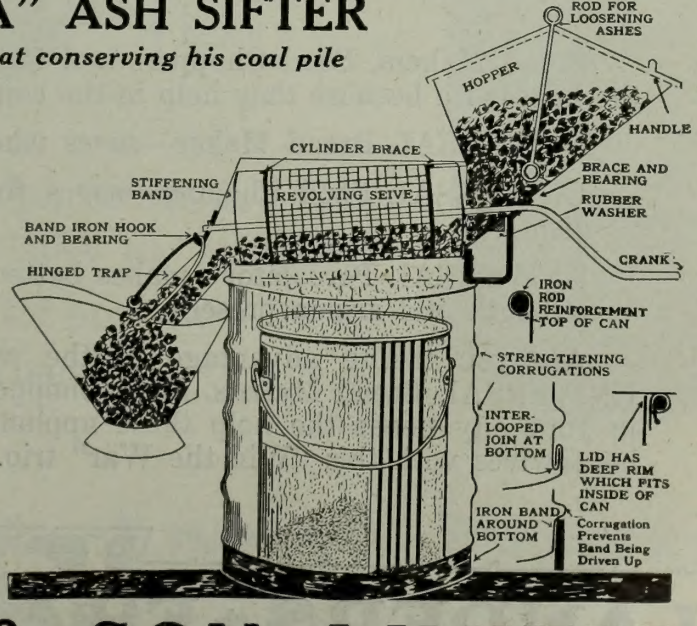
—a great boon to the man who aims at conserving his coal pile

And who is there whose chief thought is not along this line?

The "Canada" is a big seller in ordinary times—these days we can only hazard a guess. Already the demand is apparent. **We can only guarantee delivery on early orders.**

We also carry a limited stock of square wood frame sifters of the hand type, and may be unable to replace them.

Don't wait for the Rice Lewis Traveller. Write to-day.

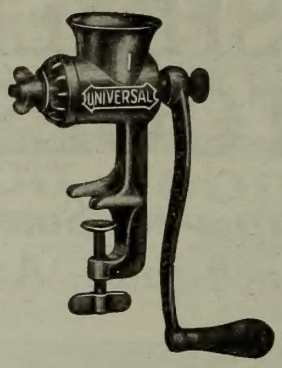


RICE LEWIS & SON, LIMITED

VICTORIA STREET, TORONTO

If interested, tear out this page and place with letters to be answered.







Help Win the War

We are trying to help direct raw material into channels where it will help most in the prosecution of the war. The production and distribution of war essentials is our patriotic duty.

UNIVERSAL

Bread Makers, Food Choppers and Coffee Percolators are war essentials to the housewife because they help in the conservation of food.

UNIVERSAL Bread Maker—saves wheat, makes war bread without waste.

UNIVERSAL Food Chopper—saves food, makes left-overs into palatable dishes.

UNIVERSAL Percolator—makes better coffee from less coffee, with all its strength and aroma preserved.

Are you taking advantage of the wonderful selling possibilities of UNIVERSAL Bread Makers, Food Choppers and Percolators? Every woman in your city needs the help these appliances can give her. Universalize the housewives with this "Win the War" trio.

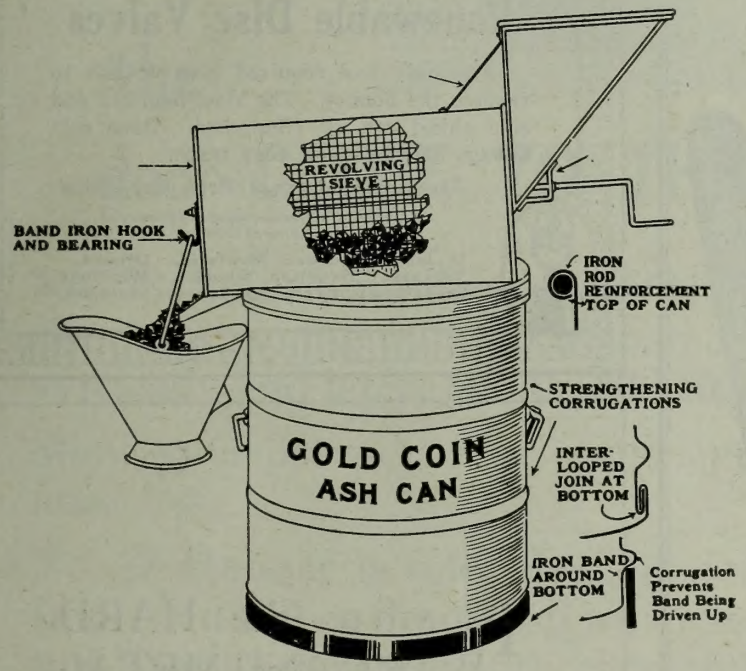
LANDERS · FRARY & CLARK

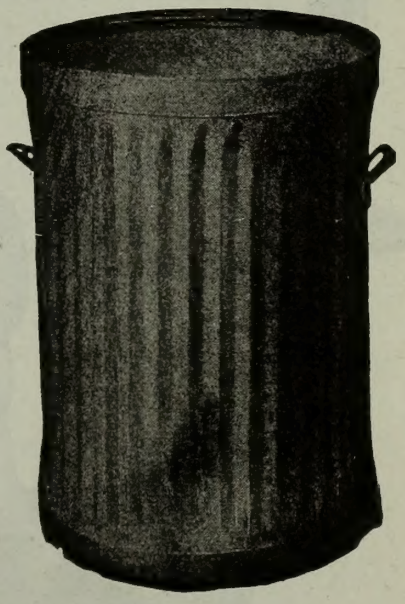
· NEW · BRITAIN · CONNECTICUT ·

If interested, tear out this page and place with letters to be answered.



Ash Cans and Sifters





We have a full line of Ash Sifters and Ash Cans on which we can offer an attractive proposition. Write us for prices and let us know how many you can handle.

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If interested, tear out this page and place with letters to be answered.

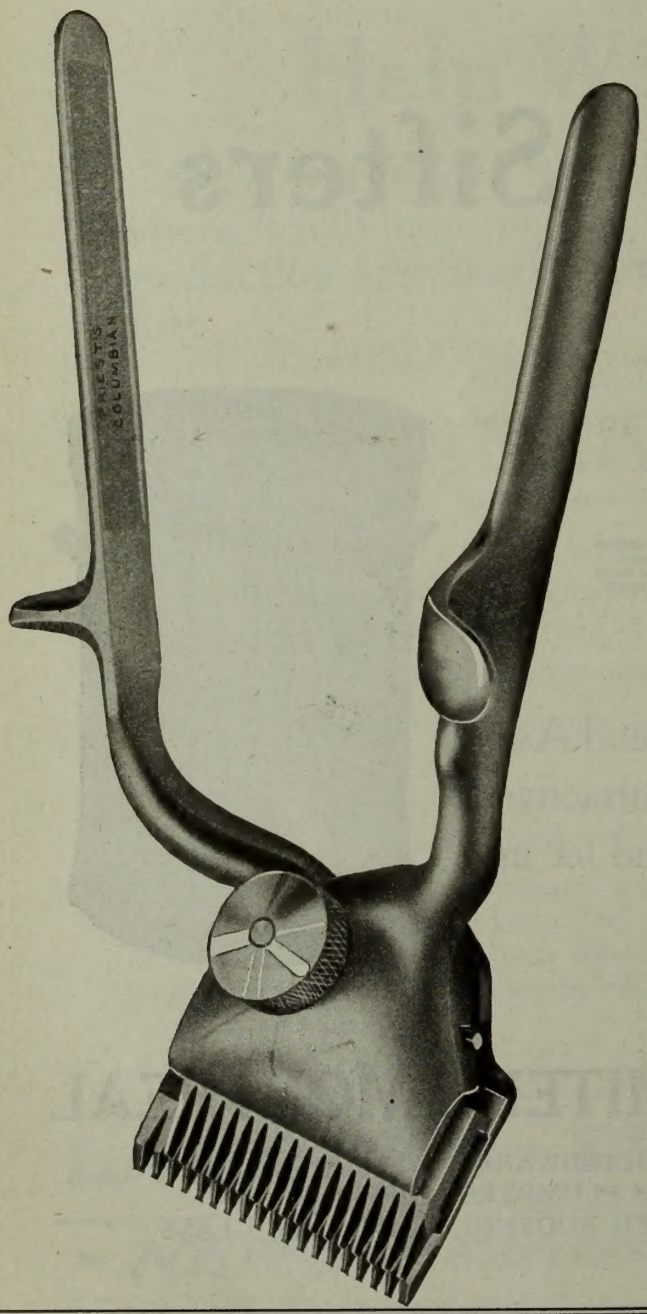
Priest's Toilet Clippers

You will make no mistake in getting acquainted with Priest's Toilet Clippers because you can depend upon them to satisfy your customers.

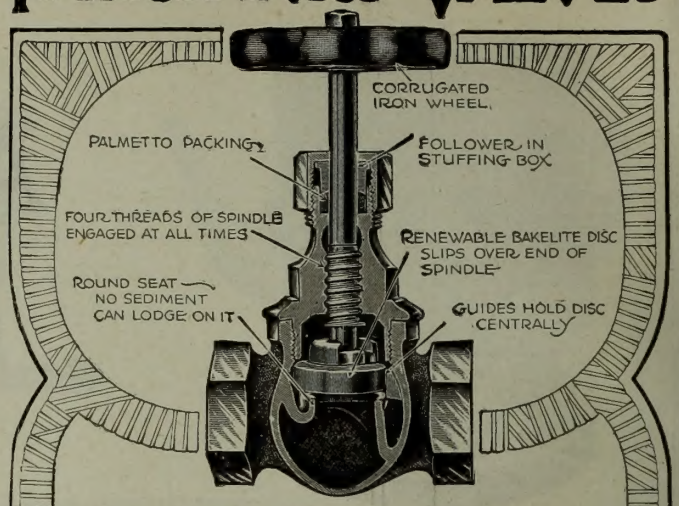
A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents



FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto: Hamilton, Windsor, Winnipeg, Saskatoon, Calgary Vancouver, Victoria.

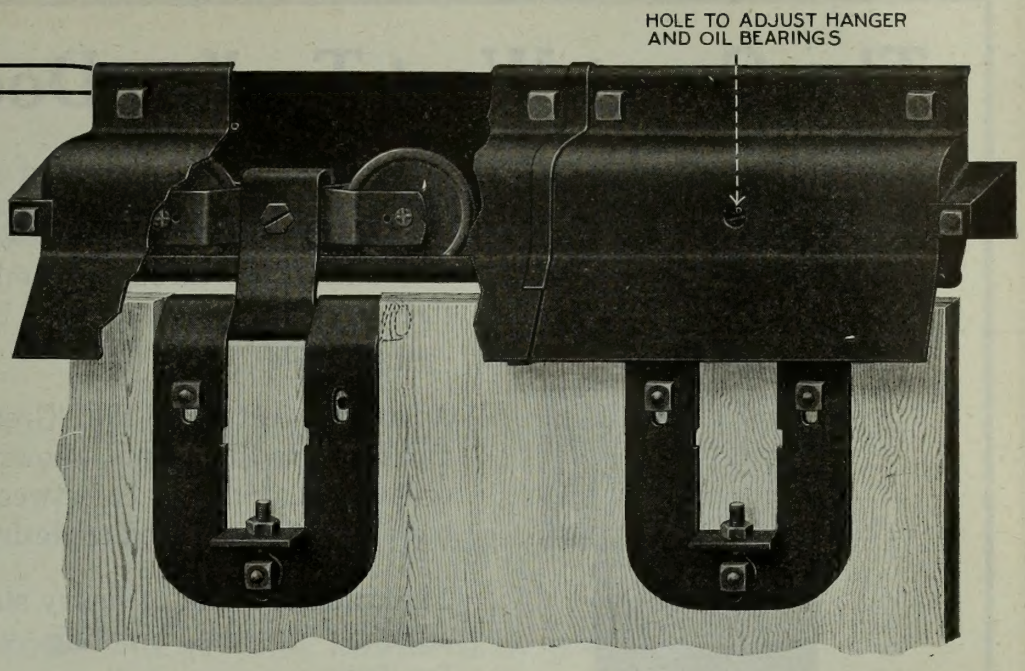
IF you like HARDWARE AND METAL, talk about it, tell your friends, drop a word or two here and there as you go along the line of your daily activities.

If you don't like it, or if you think it could be made of greater service to you, tell us.

The old saw about silence being golden has its limitations.

If interested, tear out this page and place with letters to be answered.

National No. 88 Adjustable carries the door CLOSE TO THE RAIL



No. 88 Adjustable Barn Door Hanger always carries the door close to the rail. As its name implies, it is adjustable—vertically and laterally, **AFTER THE DOOR IS IN POSITION.**

Show your prospect how easily and effectively No. 88 operates.

No. 88 Hanger is fully flexible and is equipped with our Improved Storm-Proof Rail which really protects. It is packed the "National way," with everything necessary to its hanging, including a set of illustrated directions.

Have you a "National" Catalog.

Just a post card will get you one—and there are profits in handling National Products.

WRITE!

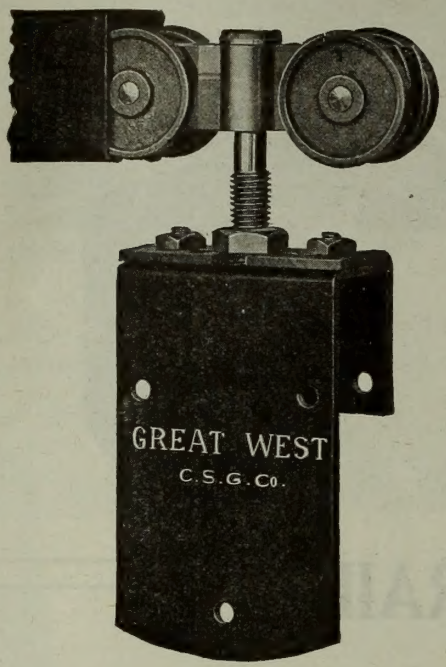
National Manufacturing Company

STERLING, ILLINOIS

Canadian Eastern Representative:
RICHARDSON & BUREAU
55 St. Francois-Xavier Street, Montreal

If interested, tear out this page and place with letters to be answered.

The Great West Trolley Door Hanger



A hanger built for service and especially recommended for use on heavy doors.

The axles pass through seamless tubes and turn on steel roller bearings, making it anti-friction and very easy running.

A leading feature of the "Great West" is the vertical and lateral adjustments, allowing the door to be raised or lowered, or the space between the door and building increased or decreased as desired.

The track is made of heavy steel and double grooved attached to the building with heavy corrugated brackets.

Ask our Hanger Dept. for further information.

Canada Steel Goods Company, Limited
HAMILTON, ONTARIO

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

PRESIDENT OF THE SUPERIOR JURY

DIRECTOR OF EXHIBITS

SEC'TY OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

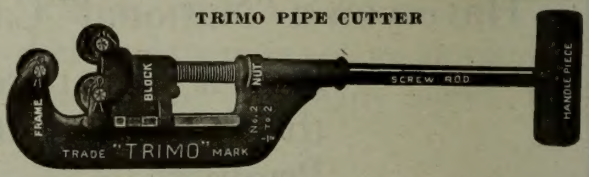
55-71 Amory Street
Roxbury, Mass.
U.S.A.



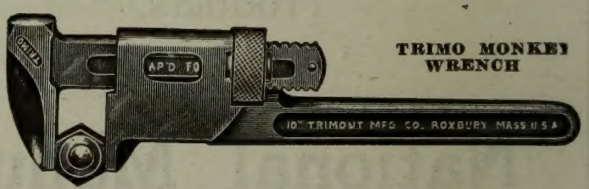
TRIMO PIPE WRENCH WOOD HANDLE



TRIMO PIPE WRENCH STEEL HANDLE



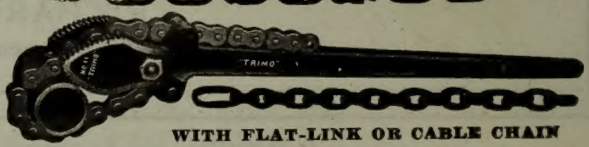
TRIMO PIPE CUTTER



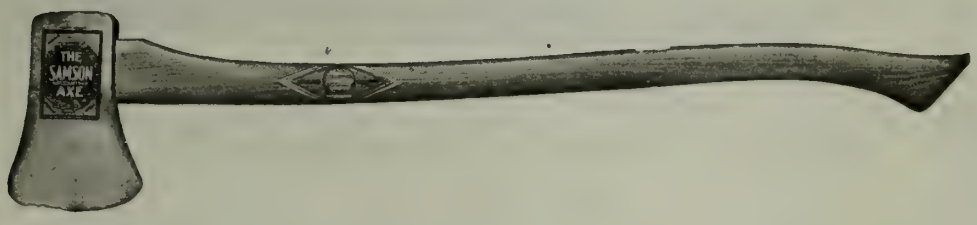
TRIMO MONKEY WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN



The Economy of Spending Enough

True economy can never be measured by price alone.

It is well to remember that the cheapest is seldom the most economical at any time.

Durability—length of service—must be carefully weighed against the purchase price, and the correct balance is "economy."

As an example, we mention

SAMSON AXES

They may be found slightly higher in price than some, but their greater value in added service will prove from first to last that they are the "economy" axes in the end.

This is the result of years of experience in the selecting of fine materials—years of careful training of men who have become expert in the trade.

And back of this is our guarantee.

HOWLAND'S SAMSON QUALITY
H S HOWLAND SONS & CO TORONTO

H. S. HOWLAND, SONS & CO. LIMITED

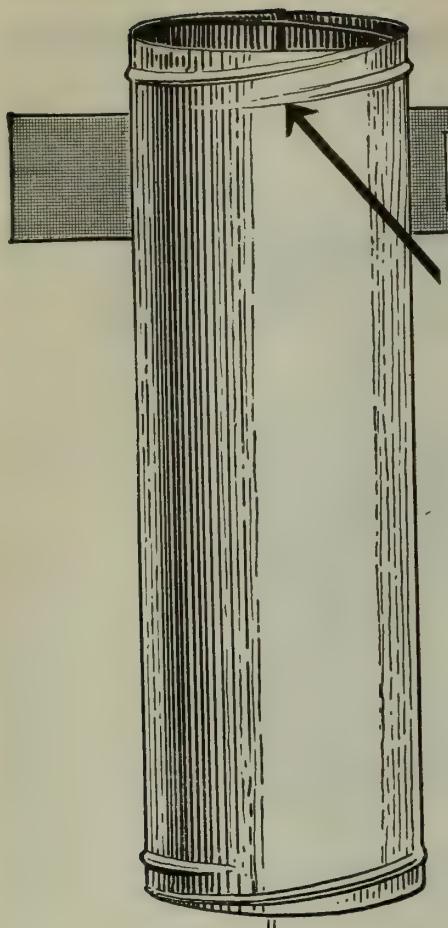
WHOLESALE HARDWARE

138 West Front St.

TORONTO

HOWLAND'S SAMSON QUALITY
H S HOWLAND SONS & CO LIMITED TORONTO

If interested, tear out this page and place with letters to be answered.



NEW SAFETY STOVE PIPE

Needs No Wiring
Cannot Pull Apart---It Locks Itself!

Stove pipe season is **here!**

Perhaps you have waited a little longer than usual to "look around." If so, you have waited wisely. Look over the features of this safety stove pipe, which is the best and easiest installed on the market, bar none!

Made in 6 and 7-inch sizes. Made of 29 Gauge Iron. Telescope Pipe does away with half lengths. Pipe is nested, saving freight rates and storage room in store. New patent lock effects saving on each pipe, making a saving of one length in every 12 of ordinary pipe. Can be used any place where ordinary pipe is used, or can be used along with ordinary pipe. Patented in Canada and the United States, and "Made in Canada" by Fairgreave & Sons, Toronto, Ont.

Just what you need for bigger sales.

Safety Stove Pipe Company, Limited

Successors to Patenaude & Berini

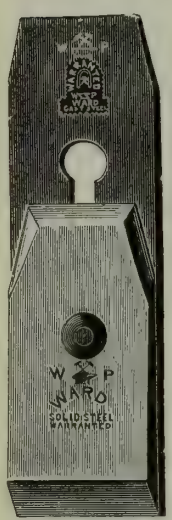
50 Dovercourt Rd. **Toronto**

WARD & PAYNE

W P

SHEFFIELD





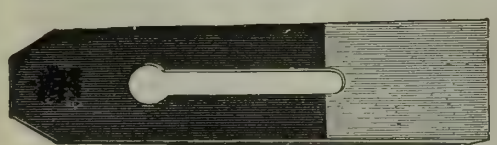
A Reputation to Maintain

It is a pleasure for dealers to handle Ward & Payne's celebrated tools — for half a dozen reasons.

One is, that there's a reputation back of the W & P trade-mark for unvarying high quality that greatly assists in making sales. Behind every tool marked with the Anvil Brand stands the knowledge and experience gained in the manufacture of Light-Edge Tools for over one hundred years. No wonder Dealers like to handle them and mechanics prefer to use them.

Write now to our Canadian Representatives for full particulars.





Canadian Agents:

ALEXANDER GIBB, 3 St. Nicholas St., Montreal
SHERMAN F. AINSLIE, Spadina Avenue, Toronto
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.

If interested, tear out this page and place with letters to be answered.



The Needs of the Empire

NEVER BEFORE in the history of Canada has greater opportunity been offered her Sons and Daughters to render SERVICE to the Empire;—and

NEVER BEFORE have the needs of the Empire demanded as high a standard of QUALITY in thought, deed and product as at present.

HOW NOBLY CANADA has responded is now known around the World and history will record it for the future.

THE PRODUCTS OF OUR MILLS are at the Fronts and on the Seas, in the Shipyards and Factories and in the Fields, faithfully fulfilling their mission of reliable performance wherever the Government's War-Winning Programme directs, as we are, and have been, stripped for action since the first call to arms.

THE NEEDS OF THE EMPIRE are many and the War-Winning Programme changes as necessity demands; but it matters not, the needs of the Empire are paramount and must be supplied.

THEREFORE, if in these trying times, we do not deliver promptly to you such of the products of our Mills or Blast Furnaces as you may need, console yourself with the thought that through us, you are rendering Service to the Empire and to the Cause that matters most for the Liberty, Justice and Freedom of the World.

THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON MONTREAL

If interested, tear out this page and place with letters to be answered.

STARRETT TOOLS

No. 259 STARRETT

Starrett Hack Saws

are unexcelled just as Starrett Tools are unexcelled

Write for Catalog No. 21 MA. It shows 2100 styles and sizes of fine tools and hack saws

42-835

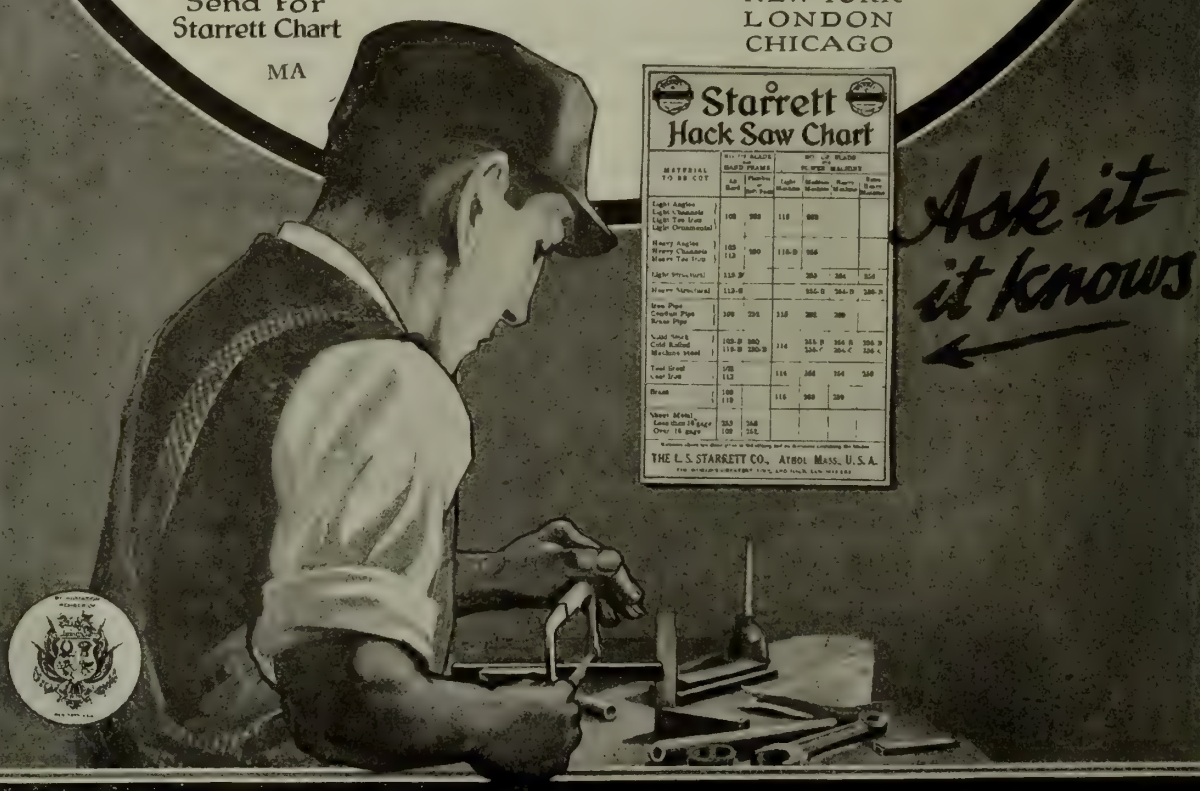
The L. S. Starrett Company

The World's Greatest Toolmakers

ATHOL, MASS

Send for Starrett Chart MA

NEW YORK
LONDON
CHICAGO



If interested, tear out this page and place with letters to be answered.



Increased Profits to Retail Rope Dealers

THAT is what thousands of retail merchants throughout the country are realizing, through the use of the Plymouth plan of selling rope by the foot. They make more money on their rope and their customers are better satisfied. A combination of results that no merchant can afford to overlook.

Plymouth Manila Rope

is good rope. There is no better rope made. It is 100 per cent. high grade Manila. Strong, durable, and flexible. It gives long service. It gives satisfactory service. It makes your customers ask for "more rope the same as I bought here before." If you sell your customer good rope he'll take a chance on your other goods being of the same quality.

PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass. **Welland, Canada**

INDEPENDENT CORDAGE CO., Ltd., Toronto, CANADA

Canadian Sales Agents

If interested, tear out this page and place with letters to be answered.

We make special grades of files for every kind of industry, including:

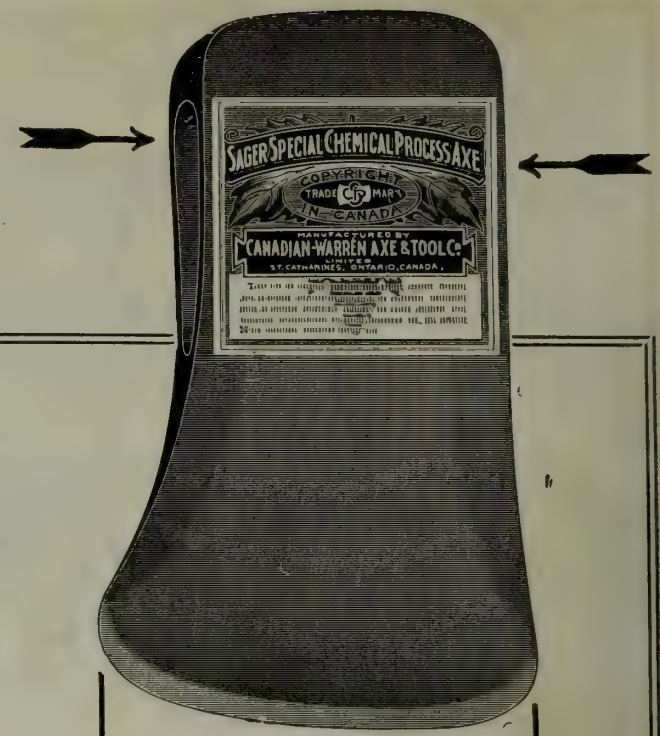
LOCOMOTIVE SHOPS
LUMBER CAMPS
AEROPLANE FACTORIES
FURNITURE MANUFACTURERS
AUTOMOBILE FACTORIES
ENGINEERING SHOPS
MUNITIONS PLANTS
FOUNDRIES
BOILER WORKS
CARPENTERS
PLUMBERS
AGRICULTURE MACHINERY MANUFACTURERS
MINERS
SHIPBUILDERS

In the "Famous Five" line you can depend upon getting the exact grade of file for every customer. When ordering a special line from your jobber all you need to do is to specify "Famous Five" and state the size, cut and quantity.

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

NICHOLSON FILE CO
PORT HOPE
ONTARIO

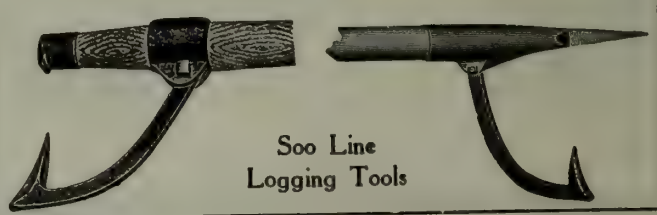


WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.
(AND THE PROFIT)

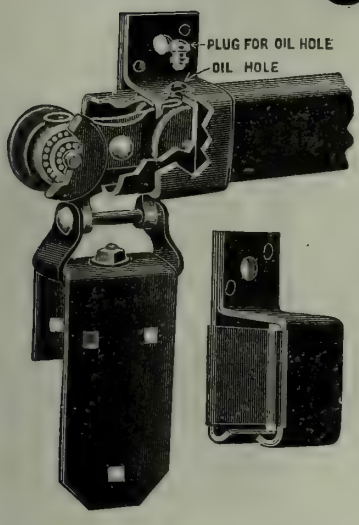
Canadian Warren
Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

If interested, tear out this page and place with letters to be answered.

You Oil Your Car
Why not a Door Hanger?



It has metal parts which come in contact with each other, causing friction, and friction means wear. Added to this you have weather conditions which cause rust if there is no protection from lubrication.

ALLITH 1915 **is a distinctive sliding door hanger with oiling device.**

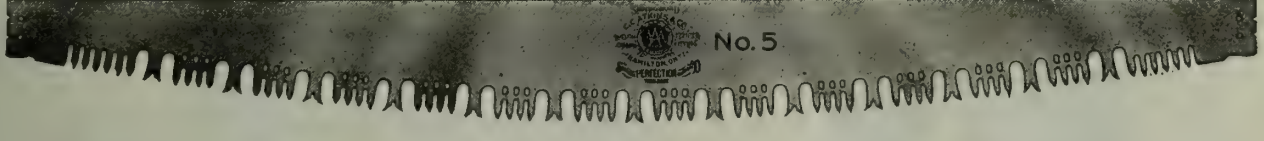
This feature, in addition to the several mechanical features, such as: **each wheel having double set of roller bearings, wheels operating independently of each other, round groove of track which prevents friction,** makes the Allith 1915 a hanger extremely popular.

With the special oiling device the trolley may be oiled regularly and with little or no inconvenience, thus ensuring the hanger having a long life and making it easy to operate at all times.

Now is the time to display the Allith 1915 in your window and in your store. Let the farmers know you sell the Allith 1915.

Allith Manufacturing Co., Limited
HAMILTON - CANADA

ATKINS
Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger profit.* Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.
Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

If interested, tear out this page and place with letters to be answered.



A and B Size
Correct Lamp Burner

BURNERS BURNERS BURNERS

"CORRECT" Lamp and Lantern Burners GIVE:—

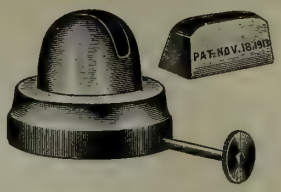
25% to 50% More light than any other Burner manufactured.

WHITER and BETTER light.

And mainly, they give SATISFACTION.

The Burner with the Patented FLAME SPREADER.

Every Hardware Merchant should carry them.



No. 2 Cold Blast
Correct Lantern Burner



Photo Reproduction
Illustrating Flame of B or No. 2
Correct Lamp Burner



Photo Reproduction
Illustrating Flame of No. 2
Cold Blast Correct
Lantern Burner

Manufactured only by

The SCHULTZ MFG. CO., LIMITED
HAMILTON, ONTARIO

Sold by all Wholesalers and Jobbers.
Give us your Wholesaler's name and we will send you a sample.

THE COAL SHORTAGE AND THE NECESSITY OF UTILIZING ALL OF WHAT THERE IS MEANS A HEAVY DEMAND FOR ASH SIFTERS THIS WINTER



DAVIDSON'S "CANADA" ROTARY ASH SIFTER

is substantially made of heavy steel, galvanized after being made up.

It separates the ashes from the cinders quickly and efficiently. Is easy to operate and there is nothing to get out of order.

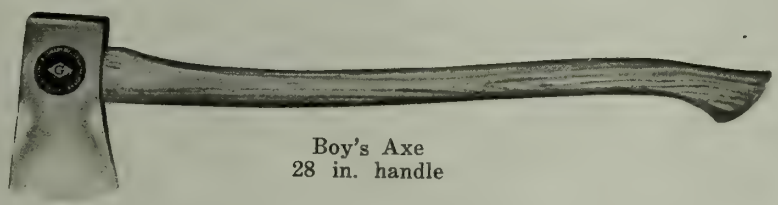
Order to-day to ensure prompt delivery.

THE THOS. DAVIDSON MFG. CO., LIMITED
Toronto MONTREAL Winnipeg

If interested, tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

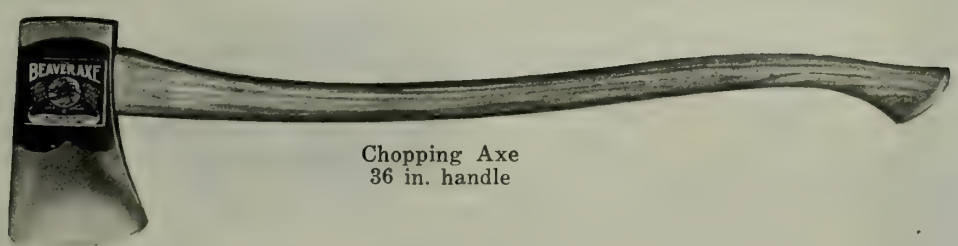
Hunter's Requirements



Boy's Axe
28 in. handle



Hunter's Axe
14 in. handle



Chopping Axe
36 in. handle

The hunting season is rapidly approaching and we would ask you to order your supplies *at once* so as to receive delivery, as the growing scarcity in the material markets make later shipments uncertain.

Produced at

THE JAMES SMART PLANT

BROCKVILLE, ONT. WINNIPEG, MAN.



You may have just paid a good-sized bill for carbon removing and valve grinding.

It may have occurred to you that these jobs are necessary more often than formerly, due to the unusually low grade of motor fuel you are obliged to use to-day.

Another expense is called to your mind—spark plugs. They seem to become sooted oftener, just as the cylinders and valves.

You ask yourself, "Why should I have to buy new plugs every time the old ones become carbonized?"

That question, put to your dealer, will bring a recommendation which will lead you to say, "All right, put in the cleanable plugs—THE STERLING PLUGS."

He can recommend no other plug than a separable plug to meet this economy need.

STERLING plugs can be renewed over and over again because they are separable, therefore readily cleanable.

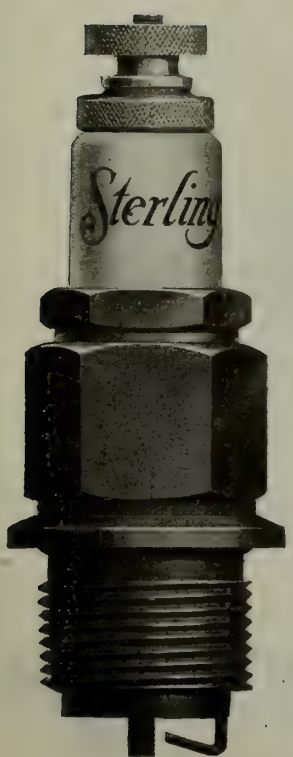


Easily Cleanable

And it does not take an electrician to re-assemble them properly. They simply fit back into perfect adjustment of the electrodes and become absolutely leak-proof.

When you clean a STERLING plug you know that it is **positively** cleaned everywhere.

STERLING spark plugs are sold everywhere by progressive garages and supply dealers.



A size and style for every car

Dominion Battery Company, Limited

736 Dundas Street East, Toronto

LOCKWOOD-ASH MOTOR COMPANY

MAIN STREET, JACKSON, MICHIGAN (46)

If interested, tear out this page and place with letters to be answered.



Take In More Profit On Every Dry Cell You Hand Out. I'll Tell You How

W. M. Turnley, Manager
The Dominion Battery Company, Limited

I'LL not only tell you how to make a bigger profit on each sale but also **how to make more sales;** how to corner the battery business in your community and **hold it**—with RELIABLE Dry Cells.

Every time you sell a RELIABLE Dry Cell you hand the customer a surprise package. For RELIABLE Dry Cells **give longer intermittent service** than the buyer is accustomed to get. Many extra hours of service are crowded into RELIABLE Dry Cells.

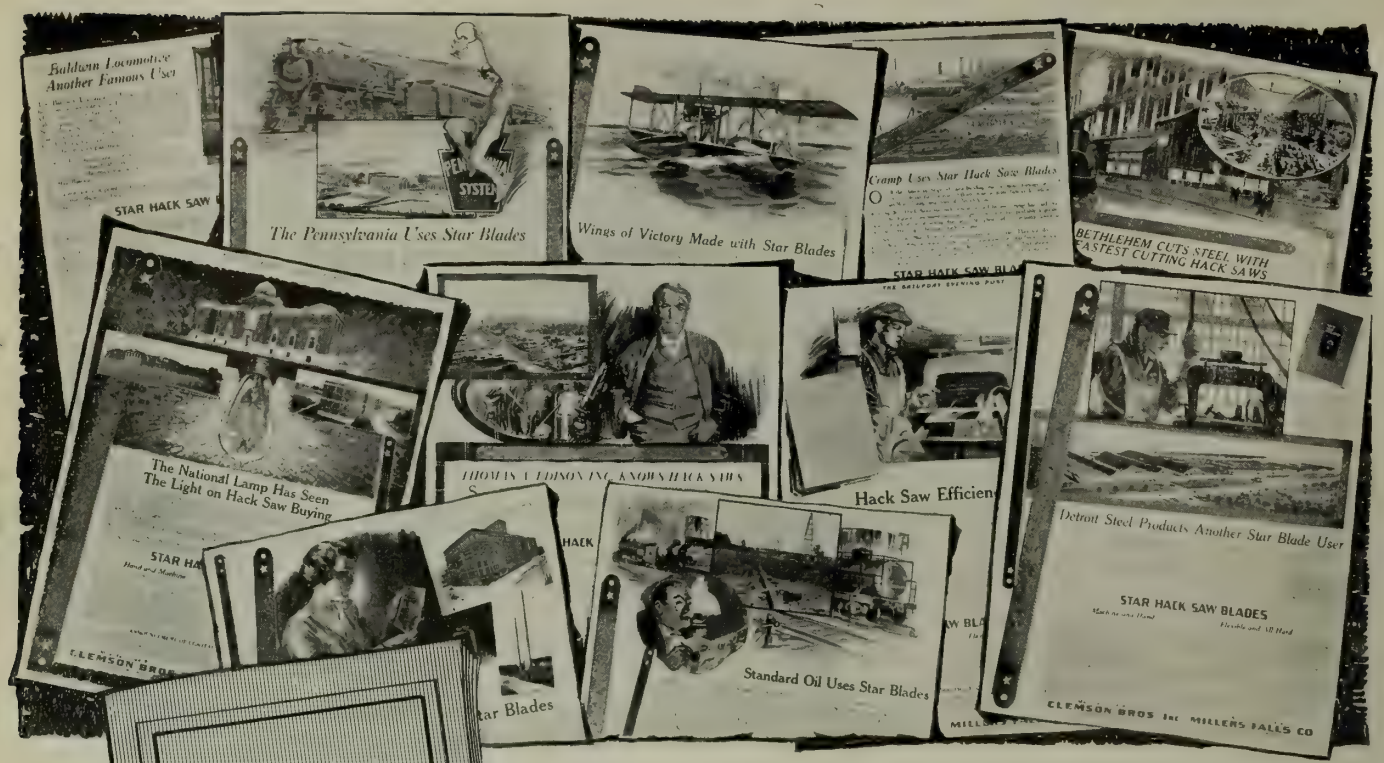
As a retailer you'll like the way RELIABLE Dry Cells are sold—always through the regular channels of trade; never by mail order houses or from the factory.

Write to-day for Profit and Business Increasing Plan.

THE DOMINION BATTERY COMPANY
Limited

736 Dundas Street East **Toronto**

"Lively and Lasting"





Cash In On Millers Falls Advertising

The Merchant who forges ahead faster these days is the man who takes advantage of all his opportunities.

Push advertised goods. Star Hack Saw Blades and other Millers Falls Tools are the most strongly advertised line of tools on the market to-day. Watch "Saturday Evening Post" and other national magazines, and cash in on our advertising.

Go after amateur tool users. Some mechanics are not buying so many tools, but amateur tool users are buying more. And there are five amateurs to every mechanic. Get after the amateurs strong.

Use Millers Falls selling helps. Dealers tell us they get more real selling help from us than from any other source. Send for our handbook, "How to Sell Tools." It is undoubtedly the most valuable book on the subject ever written. Free on request.

MILLERS FALLS CO.

"Toolmakers to the Master Mechanic"

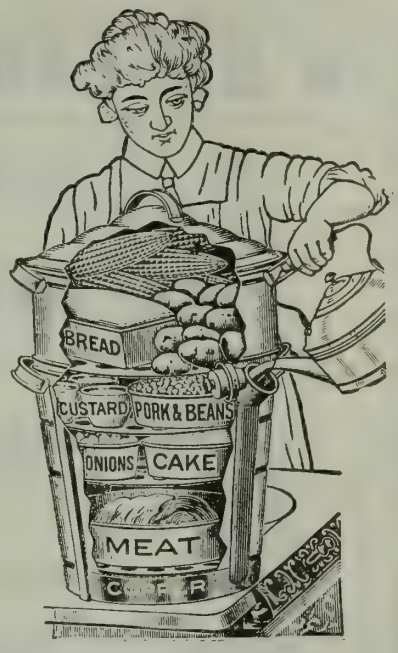
Millers Falls, Mass.

New York Office, 28 Warren St.

HERE'S A WINNER EVERY TIME!

Show your customer how to do some *Real Saving* by *using a*

PEERLESS STEAM COOKER



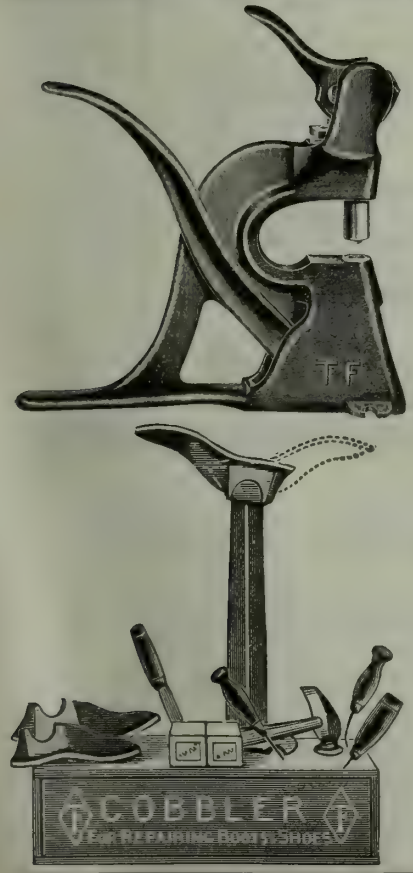
Money, Time and Labor can all be saved. because a whole meal can be cooked over one burner on any stove. No attention required until everything is done. The user can sew, iron, read or rest until the dinner is cooked. It will save the price of a gas stove in one season.

Cook Meat, Cake, Fish and Onions and not mingle the flavors.

In canning and preserving it is of particular value. This is a great chance for you, Mr. Dealer. Save money for your customers, make money for yourself. Get the agency *now* if you want it. Some wide-awake man in your town will sell it—why not you?

Write to-day to the

Onward Manufacturing Co., Kitchener, Ont.



The High Cost of Shoe Leather Keeps Taylor-Forbes Outfits in Demand!!





The present high cost of leather and shoe repairing is boosting sales for Taylor-Forbes shoe repair outfits and fittings.

Hardware dealers will do well to take advantage by stocking a few T.-F. popular kits and supplies at once.

When writing ask about other fast selling T.-F. lines.

Order from your jobber.

Taylor-Forbes Co. Limited

Taylor-Forbes Co., 246 Craig St., Montreal; H. G. Rogers, Limited, 147 Prince William St., St. John, N.B.; Canadian United Mfrs. Agency, London, Eng.

Head Office and Works:
Guelph, Ontario

Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.; H. F. Moulden & Son, Travelers' Bldg., Winnipeg, Man.

If interested, tear out this page and place with letters to be answered.

A GREENHORN

would have a lively and unprofitable experience in a business of wood manufacture. We have been in this business for

MANY YEARS

We ***know*** wood and we have chosen the ***very best*** for our

WASHING MACHINES

Finest Kiln-dried Cypress. Tubs don't shrink or warp. Every point tested and proven.

THE LINE HAS "CAUGHT ON"

Ask your jobber about the "KRIBS." If he is slow and can't supply you, write direct.

WILLIAM A. KRIBS, - Hespeler, Ont.

MAKERS OF LIGHT AND HEAVY TRUCKS



"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company

BELLEVILLE ONTARIO

MENDETS — A PATENT PATCH

Every home will eventually use Mendets—

The present high cost of copper, tinware, graniteware and aluminum ware is forcing sales for Mendets everywhere.

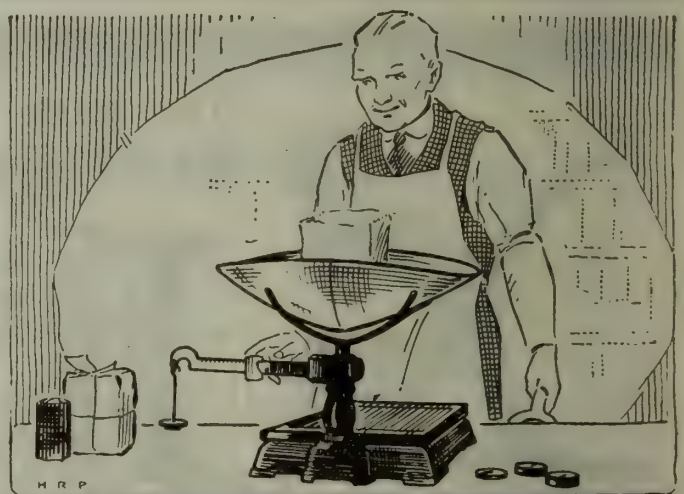
Efficient, quick and inexpensive in mending kitchen ware and utensils.

Prominently display a few packets and watch them sell themselves.

Particulars supplied by your jobber or

Collette Mfg. Company

Collingwood, Ont., Canada



Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.

If interested, tear out this page and place with letters to be answered.



EVERY SALE GUARANTEES A REPEAT

THERE are needs in every home for Ioco Liquid Gloss and Household Lubricant. Their many and varied uses keep them always in demand and make them easy to sell.

Every time you sell a can of Household Lubricant or Ioco Liquid Gloss, you make a nice profit for yourself, and you give your customer an exceptionally good value. Quality and quantity considered, you are able to offer just about twice the value in Ioco Liquid Gloss and Household Lubricant that you can offer in any other similar products.

Ioco Liquid Gloss is the most satisfactory polish to be had for finished surfaces of all kinds. It is excellent for polishing automobiles and carriages, as well as for cleaning and polishing furniture. It is unequalled for use on the dust cloth.

Household Lubricant is non-gumming, non-corrosive. It prevents rust, serves for all light household lubricating purposes, and is very effective for use in cleaning and polishing windows, mirrors, cut glass and automobile window-shields.

If you are not handling Household Lubricant and Ioco Liquid Gloss, write to us at 56 Church Street, Toronto, for our very attractive dealers' proposition.

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES
Marketers of *Gargoyle Mobiloils* in Canada
BRANCHES IN ALL CITIES

If interested, tear out this page and place with letters to be answered.

MADE IN CANADA

Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

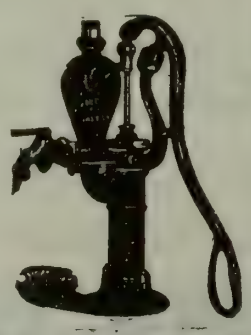
Manufacturers
OF
WIRE
HEADQUARTERS FOR
Wire Bale Ties
LARGEST CAPACITY AND STOCK IN CANADA
Prompt Shipment
LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA
Winnipeg Toronto Montreal
London, England

Make Money from Good Pumps---Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.



All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., LIMITED
GALT, CANADA

FILES

P X H
TRADE MARK

"THEY CUT FASTER AND WEAR LONGER"

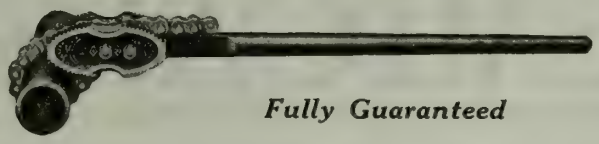
IMPERIAL

Manufactured and unconditionally guaranteed by

Port Hope File Mfg. Co., Ltd.
Port Hope, Ontario
"Ask Your Jobber"

If interested, tear out this page and place with letters to be answered.

Williams' Improved "Vulcan" Chain Pipe Wrench



Fully Guaranteed

Williams' Chain Pipe Wrenches have been standard for nearly half a century. They are made entirely of drop-forged or wrought steel. Ask for catalog--it's free.

J. H. WILLIAMS & CO.—"THE DROP-FORGING PEOPLE"

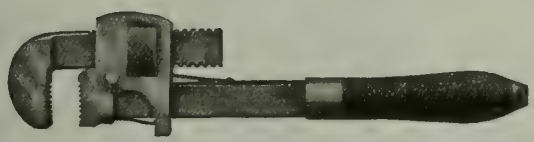
General Offices:
30 Richards Street, Brooklyn, N.Y.

The A. G. Low Co., Ltd. 30 Pacific Ave., Saskatoon, Sask.
Agents for Manitoba, Saskatchewan, Alberta and British Columbia.

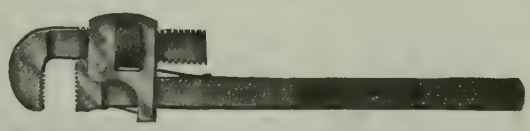
THE "W & B" LINE OF SCREW WRENCHES

MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA



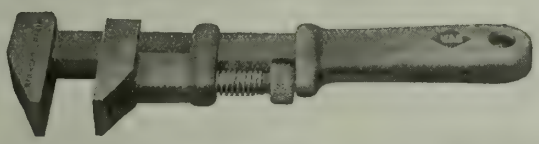
"W & B" Wood Handle Grips, Length open 6 to 14 inches.



"W & B" STEEL Handle Grips, Length open 10 to 48 inches.

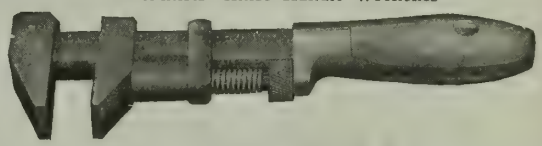
"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches



This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W & B" EASY ACTING SCREW.

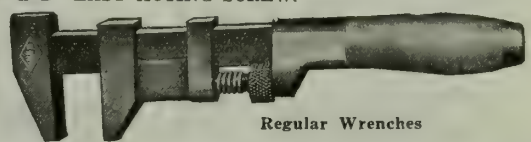
Machinists' Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W & B" EASY ACTING SCREW.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 90 on request.



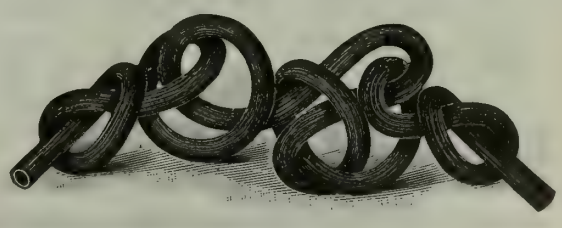
Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH "W & B" EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company

ST. CATHARINES, ESTABLISHED 64 YEARS ONTARIO

"Multiped"



The Garden Hose That Doesn't Kink

A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria

If interested, tear out this page and place with letters to be answered.

CHEMICALS, OILS, ETC.

We carry in stock and solicit enquiries either for immediate or future deliveries

Gold Leaf	Soft Soap
Nitrate of Lead	Castor Oil
Bolting Cloth	Glycerine
Litharge	Borax
Dry Red Lead	Cream of Tartar
Orange Mineral	Cream of Tartar Substitute
Lithopone	Tartaric Acid
Barytes	Citric Acid
China Wood Oil	Blue Vitriol

B. & S. H. THOMPSON

and Company, Limited MONTREAL Established 1790

Branches: TORONTO, WINNIPEG, VANCOUVER, NEW GLASGOW, N.S.

METALS



We solicit your enquiries on metals of all sorts---from stock or for import

Tin Plate
Canada Plate
Sheet Copper
Ingot Copper
Ingot Tin
Sheet Zinc
Spelter

Brass Tubing
Copper Tubing

"Apollo" Galvanized, Black Sheets and Specialties of all kinds for import only

GLASS

Plain and Wired, Rough, Ribbed and Figured from Pennsylvania Wire Glass Company.

FANCY GLASS

Figured Rolled, Cathedral and Muffled, from Chance Bros. & Co., Limited, Birmingham, Eng.

B. & S. H. THOMPSON

and Company, Limited MONTREAL Established 1790

Branches : TORONTO, WINNIPEG, VANCOUVER, NEW GLASGOW, N.S.

Sales Agents for Eastern Canada

UNITED STATES STEEL PRODUCTS COMPANY

EXPORTERS FOR AMERICAN SHEET & TIN PLATE COMPANY



KEYSTONE BRAND

"KEYSTONE" HOUSEHOLD BRUSHES

It is easier to sell brushes with a reputation.

There is a big opportunity in Keystone Brushes for progressive dealers. Satisfied customers, quick turnovers and all the other necessaries of good, live business go with the Keystone line.

Write for prices and particulars on Keystone Brushes and Nugget Brooms to

STEVENS-HEPNER CO.
LIMITED
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

Sell Handles that are Most in Demand

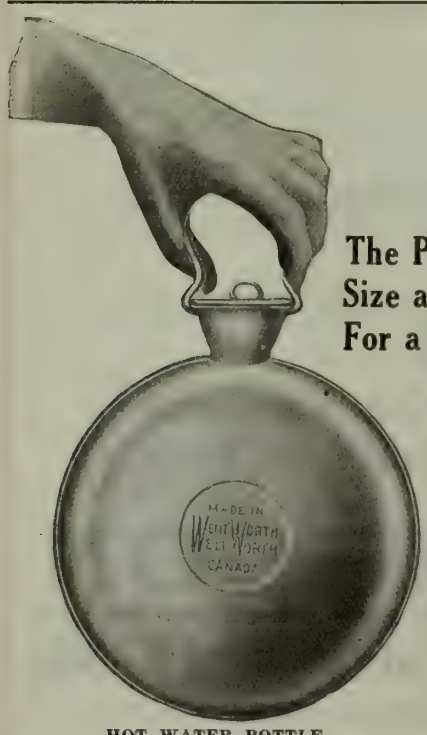
STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO



MADE IN WENTWORTH WELLWORTH CANADA

HOT WATER BOTTLE
Made from heavy brass, nickel-plated, guaranteed five years.

The Popular Size and Style For a Hot Water Bottle!

Here is a hot water bottle made in just the right shape—the right size, and made to sell at the right price. It is made from heavy brass, nickel plated, and is guaranteed for five years.

Write for the Wentworth catalogue which contains a full list of the Wentworth line.

Wentworth Manufacturing Co., Ltd.
HAMILTON, CANADA



These Ideas may mean Money to You

In our new catalogue Hardware Dealers and Builders will find reproductions of the very latest styles, patterns and new ideas in trimmings for Period Furniture and other kinds.

Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

THE STRATFORD BRASS CO.
LIMITED
Stratford, Ontario

If interested, tear out this page and place with letters to be answered.

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.



4 Good Reasons
---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

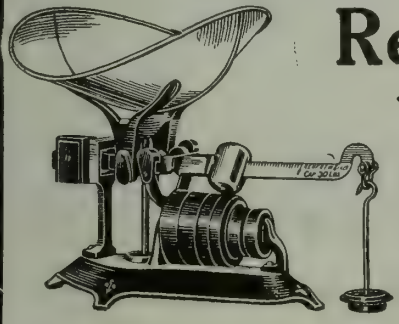
NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

Stirs up Business

Precious few housewives realize the many uses of an accurate scale in the kitchen—saving losses in careless weighing at butchers and grocers—weighing produce before marketing—weighing flour and other ingredients while baking, etc., etc., etc. It is surprising what a little bit of salesmanship and displaying will accomplish in stirring up big business in Renfrew Scales! The Renfrew is compact, handy, and stands hard knocks. It doesn't get out of order and always tells the truth. A government inspector's certificate accompanies every Renfrew. These features make the Renfrew a lively seller these days. Push business with the



Renfrew
HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs. Government inspector's certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited

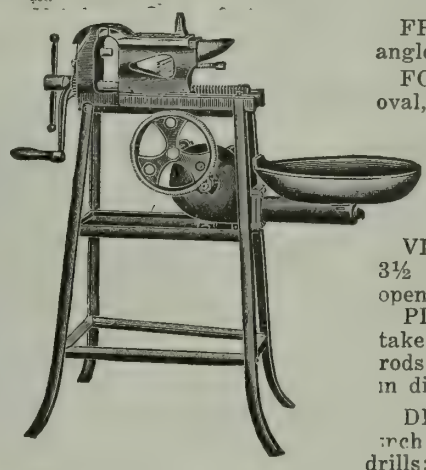
Head Office and Works, Renfrew, Ont.

Eastern Branch, Sussex, N.B.

Western Representative: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.; Crandall Co., Ltd., Vancouved, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scales, Tractors, Wood-Saws, Grain Grinders, etc.

Rock Island Combination Forge, Anvil and Vise



FRAME—is steel angles.

FORGE — Pan is oval, 12 x 15 inches.

FAN — is driven by an accurately cut gear and pinion.

VISE — jaws are 3½ inches wide and open 11 inches.

PIPE JAWS — take pipe and round rods up to 2 inches in diameter.

DRILL—takes ½-inch round shank drills; chuck is steel.

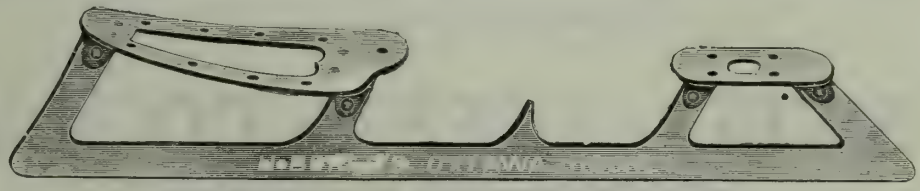
The machine weighs about 135 pounds. Order a sample. This tool will sell on sight.

Factory and Office:

Rock Island Manufacturing Company
ROCK ISLAND, ILL.

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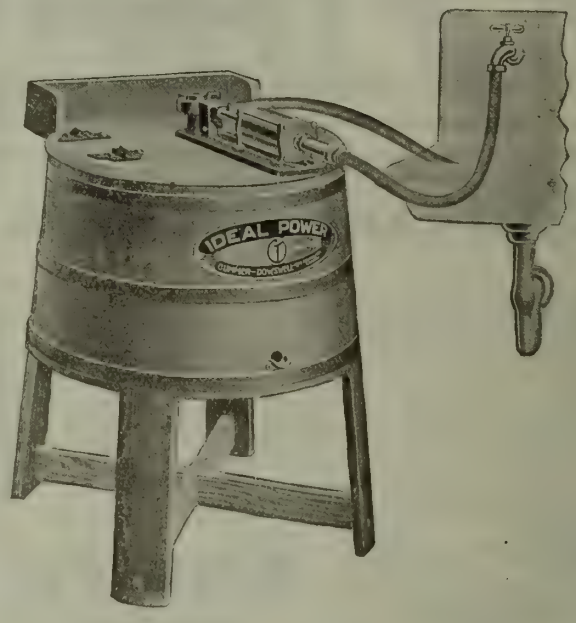
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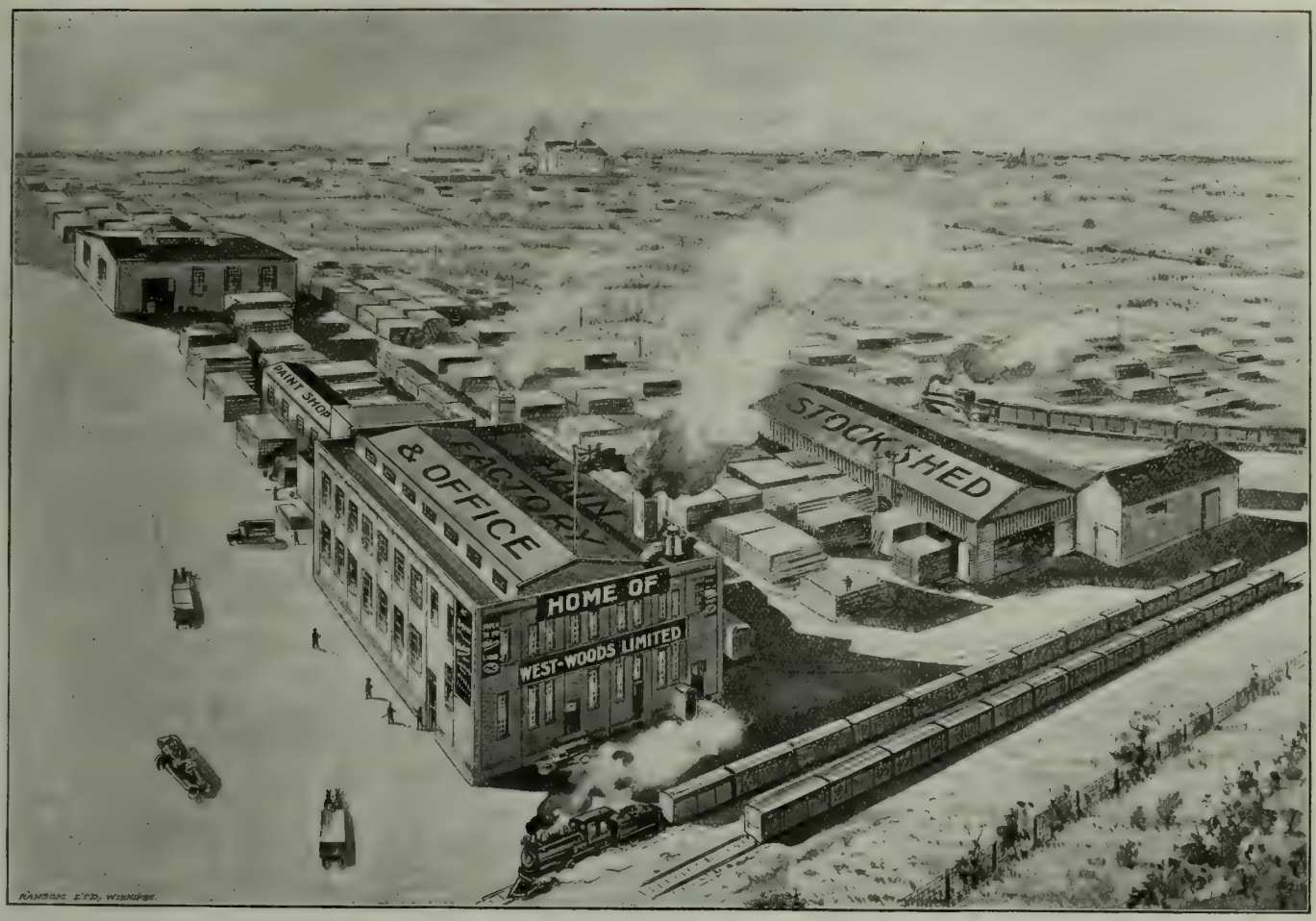
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This article will be found distinctly interesting and refreshing, for it appraises the various members of the Government on their nine-months' spell impartially, fearlessly and humorously. Mr. Munro is a member of the press gallery, and he has watched the Cabinet members with a close and critical eye for nine months, and he knows their weaknesses as well as their greatness, and he chronicles their foibles unerringly. It makes good reading.

The September issue contains the following other features:

"Our Mary," the first of a splendid story of Mary Pickford.
By Arthur Stringer

"Buried Alive!" a gripping story of underground warfare.
By Lieut. C. W. Tilbrook

"Less Petty Politics, More Common-Sense," a fearless discussion of the war situation. *By Lieut.-Col. J. B. Maclean*

Five splendid stories by well-known Canadian authors—Arthur Stringer, W. A. Fraser, Alan Sullivan, Archie P. McKishnie and Allen C. Shore.

The Events of a Warring World

The Review of Reviews section, made up of reprints from the best articles published the world over, contains an especially readable grist. Some of the articles are:

Lloyd George Founds New Secret Service.

Germany's Latest Plan to Enslave World.

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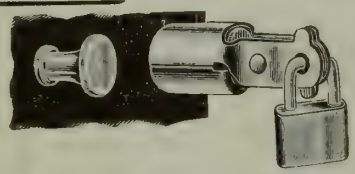
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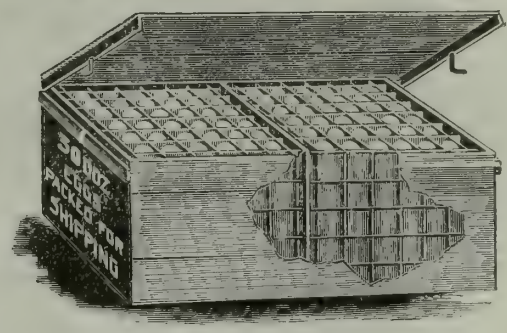
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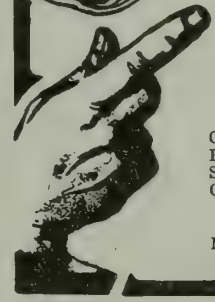
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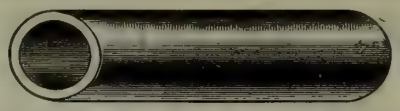


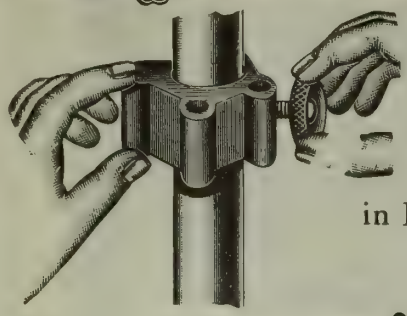
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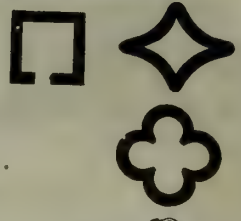




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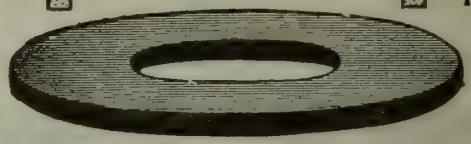
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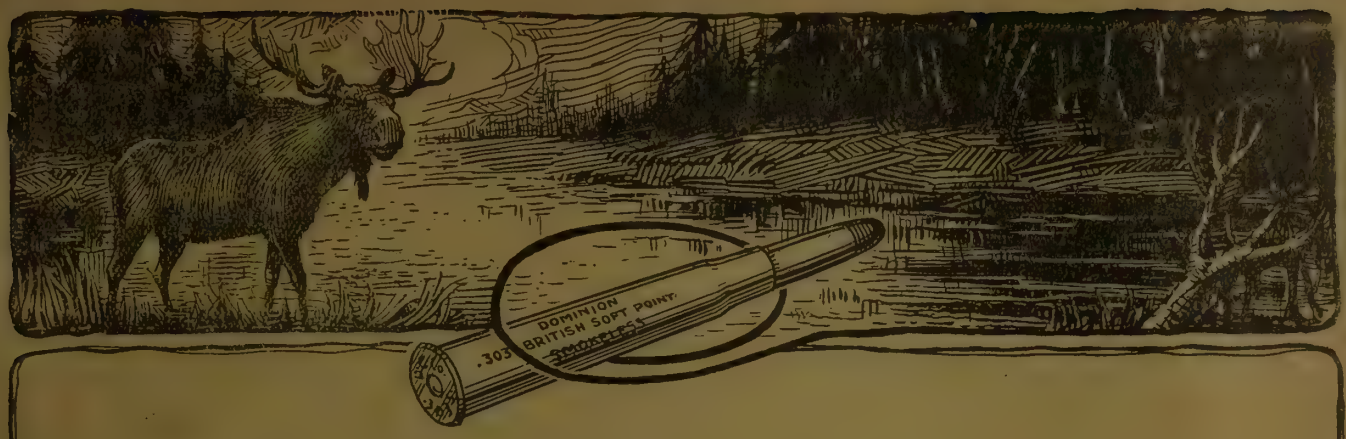
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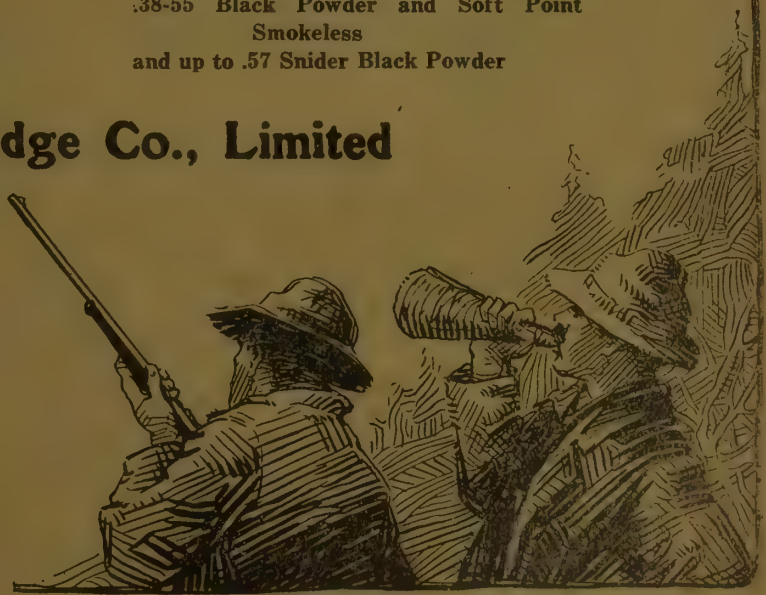
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>
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>
> "I recognize the great force of the Technical and Trade Press of the country, and particularly in these critical times, both with relation to business as well as to the war.
>
> "Please accept this as a testimonial of my appreciation of your very valuable services and the assistance given us by the Associated Business Papers."

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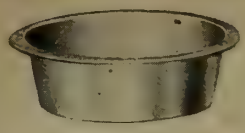
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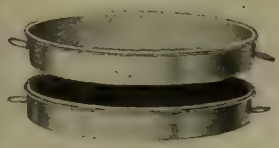
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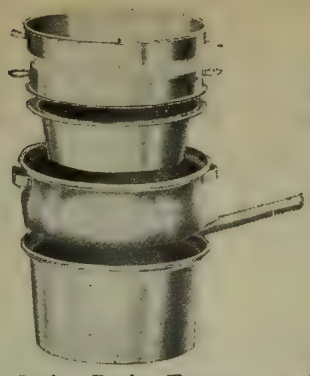
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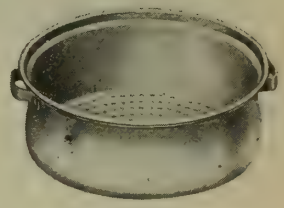

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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, SEPTEMBER 21, 1918 No. 38

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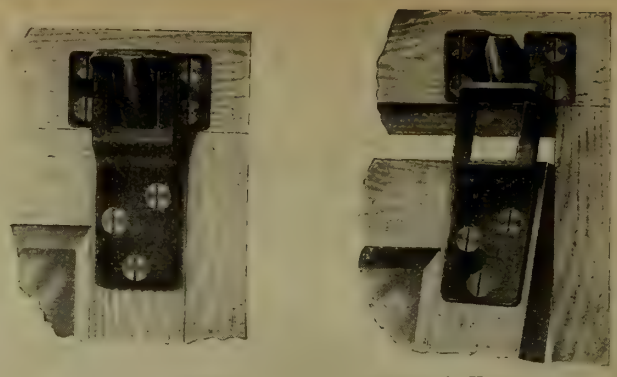
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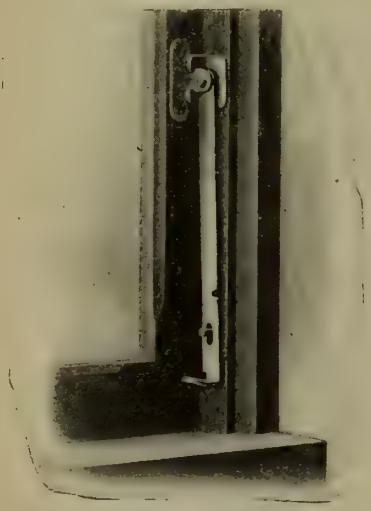
YOU can hang a sash easily and quickly from inside the building with this hanger because the angle on the hook and on the head of the eye guides the eye up and over the hook.

Sash being hung or removed need not be held far from the building, and this obviates much inconvenience and danger.

Furnished in Japanned and STANLEY Sherardized finishes, these hangers hold Storm Sash snugly to the frame and prevent rattling and drafts.



No. 1718—Stanley Peerless Storm Sash Fasteners of Wrought Steel. This shows a 10" length and illustrates how it holds a window open.



No. 1719—Made in 2 lengths: 5 in. for windows 4 ft. high and smaller; 10 in. for windows over 4 ft. Made in Japanned and STANLEY Sherardized finishes. This holds window open safely for ventilation or cleaning. When closed, the window is closed tight.

STANLEY Peerless Storm Sash Hardware

IF you told your customers that you had devices that save tons of coal they'd crowd around to investigate. You can tell them truthfully that Stanley Peerless Storm Sash Hangers and Fasteners hold windows tight shut, prevent drafts and conserve fuel. For ventilation or window washing, this hardware also gives splendid service.

Feature this line and you will enjoy large sales this year.

Catalog prices and information will be sent on request. Write to-day.

THE STANLEY WORKS

NEW BRITAIN, CONN., U.S.A.

Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball Bearing Butts. Also Pulls, Brackets, Chest Handles, Peerless Storm Sash Hangers and Fasteners; Screen Window and Blind Trimmings; Twinrold Box Strapping and Cold Rolled Strip Steel.

Stanley Garage Hardware is adaptable for factory and mill use.

Canadian Representative:

A. MACFARLANE & COMPANY, Coristine Building, Montreal

If interested tear out this page and place with letters to be answered.

Canada's National Hardware Weekly

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Steel Magnates Busy Solving Problems

Many Important Conferences This Week and Next Will Settle Prices For Last Quarter of Year, and Also Decide Allocation of Supplies—Basis of Distribution Will be Strictly According to War Needs

MEETINGS which set prices for the last quarter of this year and which decided largely the allocation of supplies of steel and pig iron were held in Ottawa, Toronto, Washington and New York this week. It has been one of the busiest weeks in the whole of a very busy year for the steel magnates, and the results will be far-reaching in the trade. As a result of the conferences still other meetings have to be held with representatives of the iron ore interests in the United States and American steel makers who are in Class 3 as regards to priorities, that is all those who buy their own pig iron.

The meetings held in Ottawa on Tuesday and in Toronto on Wednesday were called to discuss plans for arranging for the most effective and fair distribution of steel so that the best interests of all those working on war necessities may be served.

Causing Anxiety

At the conference held in Toronto on Wednesday manufacturers declared there is a serious shortage of many basic materials. This is largely due to restrictions placed upon exports by the United States War Trade Board. The situation is causing considerable anxiety to many firms, and in order to make up the shortage all blast furnaces in Canada which are idle will be put in operation.

At the close of the conference, which was private, and attended by representative manufacturers from different parts of the province, it was announced that a committee of three had been appointed to wait upon the Canadian War Trade Board, with instructions to offer the co-operation of the users of pig iron and steel, it being believed that the manufacturers engaged in this industry might be of some great service from their knowledge of the situation generally in Ontario. By closer co-operation with the War Trade Board it was the opinion of the meeting that it would result in a better and more economical production and distribution of materials, thereby economizing to the best advantage.

Plan of Action

Before going to Ottawa the special committee will confer for the purpose of obtaining certain information that will be necessary in placing before the Canadian War Trade Board the lines upon which the manufacturers will be prepared to co-operate with the government, both as to increased production and greater development of natural resources. The matter will be brought to the attention of every branch of the Canadian Manufacturers' Association throughout the Dominion, plans for which are well under way.

At the Meeting

At the meeting were: Messrs. J. C. Frame, J. C. Notman, J. W. Russell, T. G. McGhie, H. B. Jenney, W. B. Scace, R. W. Gladstone, H. B. Callendar, W. L. Ham, Wm. H. Frost (Smith's Falls), A. Meadows, W. H. West, N. A. Hill, W. W. McBain, Frank Lewis, T. C. Tuskin, H. W. Fleury, A. Kinzinger (Niagara Falls), A. S. Christie, E. H. Jones, Fred Hatch, W. W. Star, A. F. Hatch, R. McCullough, L. Slater, W. E. Kellow, W. Gordon (Tweed), D. B. Marwick, A. McMahon, H. T. Hubbard, H. J. Waddie, W. H. Carrick (all of Hamilton), F. Tissington, F. M. Tobin, J. H. Paterson, A. S. Capewell and C. Redder (Bowmanville).

Pig Iron Producers

The pig iron producers met in New York on Wednesday and as a result of their discussion these groups will confer with the general steel committee and present their claims for advances. On Monday, a full meeting of iron and steel manufacturers was held in New York to formulate the position which the committee took before the Price Fixing Committee at Washington on Thursday.

Price questions for the next little while will hold the center of the stage in iron and steel. There is a well defined expectation that the American government in fixing schedules for the final three months of the year may recognize price inequalities in certain lines and make allowances accordingly. Interest especially has been turned upon pig iron. The widening gap in production costs in various districts due to higher ore, freight charges, dissimilar labor conditions, etc., has become a more insistent factor.

Keeping Up Production

Government machinery is being centered more upon the upholding or stimulating of production in pig iron, coke, raw steel and certain rolled lines where the immediate demand is most pressing, such as shell steel and plates. The high ranking given to blast furnaces, to steel works, including billet, bloom and slab mills, to plate mills and to coke plants in the enlarged classification of essential industries issued by the War Industries Board further signifies this purpose. These several industries are listed in Class 1. As such they are entitled to first preference in supplies of fuel, labor and transportation, as well as other essentials. Of special importance to the iron and steel industry is the statement that the preference lists will guide the War Department in the granting of industrial exemptions from the new draft.

Must Conserve

Measures directed at the conservation of steel are going forward constantly. Tin plate mills dating from October 1 will be kept within a 70 per cent. rate of operation and will be supplied with steel only to that extent. This means a drop of 20 to 25 per cent. from present operations, but this has been timed so that the demands for food containers will have been well covered.

Want Special Ruling

Discussing the American situation, "Iron Age" says:

"Smaller producers are more outspoken in calling for a separation of their case from that of the integrated companies, yet they are not ready to have the government take over all output at differential prices. Neither government nor steel trade wants to open that door.

There has been some surprise over information that the Lake Superior iron ore producers, whose prices were put up 45c per ton in June, are now asking another advance. Their claim is that the 35c increase in rail freight and the last

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CANADA AFFECTED BY NEW CONSERVATION LIST

CANADIAN firms are affected by the latest export conservation list just issued by the United States War Trade Board. By the ruling the following commodities are added to the list, which becomes effective immediately:

Aluminum, metallic, and all articles containing 10 per cent. or more (in weight) of metallic aluminum, X-2. (Individual licenses not required to Canada and Newfoundland.)

Cartridges and shells, loaded and unloaded, and reloading and cleaning tools for same, X-2.

Lead, as follows: Pig, X-2; pipe, X-2; sheet, X-2.

Ore, as follows: Radium, X-2; uranium, X-2; titanium, X-2.

Tin, as follows: Bichloride of, X-4; crystals, X-4; oxide of, X-4; salts, X-4; sundry articles, all, either made of tin plate or coated or dipped in tin, X-4.

The removals from the Export Conservation List, as shown below, have been adopted, effective September 11.

TAKING INVENTORY OF U. S. STOCKS OF STEEL

A COUNTRY-WIDE inventory of stocks of steel on hand is being made by the United States War Industries Board at the instance of its chairman, Bernard M. Baruch, in co-operation with the Census Bureau of the Department of Commerce. Definite figures regarding the supply of steel is of first importance in view of the deficiency of production of steel for direct and indirect war needs.

The present estimated total production of steel in sight is 17,000,000 tons, and war demands total over 23,000,000 tons, with the demand constantly rising. Mr. Baruch announced recently that he could not approve requests for an ounce of steel for domestic uses, because of the imperative need of meeting the war demands.

The Census Bureau through its equipped census-taking organization is sending questionnaires to more than 40,000 manufacturers, asking complete reports of stocks of steel on hand down to the smallest holdings. It is sought to reach every manufacturer who uses steel in any way and in any amount in his industry.

A number of industries—such as the automobile industry—have been called upon to report stocks of steel on hand that the War Industries Board may be guided in making an intelligent administration of the steel stocks. Mr. Baruch decided, however, it was necessary to gather complete information from all steel-using industries, and the War Industries Board determined on a general inventory from all manufacturers.

SEARS, ROEBUCK ARE APPEALING DECISION

SEARS, ROEBUCK & COMPANY has appealed to the courts to review the finding of the Federal Trade Commission ordering the firm to desist from unfair and misleading advertising.

This is the first appeal ever made to the courts to review and set aside a final decision of the Commission, and was filed in August last. The petition for review was filed in the U.S. Circuit Court in Washington, and the Commission has certified to the courts the records in the case.

In this case, filed early in the year, and decided in July, the big mail order house was accused of committing several acts which the Federal Trade Commission declared constituted unfair competition. The charges were as follows:

"1. Circulating catalogues containing advertisements of sugar for sale, wherein it is falsely represented that because of large purchasing power and quick-moving stock the company is able to sell sugar at a lower price than its competitors.

"2. Selling or offering to sell sugar below cost, through catalogues circulated throughout the country.

"3. Circulating catalogues containing advertisements representing that its competitors do not deal fairly, honestly and justly with their customers.

"4. Circulating catalogues containing advertisements offering its teas for sale, in which advertisement it is falsely stated that the company sends a special representative to Japan, who personally goes into the tea gardens of that country and personally supervises the picking of the tea.

"5. Circulating catalogues containing advertisements offering coffee for sale, in which it is falsely stated that the company purchases all of its coffee directly from the best plantations in the world."

At the time the decision was announced the officers of the company intimated that further action would be taken, and in its report for August the Federal Trade Commission announced the appeal, which will be heard later.

BIG CHANCE HERE FOR RETAIL HARDWAREMEN

ONE of the most remarkable facts noted by visitors to many of the fall fairs this year is the means of transportation by which the visitors came to the exhibition. In previous years at fair time it was usual for the railways to put on extra coaches, and even then it was very often impossible to get more than standing room. All this was changed this year. For every person who took the train to a fair it is estimated that twenty were carried by autos. What is more to the point, the visitors to the fairs went in their own autos. Probably ninety per cent. of those who go to the fall fairs are people from the country. Mr. Retailer, do you realize just what this new situation means to you? Every year sees more hardware men stocking complete lines of auto accessories, and they are finding it the best kind of business. The farmers of Canada never had so much money in their history as they have right now, and in many sections of Ontario it is a poor farmer indeed who does not own at least one car. Many farmers own two or more. This means millions of dollars' worth of business for the hardwaremen. One of the largest fall fairs in Canada is that at London, Ont. It is in the heart of a rich farming country. This year the direc-

tors of the Fair, realizing just how important it is to bring all the farmers into the city and get their trade, spent $10,000 in providing a special "park" with cement floors, and special attendants to take charge of farmers' cars. In spite of this the "park" was not big enough to hold all the cars, and many farmers had to leave their autos on the side streets. Never in the history of London have there been so many autos in the city at one time, and nearly every one of those in the "park" was owned by a farmer. He not only came himself, but in many cases he brought half a dozen visitors with him. Many of these people motored in for fifty or sixty miles, and some of them stayed for several days. Did the merchants of London benefit? Did they? Just ask them. This is merely one instance of what is happening all over the country. What is going to happen when every farmer has a tractor? There will be a bigger market than ever for auto supplies and accessories, and the men who go after the business are the men who are going to make the profits, and it looks as if they would be big ones and well worth going after.

PROPOSED WAR TAX TO TOUCH EVERY POCKET

IF the new United States war revenue bill, which will be discussed in Congress shortly, becomes law it will touch the pocket of every man, woman and child across the line to the extent of about $75. The bill, as it stands at present, is one of the most complete and far-reaching pieces of legislation ever proposed, and was designed on the idea that it is better for the people to pay high taxes now than enormous charges for interest after the war. It is estimated that one-fifth of the total wealth of the United States will be turned to war purposes if the bill is passed. Following are some of the additions to the luxury tax which is already in force, the new tax to be assessed at the time of sale:

Motor trucks and parts, five per cent.

Motor cars and cycle and parts, ten per cent.

Sporting goods, baseballs, golf clubs, etc., ten per cent.

Cameras and films, ten per cent.

Firearms and shells for private use, ten per cent., except revolvers, which take a 25 per cent. tax.

Daggers, dirks, brass knuckles, ten per cent.

Electric fans, ten per cent.

Thermos bottles, ten per cent.

Trunks costing over $50, 20 per cent.

Freight transportation charges will bear a three per cent. tax, later included in the price of freighted articles to the consumer.

Telegrams and telephone messages carry a five per cent. tax between 14 and 50 cents, and a ten per cent. tax if the cost is greater.

Life insurance is taxed for each $100 of insurance.

Proprietors of any business that has gross receipts of $2,000 a year or more pay a $10 tax.

Aside from the original tax on the sale of all motor cars and accessories, there will be a tax for using them ranging from $5 for motorcycles to $50 for anything over 40 horse-power.

The Government hopes to raise $40,000,000 by taxes on gasoline, $100,000,000 by taxes on admissions to theatres, etc., and $1,481,000,000 by taxes on incomes.

NO SHEET STEEL FOR STOVE MANUFACTURERS

MANUFACTURERS of steel ranges, gas stoves and similar lines in which sheet steel is required will be seriously affected by a ruling of the United States War Trade Board, which has decided to release no more sheets for commercial purposes. Canadian manufacturers have even now been finding difficulty in obtaining sufficient materials to fill their orders, and the latest developments make the situation acute for them. Canadian jobbers are confining their sales largely to firms engaged in ranges and gas stoves being temporarily off the war work, and there seems little chance of the stove men getting much material from them. The situation may result in many lines of steel market.

HARVESTING TOOLS ADVANCE IN PRICE

SCYTHES, hay knives and reaping hooks are the only harvest tools to show price changes so far in orders which were accepted this week for May delivery. Hoes, sidewalk cleaners, hand garden cultivators and lawn rakes were advanced this week, and manufacturers are taking some lines of these goods off the market altogether. Many of the lines of goods which will be made will be put on the market with all polishing and special finishes eliminated. This is a measure which conserves both labor and materials, and helps to keep prices from going a lot higher than would otherwise be necessary.

SELLING ADVERTISEMENTS WITH REBATE PROHIBITED

AN important ruling by the United States War Board was handed out this week, when the following was sent to advertising agents and agencies:

"There has been considerable misunderstanding concerning the following ruling to all newspapers and periodicals:

" 'Discontinue selling advertising with a guarantee of circulation requiring a rebate if circulation falls below guaranteed amount.'

"The purpose of this ruling is to prevent the printing of copies of newspapers and periodicals which are not called for by the legitimate circulation, but are printed by the publisher and circulated by forced means in order to make good the guarantee and save this rebate. Such circulation is, of course, a waste of paper, and during the war must be stopped.

"There is nothing in our regulations which prevents the publisher from making a sworn statement of past circulation, but hereafter publishers can not guarantee future circulation. Advertisers must buy their advertisement upon the reputation of the newspaper or periodical and their belief that the circulation is a bona fide one and will be maintained. This is a positive order and must not be evaded."

Preference List May Restrict Canada

Latest Ruling Will be Governing Factor in Distribution of Labor, Capital, Facilities, Material, Transportation and Fuel—Canadian Firms Wondering Where They Stand in Regard to Getting Supplies For the Future

MANY Canadian firms will be affected by the new preference list of industries and plants which has just been prepared by the priorities division of the United States War Industries Board. The following list supersedes all others and is the masterkey which, from now on, will govern the flow of basic industrial elements to industries essential to the American war program. It will have a very important effect in governing many lines of goods being shipped to Canada and as such has far reaching results on retail trade and also on manufacturing. It may be regarded also as the governing factor, as far as the United States is concerned, in the distribution of labor, capital, facilities, material, transportation and fuel. This will also have its effects upon the supplies Canada is to get.

Many Are Anxious

Many Canadian firms are beginning to wonder just where they are going to stand as far as getting future supplies is concerned. It appears certain, many firms stated to HARDWARE AND METAL, that the situation will not be any easier. Manufacturers and others are hoping that it will not be any worse. One of the hopeful features is that with the production efforts they are making United States firms may catch up and be able to divert some of their surplus products to other than war essentials. It is stated that in some lines there is every reason to hope that this will be achieved. In the meantime some lines are already off the market and others will be very shortly. Just how long this condition will prevail manufacturers declare it is impossible to say.

Four Big Groups

The priorities division has grouped major industries according to their relative importance into four great classes, consideration being given in this grouping to the following factors: (1) Intrinsic importance of the product for use during the war and the urgency; (2) necessity for maintaining or stimulating and increasing the total quantity of production; (3) proportion of the capacity of the industry or plant devoted to the production of essential products. Each industry or plant is given a class number.

Facilitate Production

Judge E. B. Parker, chairman of the priorities division, states the determination of the relative importance of all industries and plants for both production and delivery by a single agency, the War Industries Board, renders it possible to maintain a well-balanced program with respect to the several factors entering into production, which includes, among other things, plant facilities, fuel supply, or electrical energy, labor, and transportation, without all of which production is impossible.

How It Works

Where it is imperative not only to maintain, but to stimulate and increase, production to supply abnormal demands created by war requirements, a high rating is necessary even though the intrinsic importance of the product may be less than that of other products placed in the lower classification, due to the fact that the supply of such other products equals the demand without the stimulus of high priority. Certain plants produce commodities of more relative importance, but at the same time produce other commodities of less relative importance and under such circumstances consideration and weight is given to the ratio of production between the more important and less important commodities.

Not Intended as Embargo

The inclusion of the industries and plants on this preference list does not operate as an embargo against all others, but the effect is to defer the requirements of all other industries and plants until the requirements of those on the preference list shall have been satisfied. The paramount purpose of priorities is the selective mobilization of the products of the soil, the mines, and factories for direct and indirect war needs in such a way as will most effectually contribute toward winning the war.

The Latest Ratings

The latest ratings show that Class I includes ammunition plants working on orders for the Allies and American Government, small arms plants working on war orders, blast furnaces producing pig iron, chemical plants engaged in war work; coal mines, oil and gas plants producing oil or gas for fuel for manufacturing purposes, all railways operated by the United States Railroad Administration.

Steel-making furnaces: Plants engaged solely in manufacturing ingots and steel castings by the open-hearth, Bessemer, crucible, or electric-furnace process, including blooming mills, billet mills, and slabbing mills for same.

Class II

Brass and copper plants engaged principally in rolling, and drawing copper, brass, and other copper alloys in the form of sheets, rods, wire, and tubes. Machine tools: Plants engaged principally in manufacturing same. Public utilities: Street railways, electric lighting and power companies, gas plants not otherwise classified, telephone and telegraph companies, water-supply companies, and like general utilities. Public utilities: Plants engaged principally in manufacturing equipment for railways or other public utilities. Railways: Not operated by United States Railroad Administration (excluding those operated as plant facilities). Steel-rail mills: Rolling rails, 50 or more pounds per yard. Wire rope and rope wire: Plants engaged principally in manufacturing same.

Class III

Chain: Plants engaged principally in manufacturing iron and steel chain. Mines: Plants engaged principally in manufacturing mining tools or equipment. Steel: All plants operating steel rolling and drawing mills exclusive of those taking higher classification. Tin plates: Plants engaged principally in manufacturing same. Tools: Plants engaged principally in manufacturing small or hand tools for working wood or metal. Foundries (iron): Plants engaged principally in the manufacture of gray iron and malleable iron castings. Insecticides and fungicides: Plants engaged principally in manufacturing same. Twine (binder and rope): Plants engaged principally in manufacturing same.

One Man's View

"Canadian firms or houses that have been looking forward to something better in the way of supplies from U. S. points have been living in a false atmosphere. The plain fact is that the war program of the United States increases every twenty-four hours. The war looks bigger to them every day, and they are expanding their war orders in proportion in keeping with this view." This is the view of Mr. Near of Drummond-McCall & Co., Ltd., Toronto, who spent the greater part of last week at American mills from which the firm for years has drawn a great share of its stock.

"Things are looking worse than I ever anticipated," said Mr. Near to HARDWARE AND METAL. "It seems to make no difference whether an article is on the embargo list or not, the government has its eye on it all the way through, and is determined to see that it goes to a war purpose shop and no place else. Previously Canadian warehouses have been getting sheets lower than 1-8 in. quite readily, but it seems unlikely that this condition will continue for any length of time. The best rating that is given to warehouse orders is B-4. They give that rating rather than a direct turn-down. A B-4 rating depends entirely on your standing with

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Paints and Varnishes Will Be Higher

Paint, Oil and Varnish Association to Meet in Montreal on September 27—Prices on Specialties and Varnishes to be Increased—New Containers—Manufacturers' Difficulties—Early Buying Advised

AN important meeting of the Paint, Oil, and Varnish Association will be held in Montreal on September 27 to consider the whole position for the season of 1919.

Much interest attaches to the consideration of the many big problems to be discussed and the decisions are looked forward to with keener interest than in a normal season.

Manufacturer's Difficulties

There has been no time in the history of the trade when paint makers were placed in just the position which confronts them to-day. They have been dealing with big problems all through the season of 1918 and instead of improvement the various phases of the markets have made a more uncertain outlook in many respects than promised to develop say six months ago. In view of the complications it has been impossible to make changes from time to time which the trade might reasonably expect would answer for a long period—in other words to name prices for other than immediate and near future business.

Container Material Scarce

The amount of tin used to make the necessary containers for the average large paint factory is immense, and it has been well-nigh impossible to find, up to this time, a suitable material that could be depended upon to take the place of the much-needed tin, the supply of which has so rapidly been diminishing. It would seem that had it not been for the wisdom shown by the paint makers many months ago, containers would have been short long before this.

Just what the manufacturers of paint are going to do for their containers in putting up the 1919 paint which they soon will be grinding and assembling it is difficult to forecast. There is this to say, however, and that is that the paint manufacturer, confronted with a score of troubles, has been using his usual ingenuity to evolve a suitable container for paint. It is pretty safe to say that there will be something to put the 1919 mixed paint supply into when the time arrives when the regular tin package cannot be secured. Already, at least one large firm has satisfied itself in this respect, and the president of this company—with world-wide connections and factories—informed HARDWARE AND METAL that they were not worrying unduly over the container question.

What Will Manufacturers Do?

There will unquestionably arise in the minds of many, the question as to what will be decided at the meeting of the paint and varnish men on September 27. It is apparent that many of those who will then be most vitally interested do not know, at this time, what will be done. The past season has been a busy one, and in speaking of the matter in a general way with some officers of the various companies they had really not been able to give the matter of comparing costs the close attention it would require before new season's prices were finally arranged.

Advises Early Buying

"The sooner the buyer gets in on his wants after prices are announced the better for himself," said the president of one of the leading companies to HARDWARE AND METAL. "Anyone who wants supplies should act quickly. To make any definite or even any predictions whatever is something that we cannot do at this time. The whole position is one that will require careful attention and it is hard even to say whether prices can be fixed for the usual length of time."

Not Anxious to Sell Now

Somewhat significant is the attitude of the trade, in part at least, when it is considered that there is little inclination to take on any new business excepting such as may be fully absorbed during the present month. In other words, bookings are not desired.

The market conditions everywhere; the labor problem; the probability of supplies of lead being hard to get for a long time to come; the short supplies of turpentine, and the undefined linseed oil situation are all big factors which every man can weigh for himself. Difficulties are certainly not fewer.

U. S. Exports Show Enormous Increase

Exports of manufactures from the United States in the first four years of the war are as much in value as in the 17 years preceding the war; exports of foodstuffs in the war period are as much as in the 10 years prior to the war, while exports of manufacturing material actually show a decline. A compilation by the National City Bank of New York shows that the total foreign trade of the country in the first four years of the war was $29,232,000,000 and in the four years immediately preceding the war $15,972,000,000. The imports increased from $6,887,000,000 to $9,538,000,000, while the exports jumped from $9,034,000,000 to $19,674,000,000. The increase in imports is practically 40 per cent. and in exports 117 per cent.

These figures are based upon the official returns for the 48 months from August 1, 1914, in which month the war began, to August 1, 1918. The pre-war period is the four fiscal years ending June 30, 1914.

How much of the increase is due to higher prices cannot be at present accurately determined. It is possible, however, to show by great groups of articles the increases and decreases in imports and exports when measured by values. Exports of raw materials for use in manufacturing, for example, show an actual decline in value despite the higher prices, the total value of raw material for use in manufacturing exported in the four years of war having been but $2,733,000,000 against $2,961,000,000 in the four years preceding the war. This fall-off in the value of manufacturing material exported is due chiefly to a decline of about 33 per cent. in quantity of cotton exported, Germany, Austria-Hungary, Belgium and Russia, normally large importers of American cotton, having been practically out of the market.

In all of the other groups of articles exported, however, the figures of the war period are far in excess of those of the pre-war period. Foodstuffs exported in the four years of war aggregated $4,852,000,000 against $1,738,000,000 in the four years preceding the war.

Viceroy, Sask.—Gray Bros., hardware have dissolved partnership.

Record Demand for Sheffield Cutlery

A correspondent writes to HARDWARE AND METAL regarding business conditions at Sheffield, England, as follows:

"Visits to the cutlery and plate factories by distributors seeking to procure a little stock have now become a feature of business in Sheffield, and, as a rule, the buyers suceed in obtaining something saleable. Razors, pocket-knives, and scissors are the chief difficulty. In razors the demand is almost confined to the best qualities. The output of table cutlery continues on a large scale in spite of labor scarcity. Silver and electroplated goods sell freely, retailers experiencing no difficulty in obtaining the current high prices. The latter state that they are constantly turning away business because of the inability of the makers to supply sufficient goods. The demand from the public appears to be insatiable.

Alphonse E. Decarie was unanimously elected to the Board of Directors of the Montreal Automobile Association.

The Seal of Approval

Testimonials From Reliable Firms Are Valuable—They Speak For Themselves

The following are extracts from a few of the many letters received from the trade in all parts of Canada giving opinions of the 30th Annual Fall Number of HARDWARE AND METAL:

S. B. McClung & Co., Trenton, Ont.—"The Fall Number of HARDWARE AND METAL is certainly the best of many good issues and is a credit, not only to the MacLean Publishing Co., but to our country. The HARDWARE AND METAL has been our "guiding star" for many years and we feel we would not like to carry on business without it."

* * *

J. W. Walker, Belleville, Ont.—"Regarding the Fall Number, we wish to say that we think it is one of the best issues that has ever been published. We find your weekly issue very valuable, especially under the present conditions when prices are changing so frequently."

* * *

J. C. Wanless, Chatham, Ont.—"I do think you excelled yourself in your Fall issue and I want to say that I have read some of the most interesting articles on the hardware and stove business it has ever been my privilege to read. It seems to me that this issue is worth at least a couple of years' subscription and I must congratulate you upon your success."

* * *

McKelvey & Birch, Limited, Kingston, Ont.—"We have found the Fall Number of great value in locating manufacturers of certain articles who have advertised in this issue. We might say that we take two copies of the HARDWARE AND METAL weekly, and our clerks have found it of great assistance to them."

* * *

I. W. Bennett & Son, Gananoque, Ont.—"Annual Fall Number of HARDWARE AND METAL to hand. It sure is a masterpiece. How any hardware man could run a business in these abnormal times without this publication is beyond us. We have many visitors, but none more welcome than your weekly encyclopedia."

* * *

McDougal's Limited, Ottawa, Ont.—"We beg to acknowledge receipt of your Fall Number of HARDWARE AND METAL, and wish to congratulate you on your artistic and practical advertisements, contained in this number. We find HARDWARE AND METAL, throughout the year, a source of useful information, and we think no hardware house should be without it."

W. A. May, Creemore, Ont.—"The Fall Number of HARDWARE AND METAL which I have at hand is well worthy of very favorable comment. We look for every copy and find them very helpful from week to week in keeping posted on prices, etc., especially at the present time when prices are changing so rapidly. The photos of window trims and store interiors is another good feature which gives many good ideas in dressing windows and arrangement of stock. Wishing HARDWARE AND METAL continued success."

* * *

Dakin Brothers, Digby, N.S.—"We were pleased to receive the Fall Number of HARDWARE AND METAL and consider many of the suggestions contained therein invaluable, especially the article on business management. The writer considers HARDWARE AND METAL a necessity to every progressive hardware merchant. In your issue of August 17 page 38, you have an article entitled "The Question of Mark-up vs. Profit." This article with several others through the year on Cost Accounting give full value for the price of subscription, to say nothing of the articles on Window Trimming, Advertising, etc. The writer admires your fearless handling of the Government issues in the editorial columns. In closing might say that thanks to the never-ending prodding and the suggestions contained in HARDWARE AND METAL we know what we are doing."

* * *

W. F. Macpherson, Prescott, Ont.—"I must express my entire appreciation of the many good things in the Annual Fall Number of HARDWARE AND METAL. In your weekly issues there are always items of great interest and profit to the retail hardware man, but in this one issue you certainly give value covering more than a whole year's subscription. The articles of Messrs. Simpson and Kirkwood are worthy of special mention and I have read same with a great deal of interest. I am sure your efforts must be appreciated by the hardware trade generally throughout the country."

* * *

J. D. Smith, Richmond, Que.—"I think the Annual Fall Number of HARDWARE AND METAL is one of the very best numbers that has ever been issued to the hardware trade. It will interest every dealer and has a store of information which is necessary to every one in business to-day who wishes to keep abreast of the times. HARDWARE AND METAL to me is an indispensable paper and I always have it on my desk."

* * *

Whyte & Orr, Limited, Daysland, Alta.—"We have read through very carefully your Annual Fall Number of HARDWARE AND METAL which we received a few days ago, and wish to compliment you very much on the valuable and instructive articles in it as well as the admirable press work of the number. We found several of the articles very timely and useful, especially the one referring to the possibility of goods returning to pre-war prices. We have found HARDWARE AND METAL, with its weekly check on advancing prices and its very accurate forecast of future advances, an exceptionally good guide to assist us in our buying for the past three or four years. As your subscription file shows, we have a copy of HARDWARE AND METAL sent to each of our four stores, and the writer frequently calls the attention of our branch managers to timely articles contained in issues just to hand. It would indeed be inconvenient, at least, to have to do without your very aggressive and judicious national hardware weekly. We have appreciated very much for instance your articles on handling auto accessories by hardware merchants and are endeavoring to make this line a feature of our business. We find extremely useful frequently items in your paint section, and also articles on window dressings."

* * *

F. C. Bishop, Norwich, Ont.—"The Fall Number of HARDWARE AND METAL is the best issue that has been published. It brings us in touch with new lines."

* * *

E. H. Insull, Craik, Sask.—"We have received your Fall Number of HARDWARE AND METAL and think it is one of the best you have issued. We find the paper very valuable to us in our business and have followed out many of the suggestions contained therein with good results."

* * *

S. L. Adolph, Listowel, Ont.—"I think the Fall Number is one of the best that you have ever issued. It is certainly a good one and I know it will be of great value to us in a great many ways. You have certainly excelled yourself in issuing such a wonderful number. HARDWARE AND METAL has given me good service and I think it covers the ground pretty thoroughly every week. Hoping this is satisfactory to you."

* * *

Almy's, Limited, Montreal.—"The Fall Number of HARDWARE AND METAL

has been a 'mental feast' to me. I look forward to getting it every week as I find it important to my business. It is very instructive and I cannot conceive of any buyer doing without it. I cut out the things I see fit for my staff and pass some of the fine enthusiasm on. I guess you will agree with me that there are a number of buyers who try to get a lot of information and no doubt know a lot, but the big secret I think is trying to pass it on to the next fellow. Your Fall Number is particularly good for the simple reason that you seem to specialize on everything and it just helps to put some pep into us all."

* * *

Frank Powers, Bridgewater and Lunenburg, N.S.—"I am still reading with pleasure your Annual Fall Number, and think it is far ahead of anything you have ever put out, or any other trade paper that I have seen. Wishing you continued success."

* * *

T. McAvity & Sons, Limited, St. John, N.B.—"HARDWARE AND METAL Fall Number is the best yet. I have read HARDWARE AND METAL a number of years both in Winnipeg and here in St. John and it has steadily improved in my estimation both in usefulness and the readableness of its various articles. 'Markets at a Glance' and various market reports have proved very instructive and the biographical sketches have been a real source of inspiration. They should not be curtailed on any account. Keep up the good work."

* * *

F. Y. W. Brathwaite, Webbwood, Ont.—"The annual Fall number is excellent. HARDWARE AND METAL is invaluable to us, particularly at this time when prices are climbing."

* * *

C. Richardson & Son, Harrow, Ont.—"We received your Annual Fall Number of HARDWARE AND METAL and must say it is very fine. We appreciate very much your efforts in this as well as your regular weekly issues."

* * *

John H. Lee, Stoney Creek, Ont.—"I think the Fall Number of HARDWARE AND METAL, August 24th issue, is very valuable to us, and to the retail trade in general, not only in the number of important subjects you have handled so concisely and well, but the up-to-the-minute prices and market reports which we refer to almost constantly. We would not think of running a hardware business without an accurate price and market report like HARDWARE AND METAL gives us."

* * *

A. Prud'Homme & Fils, Limited, Montreal.—"We have found the Fall Number very interesting, and we have always advocated to the retail merchants that they become subscribers to your publication as the best we have in Canada treating hardware and metal in general."

Fortier and Beauchesne, Sturgeon Falls, Ont.—"We are always anxious to get the Annual Fall Number of HARDWARE AND METAL, but this year we are satisfied more than ever with it. We consider that it is the best that we have had. We considered, after taking knowledge of the interesting and stimulating articles which it contains, that the Annual Fall Number alone was worth the subscription fee. We are glad to thank you for same."

* * *

The Big Hardware House., Vermilion, Alta.—"We could not get along without this HARDWARE AND METAL as we look for it as we do an invoice for prices and the information it affords is very valuable. Any way you wish to use our name in boosting this wonder paper for the hardware trade you are welcome to do so."

* * *

William Lochead, Forest, Ont.—"Dear Sirs,—I was very much pleased with your Fall Number and as yet I cannot estimate its value to me, but I know it will be many times the year's subscription. In regard to my opinion of the service of HARDWARE AND METAL I might say that I would be very much lost without it and cannot see how any merchant gets along without it in the hardware business."

* * *

Colton & Lorimer, Burlington, Ont.—"We desire to record our appreciation and satisfaction of the good service given through your above publication. It has been a great help in our business, and we can always rely upon the accuracy of everything published. The Fall Number is a masterpiece, in all its various aspects, and we always keep such numbers at hand for reference, and would feel lost without HARDWARE AND METAL on our desk at all times. Thanking you for such good service."

* * *

The Steel Company of Canada, Limited, Hamilton, Canada.

September 6, 1918.

"Mr. G. D. Davis, Manager
"Hardware and Metal,
"University Avenue,
Toronto, Ont.

"Dear Mr. Davis,—The Thirtieth Annual Number of HARDWARE AND METAL is now in the hands of the public and while I am not prepared to speak for all your readers, I do wish to say, as one of them, that you are entitled to the most liberal compliments for the magnificent publication issued by you.

"In my judgment it is the best Anniversary Number issued in Canada during my period of residence here. This applies to the entire make-up and proves beyond question that considerable care, thought and attention has been extended by you to every detail. As issued it is a sample of good work, well done, and, in consequence, should be accepted by all your other departments as an example for superior publication and I have no hesitancy in permitting you to pass this word along.

"With kind regards and best wishes for your health and success, I am,

Yours very truly,
"GEORGE A. SIMPSON,
"Sales Manager."

* * *

The Beach Foundry Company, Limited, Ottawa, Ont.—Re your Annual Fall Number. Our copy of your annual Fall Number of HARDWARE AND METAL, August 24th issue, came safely to hand. This is a very admirable journal and we are pleased to have had space in it for our COMPOSITE advertisement. Although only a few days have passed, we already have had a considerable number of inquiries from dealers with whom we had no previous connection."

* * *

Beatty Bros., Limited, Fergus, Ont.—"Your Annual Fall Number of HARDWARE AND METAL came to hand this week and I wish to congratulate you on this splendid issue. It is just chuck full of good selling and trade building information. I am sure it will be appreciated by every dealer who receives it."

* * *

Morrisburg Tack Manufacturing Co., Limited, Morrisburg, Ont.—"We have pleasure in stating that of all the other issues we have received, we fully realize that this is far ahead of any of the others. This is valuable to us in many ways, and **helps a great deal in securing our different supplies.**"

* * *

E. C. Atkins & Company, Indianapolis, Ind., U.S.A., and Hamilton, Ont., Canada.—"We have just received our copy of your publication of August 24th and wish to congratulate you because we think you deserve it. You have some very good advertisements in the publication and we are pleased with our ad. on page 283, considering that you had very little time to get up a pen sketch."

* * *

The Johnson Hardware Co., Port Frances, Ont.—"Re your annual fall number of the HARDWARE AND METAL of August 24, would say that I think it is without any exception the finest number that has ever been issued and is worth the space it takes up on any man's desk. I refer to HARDWARE AND METAL every week and read its contents and take advantage of the pointers it gives. When I have not sufficient time in the day to peruse through its pages I take it to bed with me and consult it there, so you see that it is a valuable guide to me. As for any new suggestions, I cannot improve on anything you have done so far. Trusting that your copies will keep on improving as they have done in the past."

* * *

H. J. Smith, Springhill, N.S.—"I think that the fall number of HARDWARE AND METAL was all that could be desired. I always look forward for the next issue, and from a business point of view it is almost indispensable to me. Your special number are always a source of information which I keep on file."

Many Hardware Lines Not Affected by Latest Increase in Freight Rates

ANOTHER advance in freight rates to go into effect on October 7 is announced by the railways. Under the new tariffs the rate per hundred pounds is advanced by one-half cent for carloads and less than carloads at all points in the Dominion. An advance which was made in March of this year raised the rates at four points in Canada, Toronto, Montreal, Windsor and Walkerville. These points are again affected by the latest increase so that in Toronto, after October 7, the rate will be five cents per 100 for less than car lots and 3¾ cents for more than carloads. In Montreal the rate for less than car lots will be six cents. The minimum charges of twenty-five cents for shipments of 300 pounds and under, and thirty-five cents for shipments weighing over 300 pounds, remain unchanged.

Has Little Effect

Hardware men are not materially affected by the new schedule for the reason that a great many of the lines they handle are on the list of "Exceptions." In addition to previous lists the following have been placed on the "Exceptions."

Ash sifters, bakers' ovens, baths, brooms (straight shipments), cereals and pop corn (straight shipments), churns, cork, cotton batts, cotton wadding, cream separators, elevators and parts, electric light bulbs, globes, glass hats, machines and machinery (all kinds), portable buildings, stoves, furnaces and parts, utensils (garden), washing machines.

How It Works

The firms affected by the list of "Exceptions" make their own arrangements with the carters. Some of them have to pay more, but it is generally believed that they will continue to have their business handled by the firms who have been looking after it in the past rather than shift to other carters who have not been in the business long. One manufacturer stated to HARDWARE AND METAL that the new carters might not be as responsible when it comes to either looking after goods or settling for any damages as the firms which have been in business for years.

"As far as I have been able to learn," he said, "the cartage firms are fully justified in increasing rates. They have to pay more for labor, and feed was never so high. It costs more in every way to operate the business and they are faced with the alternative of either making an increase in their rates or of going out of business. They recently granted wage increases to teamsters and to the men who handle the goods. Every part of the cartage business now costs much more than it ever did before."

All shippers interested in the new schedule of rates are being urged to ascertain from cartage agents what rates will apply on these articles when the new rate becomes effective.

Stocks of Window Glass Are Steadily Diminishing

THE following is the outlook for window glass according to a letter just sent out to the trade by the Johnston Brokerage Co. of Pittsburg.

To the Trade

Conditions in the window glass business have developed about as expected by the manufacturers and jobbers. August showed some increase in the placing of orders. It doesn't require any large volume of business now to absorb stocks being carried by the manufacturers, as in all the hand-operated plants in the Eastern territory there is not to exceed 250,000 boxes, which is a very small quantity for this season of the year, and deducting a few slow selling sizes you can understand that the available supply in first hands is limited. The stocks in the hands of the machine-operated factories are equally light, therefore it is fair to assume that the jobbers and sash houses have the bulk of the glass of the country.

Stocks Getting Low

This letter is not written for the purpose of unloading stocks, as from day to day sufficient business is coming in to assure the manufacturer that their warehouses will be absolutely empty before new glass is made, but representatives of the railroads, sent out by the government, have told merchants throughout the country that it is advisable for them to secure their goods at the earliest possible date as they believed the railroad service would be less effective as the winter advances. In the eastern section there may be greater transportation troubles than in the West, but it is very likely to affect all parts of the United States.

We continue to advise our friends to stock up their warehouses. As long as they have the room and the funds to carry stock, the glass that is needed for the winter and spring should be purchased. It is much safer to have this glass in your warehouse than to run a chance of buying it at a later date.

War Work First

In manufacturing lines the government is urging more complete operation on actual essentials; this is making immense inroads on all classes of labor engaged in other occupations, and the predictions are that all labor conditions will be more serious from week to week. In window glass making it is going to be a greater problem than fuel, transportation, or the securing of materials. The hand plants operated but fourteen weeks in the blast of 1917-1918, but the greatest penalty connected with this curtailment has been the destruction of organization in the various ranks of labor. It is even more serious among the unskilled and semi-skilled workers than it is among the skilled workmen. The immense demand for labor in plants working on government contracts has attracted all kinds of labor, and when they can secure continuous employment at the highest wages ever known they will be indifferent to returning to jobs in glass factories that will only run from three to four months.

Costs Still High

Costs of operating will continue on a high basis, and when the factories attempt to start up this winter we firmly believe that the troubles mentioned in this letter will be found much greater than stated. If war conditions become more serious and strained the manufacturers' difficulties will increase, so there is absolutely no risk in your purchasing now on the cost feature. If you anticipate your needs you will be that much better equipped to take care of your share of what business is going.

Plans for operating during the coming season have not been worked out, and while it has been supposed that the manufacturers will be allowed to make as much glass this coming year as they did in the past year, which was a 50 per cent. curtailment, it may be even less. Washington has suggested that it be reduced to 40 per cent. of the production of either 1916 or 1917. In any event there need be no fear of more glass being produced than is going to be required.

Chevrolet Motor Co. Plans to Dissolve

Stockholders of the Chevrolet Motor Company will meet in special session October 11 for discussion of, and action on, a plan looking to the dissolution of the Delaware Corporation and the distribution of its assets. Announcment to this effect was made Wednesday when it became known that the directors had decided to call the meeting. The assets of the company are 732,684 shares of the common stock of the General Motors Corporation, and this will be distributed among the Chevrolet shareholders if the dissolution plan is favored. According to the tentative arrangements for the dissolution the 732,684 shares of General Motors common will be distributed to owners of Chevrolet stock at a rate of 1 1-7 shares of "G.M.O." for each share of Chevrolet held.

Current Events in Photograph

THE OLD WORLD MEETS THE NEW

In the present war there have been many striking contrasts, but none more so than this scene from somewhere near the Italian front. Here in the quiet cloister the monks meet for a moment the emissaries of the outer world with an evident cordial welcome.



Allies Pooling World's Supply of Tin

United States to Receive Two-thirds of the Entire Output—Expected Canada Will Get Her Supplies From Across the Line—Many Firms Using Substitutes For Containers to Help Conserve Metal For War Purposes

UNDER an inter-allied pooling agreement reached by representatives of the United States, Great Britain, France, and Italy, at conferences held in London, each country participating in the conference will get its needed supply of pig tin. The action amounts to an international monopoly of a beneficent nature.

The plan of distribution worked out allows the United States about 80,000 tons of pig tin or two-thirds of the world's entire production annually.

Canada it is expected will get her supplies through the United States. Every effort is being made to conserve supplies for war purposes and Canadian firms are falling in line with the policy adopted by United States firms as outlined in previous issues of HARDWARE AND METAL.

Regulate Supplies

With the War Industries Board supervising the allowance to the United States all imports of pig tin, tin ores and concentrates will be consigned to the American Iron and Steel Institute which will receive, pay for and distribute the metal to the industry through the United States Steel Products Co.

The price will be regulated by the War Industries Board and will be uniform to all consumers of 10 tons of pig tin or over. There will be another uniform price for users of less than 10 tons. These prices will be maintained at a level which will encourage production in the tin mining countries—Great Britain and the Straits Settlements chiefly—and stop profiteering. Prices, rules, and regulations will be announced later. It is probable that users and dealers may be licensed.

Steady Supply Expected

The American War Industries Board believes there will be insured by these arrangements a steady supply of material at a stable and reasonable price. Since the negotiations for the pooling arrangement began in London six weeks ago the price of pig tin has fallen steadily. The quotation on September 6 last showed a net decrease of 14 cents per pound as compared with the price on July 15, 1918.

Conservation Plans

That there may be a sufficient supply of tin in the United States to meet the war needs and to supply essential civilian uses, vigorous plans for conservation of the metal are being made effective through co-operative efforts by the War Industries Board and by the American Food and Fuel Administration in the enforced substitution of other than tin for containers, wherever that is possible. Tin container manufacturers have agreed with the War Industries Board in plans that will curtail their use of tin plate 30 per cent., which means a saving in the next three months of about 150,000 tons of tin plate.

Using Substitutes

The United States Food Administration is working out a tin conservation plan with various industries, including lard and lard compound packers, wholesale grocers, cracker manufacturers, tea and coffee packers, cocoa and chocolate manufacturers, and baking-powder manufacturers. All have been urged to substitute fibre, paper, or other containers where possible.

The Fuel Administration has taken up the subject with the oil dealers and the War Industries Board is working along similar lines with the tobacco manufacturers and all industries in which tin is used in turning out the finished product.

EVENTS IN THE TRADE

Business Changes

Hamilton.—J. Lyle, grocer and hardware, has sold out to Robert G. McFerran.

Montreal.—Anchor Wire and Iron Works dissolved and William C. Heron, registered.

Hamilton.—G. I. Evans has been appointed receiver for the Hamilton Stove & Heater Co.

Toronto.—Imperial Products Co., plumbers supplies, is succeeded by the Porcelain Products Co.

STROME, Alta.—W. J. Brown, of Daysland, Alta., has sold his hardware business to A. E. Lattimer, of Edmonton, South. A. W. Berry remains in charge.

Personals

L. E. Mills, who has been with the Cochrane Hardware Limited at Copper Cliff, Ont., for the past three months has been transferred to Sudbury, where he will manage the retail store of the company.

Wiliam H. Ingersoll, formerly Canadian manager for the firm of Robt. H. Ingersoll & Co.,of New York, has been appointed national director of four-minute men of the Committee on Public Information at Washington.

J. G. Loriman, for upwards of a year manager of the Marine Specialty Branch of Brandram-Henderson, Ltd., Montreal, has severed his connection with this firm and joined the forces of the Advertising Service Co., Ltd., with headquarters at Toronto.

Obituary

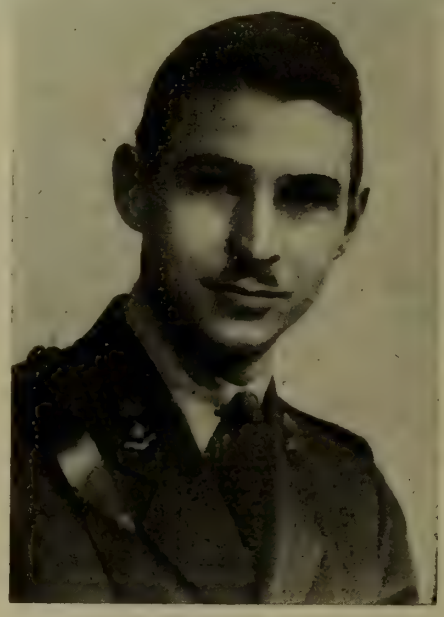
The death occurred at Portage la Prairie, Manitoba, recently of Thomas W. Prout, aged 61, formerly agent of the John Deere Plow Co., and of the International Harvester Co. He was a former resident of London, Ont.

The death occurred at St. Thomas recently of E. G. Christie, aged 68, for many years in the hardware business at Waterford, Ont. After retiring he resided for a time in Saginaw, Mich., before returning to St. Thomas.

Napanee, Ont.—The death occurred here this week of M. S. Madole, aged 68 years, who for many years had been engaged in the hardware business. Mr. Madole was prominently connected with the affairs of the Ontario Retail Hardware & Store Dealers' Association for several years, and served as president in 1912.

Thomas E. Hoar, aged 61, for 28 years in the hardware business in Toronto, died at his home recently after an illness extending over five years. He came to Toronto from Galt and started business in the Campbell Block, later moving to 2924 Dundas street. He sold out two months ago to W. F. Moon. Mr. Hoar was a native of Bowmanville. He was prominent in Masonic circles, being a Past Master of Victoria Lodge.

Associate Editor Who Is Going Overseas



Lieut. H. L. Southall, associate editor, HARDWARE AND METAL, who is going overseas, will, it is understood, be connected with a tank battalion. Lieut. Southall is the third member of HARDWARE AND METAL'S editorial staff to go overseas. Forty-one members of the MacLean Publishing Co. staff have volunteered and gone on active service.

ANNUAL HARDWARE MEETING

The annual meeting of the Canadian Wholesale Hardware Association will be held in Montreal on Thursday, October 10. Many matters of much interest will be taken up, and in view of the abnormal conditions prevailing in all markets some interesting discussions are expected.

Fires

Fire caused slight damage to the Montreal plant of the Standard Paint Co. While causing a slight delay the loss will not be serious, the management stated to HARDWARE AND METAL. The fire occurred in one of the reduction units of the plant.

Trade Notes

The McGregor-Banwell Fence Co. Ltd. and the National Spring and Wire Co. Ltd. have amalgamated and have taken out a Canadian charter in the name of the Ideal Fence and Spring Co. of Canada, Limited.

The Canadian headquarters of the firm is at Walkerville, Ont., and the Eastern Ontario and Quebec and Maritime Division is represented by the Montreal office under direction of A. G. Young. Mr. Young stated to HARDWARE AND METAL that the new company intends carrying full stocks of wire fencing, barb wire, gates and supplies at Montreal. A change is also being made in the Montreal office which is removing from 14 Place Royale to 434-435 Coristine Building.

Montreal News

Mr. Shyne of the Peterboro Lock Co. was in Montreal this week.

Frank Odell, with the Atlantic Tubing Co. and Rhode Island Rubber Co., was in Montreal this week.

W. A. C. Hamilton, secretary of the Consumer's Cordage Co., Montreal, is away on his holidays.

R. C. Misson, sales manager for the Sherwin Williams Co. of Canada, Ltd., is away on his holidays.

W. G. Harris Sr., president of the Canada Metal Company, was in Montreal on his way to Halifax last week.

A. W. Poole, manager of the paint and color departments of McArthur-Irwin Ltd., was an Ottawa visitor this week.

Stanforth and Co., Ltd., Hackenforth, England, were represented in Montreal during the week by a direct traveller from the home plant.

Campbell's Pottery Factory at St. John's, Quebec, was damaged by fire to the extent of $500. Previously this place was used as a foundry and is an old structure.

Jean Valois, hurt at a fire at the plant of the Imperial Oil Co. here last week, died from the effects of his injuries in a local hospital. The jury absolved the oil company from any blame.



Pte. Ed. Morton, of 50 Hook Ave., Toronto, formerly employed with the Flint Varnish Co. of Toronto, fell in the recent fighting. He went over with the 255th Battalion.

Pte. James Loveridge, of 143 Langford ave., Toronto, is in No. 20 General Hospital, at Camiers, France, with gunshot wounds. He was formerly in the bicyc'e business in Toronto.

Pte. Norman (Mac) Clark, aged 26, son of Dr. A. M. Clark, of Woodstock, was killed in action. Before enlisting he was in the employ of the Canadian Explosives, Ltd., at Timmins, Ont.

Pte. Harry W. Turner, aged 21, son of Joseph Turner, of Woodstock, Ont., also fell in the recent drive. Previous to enlisting in the 168th Battalion he was employed in the Canadian Linderman Company..

Pte. James Howcroft, of 117 Lisgar street, is in No. 3 Canadian General Hospital, at Boulogne, with gunshot wounds. He was formerly with the Gutta Percha Rubber Co., at Toronto. He has five brothers in the Canadian army.

Official confirmation has been received of the death in action of Sergt. George Welsh, M. M., of the hardware firm of McKene & Welsh, of Vermilion, Alberta. He was a son of Mr. and Mrs. Richard Welsh, of Hensall, Ont., and went overseas with the 151st Battalion, soon winning promotion and also the Military Medal in the fierce fighting in Flanders.

Pte. Frank S. Gerry of 165 Montrose ave., Toronto, was killed in action in the big drive. He was 27 years old and before enlisting had been working with his father, F. Gerry of the hardware firm of Gerry and Walker at Brussels, Ont. He took out a commission in London, but reverted, being unable to secure an appointment immediately. He was for some time gas instructor at Shorncliffe, England, and then reverted in rank again to serve in the C. M. R. ranks in France.

Lieut. Newton Gurney, of 60 Arkledun avenue, Hamilton, died of wounds received in the recent drive. He was formerly with the wholesale and retail hardware firm of Wood Vallance & Co., at Hamilton, but when he enlisted was in the employ of the Marshall Wells Alberta Co., hardware, at Edmonton. He was the only son of the late Charles Gurney, and went overseas in May, 1916, with the 92nd Battalion. After taking a course at the Canadian military school, Shorncliffe, in June of that year, he left for France about the beginning of July, being attached to the 4th Battalion. He fought in the Ypres salient and later on the Somme, being wounded at the battle of Courcelette. He later rejoined his unit and went through the battle of Vimy Ridge, after which he went down with fever, and was given leave to Canada, returning one year ago last May on three months' leave. When his leave expired he returned overseas and joined the R.A.F. for a short time, reverting to return to the 4th Battalion as a lieutenant.

Robert Hobson Goes On New C.N.R. Board



Among the new directors named on Wednesday to take over the management of the Canadian Northern Railway is Robert Hobson of Hamilton, of the Steel Company of Canada. He has a long experience in railway work and has been very closely associated with the development of the iron and steel industry of Ontario. He has had an extensive business experience also and in 1908 was president of the Canadian Manufacturers' Association. Mr. Hobson is a member of the American Institute of Mining Engineers.

Dominion Steel Co. to Enlarge Plant

Extensive plans are under way for the enlargement of the plant of the Dominion Steel Corporation, and the cost of these, the president declares, will run about $15,000,000. Mr. Workman was seen by HARDWARE AND METAL just before he returned to Sydney, where he will remain for about a month. Although several years will be occupied in completing these extensions, some of the benefit will be derived by the company as early as January next. These plans include the plate mill, coke ovens, and absorption plants for the manufacture by-products from coal gas such as benzol, toluol, and sulphate of ammonia, and in addition extensions to the Wabana iron ore mines.

The construction of the new plate mill that has been guaranteed orders from the Government for five years is well under way, and it will be in a position to furnish plates for Canadian shipbuilding before the end of 1919. The cost will be in the neighborhood of $5,000,000, and the building will be a quarter of a mile long. The concrete foundation is now being constructed, and involved the removal o fa hill of 150,000 cubic yards in the course of the excavation.

One of the newer products of the company is benzol, the output of which now runs about 50,000 gallons a month. This is now used extensively as motor fuel in Nova Scotia, and it is claimed that it gives 33 per cent. more mileage than gasoline. Sulphate of ammonia is also produced at Sydney as a fertilizer.

AUTOMOTIVE SHOW TO BE HELD AT MONTREAL

It is now certain that there will be an Automotive Show in Montreal early the coming winter. The matter has been under discussion for many weeks and there was considerable diversity of opinion as to what should be done in these war days. Many concede the advantage of such an exhibition and the underlying idea will be the various tractors and mechanical devices so much in demand now on the farm. It will also be arranged to have a good showing of cars and trucks as heretofore.

WANT GASOLINE CARDS

The Montreal Automobile Association has petitioned Ottawa, asking for the immediate issuance of gasoline cards and the withdrawal of the ban on Sunday driving. Their contention is taken, obviously, because of the hardship worked on many a small owner who drives his car little, if any, during the week. They urge the advantage of having the card system in use here and their members are requested to observe the wishes of the Fuel Controller and use cars as little as possible on Sunday, and not at all for passenger driving on this day.

CATALOGUES

Catalogue No. 27, issued by the Vokes Hardware Co., 40 Queen St. East, Toronto, lists a complete line of automobile supplies of all kinds. It is well illustrated.

An interesting booklet entitled "How Many Birds Get Through Your Shot Pattern?" has just recently been issued by the Winchester Repeating Arms Co., New Haven, Conn.

A new washboard catalogue is being distributed in the Montreal territory by Richardson and Bureau, 55 St. Francis Xavier street, representatives for the Canadian Woodenware line of St. Thomas, Ontario. The catalogue is printed in four colors.

EDITORIAL COMMENT

IMPORTANT CHANGES

INDICATIONS are that the line which separates the "essential" from the "non-essential" is being slowly but surely drawn ever more tightly by the unseen hand of War Necessity. Many Canadian firms have been watching with much interest the course taken by the American War Board as this is a pretty good general indication not only of what goods they may expect to be able to import from across the line, but also of what the Canadian War Board may be expected to follow. The next few weeks may see some very important changes made.

THE STEEL OUTLOOK

THE next few days will be important ones for all firms and industries interested in or dependent upon steel supplies or pig iron. Conferences which are now in progress in the United States and Canada will form the basis for revised prices and for the allocation of supplies. A general tightening up in regard to all non-essentials is likely. Many firms because they will not be able to get supplies may have to temporarily discontinue some of the lines they are manufacturing. Indications are that Canadians will be made more than ever aware that there is a world war on by not being able to secure goods which they have been able to purchase. Before the end of the year the effects of the meetings of the coming week and of this week also will probably be very apparent.

BUILDING FOR THE FUTURE

AFTER the war is won, and the end, according to Lloyd George, now appears to be in sight, Canada will be confronted with a reconstruction period. The transition from a war basis to a peace footing will bring problems that will call for the most skilful efforts of the Dominion's best executive heads. Industrial Canada will have big questions to settle not only at home but in the call that is coming for materials to repair the war ravages overseas. Canada has her obligations to the Motherland and to the Allies and will have future obligations that will come with expanding export trade. Now is the time to build for the future and many firms are already giving these questions the most careful consideration. In much the same way the war has brought its own problems for the retailers and the time to prepare for the problems of the readjustment period is now, and then when normal business relations once more exist they will not strain the wise merchant's resources.

AGAINST COOLIE LABOR

IN spite of the difficulties that are being experienced in maintaining production owing to shortage of help public opinion in general will unquestionably be behind organized labor which through its representatives to the Dominion Trades Congress in Quebec this week agreed to use every means at its disposal to prevent the importation of Asiatic labor into Canada. The question is one on which a stand has to be taken sooner or later and there is no mistaking the views of the delegates to the Trades Congress. At the present time there are thousands of Orientals employed in various capacities in mining and other industries in Canada.

SAVING GASOLINE

PUBLIC opinion, backed up by the firm stand taken by the leading oil companies, has resulted in Sunday joy riding being practically eliminated all over Canada. The result is the saving of large quantities of gasoline which is being used as the nucleus of a reserve that will make a serious shortage impossible. There has been a big demand from the West for gasoline where harvesting operations are in progress and it is estimated that at least 100,000 barrels more than the usual demand will be required this month. Owing to war needs the city of Halifax is using fifty per cent. more gasoline than is usually required. The aviation training centres are also big users and with all these demands to meet in addition to their regular business the producers need the co-operation of everyone in conserving the supplies so that all essential needs may be filled.

THE sale of War Savings stamps in the United States is now nearing the $850,000,000 mark, and the treasury department reports that the revenue is not only coming in decidedly handy in helping to finance the huge war expenditures but is steadily increasing. Canada is to have Victory stamps SOME TIME. Some of the authorities at Ottawa seem to work on the plan that it never pays to do to-day anything that can possibly be put off until to-morrow.



Toronto



How Toronto is Maintaining a Premier Place in the Commercial World

AS a business centre Toronto is very much "on the map." Because of its ideal location, its splendid facilities for railway and water transportation, its position as the distributing point for the richest districts in Ontario and the gateway through which everything must pass on its way to the huge north-western provinces, Toronto now occupies a leading place in Canada as a manufacturing, financial and shipping centre. Toronto's development has not been in the nature of a boom. The city has grown somewhat rapidly, it is true, but the growth has been most substantial. It has been a steady development and there has been no slipping back. Every year has shown a most gratifying increase in the industrial output, in the new factories added, in the bank clearings, and in population until now it may be truly said that Toronto is taking a proud place among the great commercial centres of the world.

Spirit of Toronto

Toronto has grown and prospered because in addition to the splendid natural advantages the city enjoys it has had energetic men who have adopted an aggressive policy. They did things and the city's splendid status is the reward of their efforts. Better still, they are continuing to do things and it is this progressive and aggressive spirit that will make the Toronto of the future a greater city than ever. In spite of war conditions huge projects have been carried on which make for the city's development. Some of these are government projects, others are civic works and others have been extensions planned and carried out by great manufacturing plants. There will be no prouder chapter in Toronto's industrial history than that which will tell of the city's share in Canada's war output. The manufacturers excelled themselves and have handled business that runs into many millions of dollars and supplied materials of all kinds to the Allies which have helped in holding the line and saving the world from the horror of Prussian militarism.

An Ideal Location

Few cities are as admirably situated for manufacturing and distributing as Toronto. Because it is the centre from which all the great railways radiate and through which three transcontinental lines run, and because of its importance as a lake shipping point, manufacturers are not only assured of easy means of getting in all supplies but get them at minimum freight rates, owing to the competition. That this is a most important factor and one that is fully appreciated by business men is shown by the fact that there are now more than 2,000 industries in Toronto. American manufacturers desirous of establishing branch plants in the Dominion have been quick to recognize the advantages Toronto offers and more than 100 of them now have factories here. Because the city is now the second largest city in Canada and holds the premier position as the Dominion's wholesale jobbing centre, buyers from all parts of the country come in thousands. From the manufacturers' standpoint there is in addition to this large trade a steady and substantial home market without any transportation charges to reach it. This is a big feature in itself and one that automatically is responsible for a great deal of trade development.

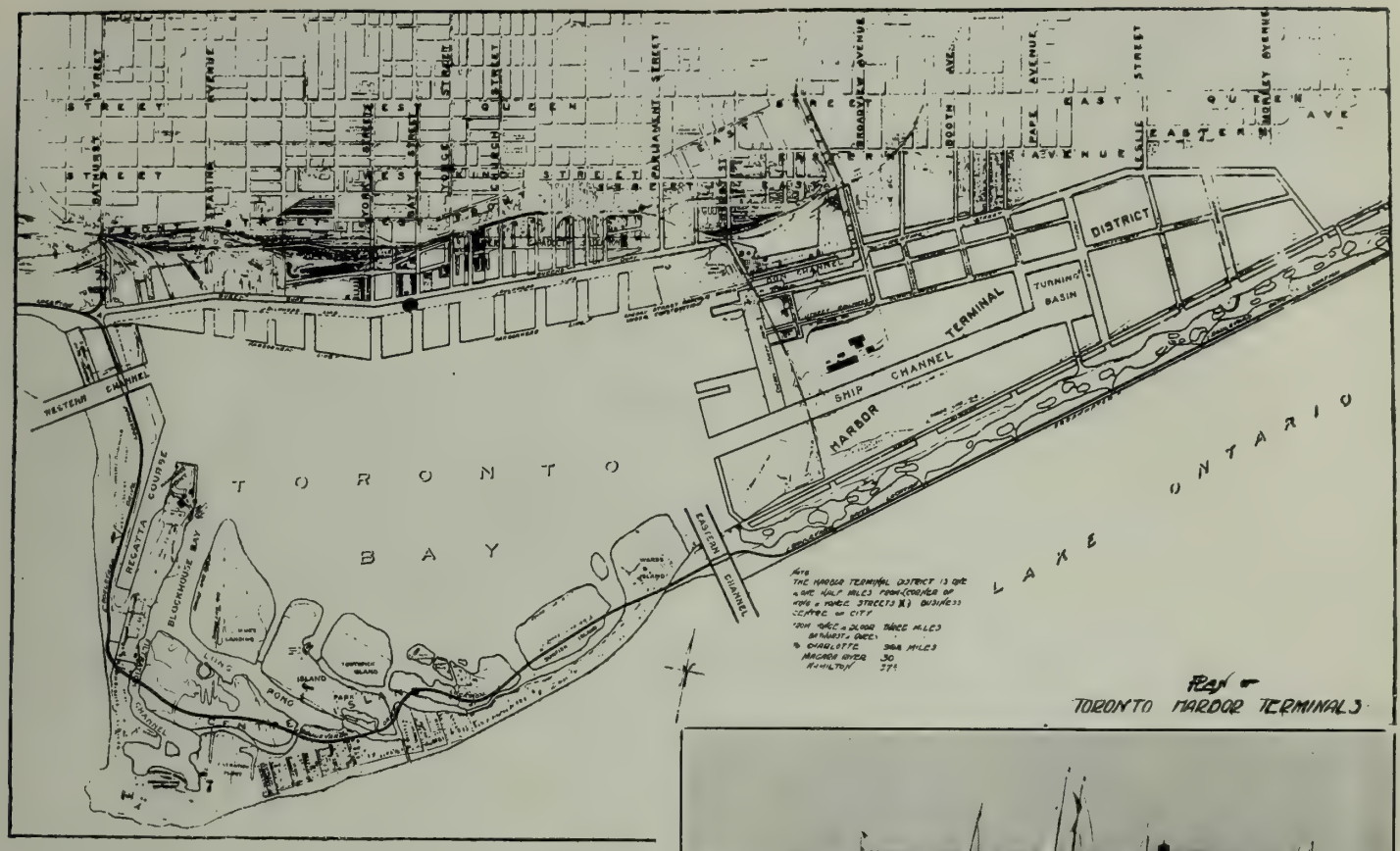
Power Is Cheap

There is another big factor in Toronto's steadily growing trade. Electrical power can be obtained at a cheaper rate than in any other city in the world of the same size. Manufacturers also have the choice of securing this from companies either publicly owned or in control of private corporations. All the power comes from Niagara Falls and the secret of the low rates is in the competition.

Improvements which are being made by the city of Toronto for the development and improvement of its harbor will result in the city having one of the most modern harbors in the world and unquestionably the finest on the Great Lakes. Notwithstanding war conditions the Toronto Harbor Commissioners have not stopped their work. Instead they concentrated their efforts entirely on the completion of what is known as the Harbor Terminal District, which will provide sites for industries seeking new locations in Toronto. The cost of the work being done by the Commissioners is approximately $19,000,000 and this is being borne jointly by the city of Toronto, the Dominion Government and the Toronto Harbor Commissioners.

Will Boost Business

The central section of the plan is devoted entirely to dockage and commercial activities. To business men and to manufacturers especially this portion of the development is of the greatest interest and value as through it the building up of Toronto as one of Canada's greatest inland ports will be made possible. Toronto harbor is being deepened and modernized to such an extent that the largest vessels on the Great Lakes can be accommodated. The harbor will have a depth of from 24 to 30 feet with the latest system of public and private dockage, extending a





The reclaiming progect now being carried out by the Toronto Harbor Commissioners as shown above is one of the most extensive ever undertaken in Canada.

distance of two and a quarter miles. A water front street, to be known as "Queen's Quay" and having a width of 86 feet, is being constructed. South of this street there will be an area available for storage warehouses and manufacturing purposes. This will have a depth of 140 feet and will have direct connection with the Canadian Pacific, Grand Trunk and Canadian Northern Railways and will be entirely free of interswitching charges. This unusual service will be obtainable because the Toronto Harbor Commissioners have already made arrangements with the three railways for the switching to be done by the Harbor Board. Service will also be received from the radial railways which will enter the city along the waterfront on elevated tracks.

The New Docks

Fronting on all of the above will be the new series of docks on which work is now in progress. All slips are being constructed 200 feet in width. The plans call for 26,000 feet of dockage walls. Already a fifteen-acre site which has been reclaimed has been leased to the Dominion Shipbuilding Co., which has practically completed a plant for the building of steel ships.

Each new dock is being provided with railway siding accommodation so that freight may be transferred from cars to boats or vice versa with the least possible amount of handling.

The impetus which all these modern improvements will give to shipping is inestimable.

For Factory Sites

Rapid progress is being made in the eastern section which provides for the reclamation of Ashbridge's Bay. This area will provide after all allowances made for streets, tracks, etc., more than 700 acres for factory sites. It is the intention to construct a further series of industrial docks here. One of these has already been completed and has been leased to the Canada Steamship Lines Ltd. as a coal terminal. It is the intention of the Commissioners to eventually own and control all railway tracks, so that maximum service may be offered to manufacturers and no interswitching charges made. Already located in this new area are the plant of the British Forgings, Ltd., the largest exclusive electrical steel plant on the continent; the Toronto Shipbuilding Co., the Bond Engineering Works, Lindsay Factories Ltd., a woodworking plant, Baines and Peckover, wholesale iron and steel dealers; E. Harris & Co., the British American Oil Co., Toronto Iron Works, Toronto Coal and Dock Co., the Imperial Oil Co., the Don Foundry and MacIver Bros.' meat packing plant.

Reasonable Terms

The Commissioners are in a position to either lease or sell sites on very reasonable terms. Properties are being leased on an annual rental of five per cent. on the cost of development only and range in price from those having private dockage facilities of $1 per square foot to the inland sites of fifty cents per square foot. With the facilities being provided and owing to its proximity to the business centre of the city, the Commissioners are firmly convinced that in this new district Toronto will be in a position to offer to manufacturers a home for factories unsurpassed anywhere on the continent.

TORONTO—the buying centre of Canada

1855-1918
Established in Toronto 63 Years

INGOT and SHEET METALS
ALL GRADES

M. & L. Samuel, Benjamin & Co.
Cor. King St. & Spadina Ave.
Toronto

If interested, tear out this page and place with letters to be answered.

TORONTO—the buying centre of Canada



O. P. W.

PAINTS
AND
VARNISHES

FOR EVERY PURPOSE

To the Canadian Hardware Merchants:

Having learned from experience that Toronto was recognized as a buying and distributing centre, we opened a branch there January 1st, 1915. After nearly 4 years we find that our business has grown beyond expectations; certainly there is a reason.

QUALITY AND SERVICE,
Let us assist you.

Manufactured only by

OTTAWA PAINT WORKS

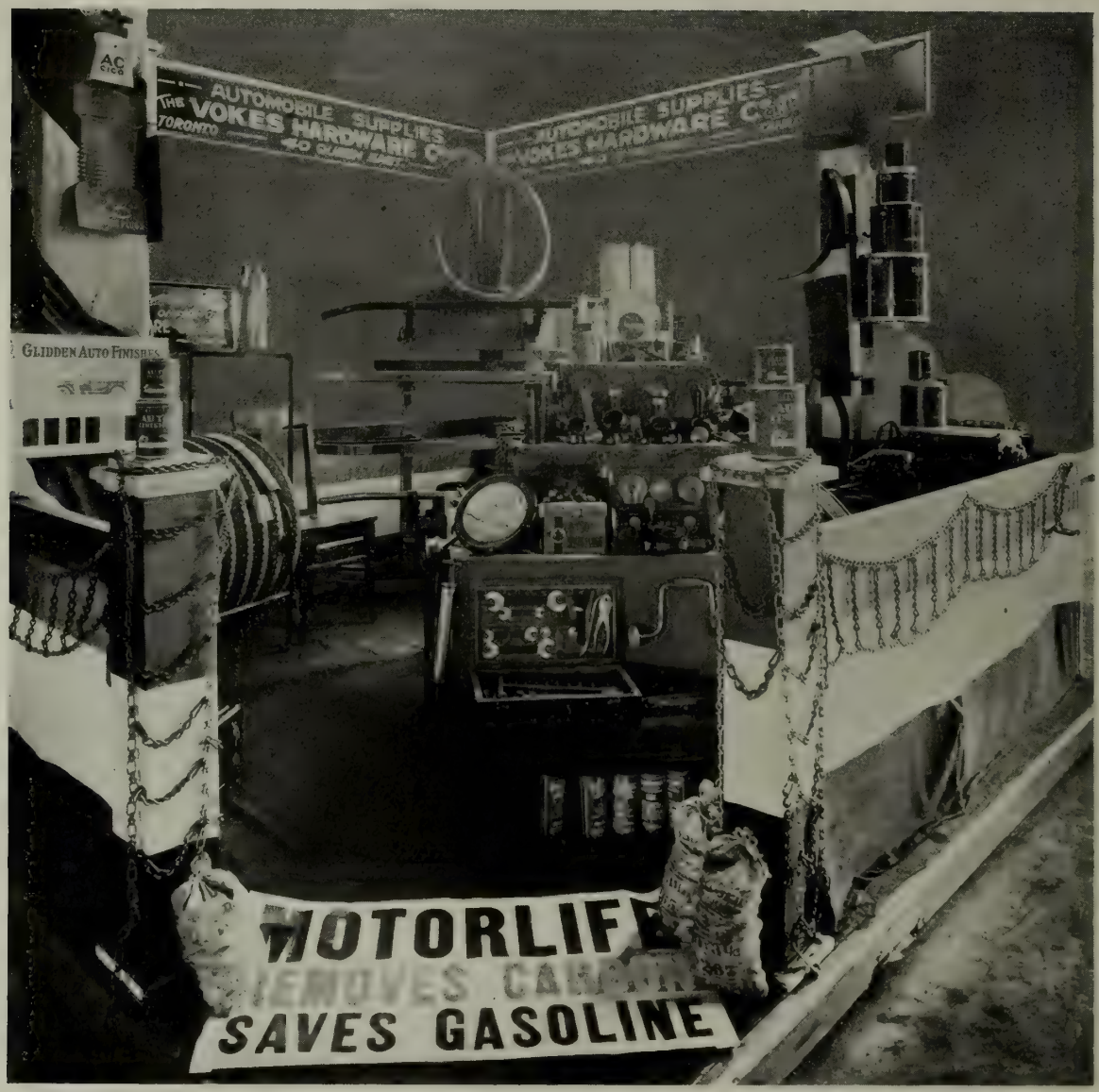
MANUFACTURERS OTTAWA LIMITED

TORONTO CANADA VANCOUVER

Toronto Branch: 153 Duchess Street

If interested, tear out this page and place with letters to be answered.

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Motorists from Everywhere Viewed the Vokes Auto Accessories Exhibit at the Canadian National

Nor did they stop with looking it over, but plied the salesmen in charge with a thousand and one questions about the various lines on display—sometimes the chief topic was "Motorlife"—the famous carbon remover and gas saver; again it was "Locktite"—the only patching material which vulcanizes a twelve-inch blow-out without heat.

Dixon's graphite greases, which were demonstrated in actual use on gears, came in for a great deal of interest.

Trusty Tread Tires distributors for Ontario, and Concrete Bumpers, for which the Vokes Hardware Co. are the Toronto agents, got much attention, inasmuch as they were new to most people and had many good features to recommend them.

Besides the above, such lines as the following were displayed:

ZENITH CARBURETORS
GARGOYLE MOTOR OIL
DIXON'S GRAPHITE GREASE
ESTA WATER AUXILIATORS
NEVILLE "MORE ROOM" STEERING WHEELS
JOHNSTON SPECIALTIES
ADELITE SPECIALTIES
VO-HA-CO SPECIALTIES
GLIDDEN'S AUTO PAINTS
K. & S. TRUSTY TREAD TIRES
VOKES GUARANTEED TUBES
LOCK TITE TIRE PATCH
BLOW-OUT PATCHES
RELINERS AND CEMENTLESS PATCHES
FLASHLIGHTS AND FLASHLIGHTS REFILLS
CLASCO MOTOR LAMPS
OSGOOD LENSES
SWITCHES AND FUSES
M-P IGNITION CABLE
LYON BUMPERS
CONCRETE BUMPERS
COLUMBIA AND HOT SHOT BATTERIES
WOODWORTH SPRING COVERS
BLACO AUTOMOBILE IGNITION LOCK
AUTO COP FORD LOCK
SIMPLEX STARTERS
TEMCO SHOCK ABSORBERS
H. & D. SHOCK ABSORBERS
J.-M. FIRE EXTINGUISHERS
A.L.A.M. CAPS, SCREWS AND NUTS
BOYCE MOTOR METERS
JANE JACKS
CRACKER JACKS
TALLMAN HAND PUMPS
CRANE ENGINE-DRIVEN PUMPS
ADAMSON VULCANIZERS AND SUPPLIES
PRESTO VULCANIZERS AND SUPPLIES
ATWOOD GREASE CABINETS
RAYBESTOS BRAKE LINING
A. C. TITAN & CICO PLUGS

The new "VO-HA-CO" Catalog is now ready for delivery. If you have not received your copy, drop a card to-day to The Vokes Hardware Co., Limited, 40 Queen St. East, Toronto.

TORONTO—the buying centre of Canada



BOECKH TRADE MARK ESTD 1856 TORONTO

Performance and Durability Are Inseparable In Boeckh Brushes!

BOECKH TRADE MARK ESTD 1856 TORONTO

A record of more than 60 years as manufacturers of high-class brushes has made the name Boeckh famous for quality, performance and durability wherever brushes are sold.

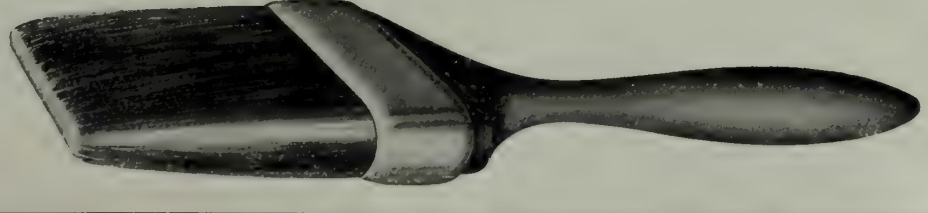
By suggesting a new brush with every sale of Paint—by suggesting a new brush with every sale of liquid or material that requires the use of a brush, you are helping build your own business and reputation upon a rock.

Boeckh Brushes are "Steel Grip Rubber Set"—**they're built to serve and last**—to give absolute satisfaction and hold your customers' trade.

Build your business upon a rock—sell Boeckh's.

The Boeckh Company, Ltd.

TORONTO, ONTARIO



If interested, tear out this page and place with letters to be answered.

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Dealers—Send in your order now for "Kasement" Doors. If you have not received our 1919 prices write us at once.

Did you see the Canadian-made "Kasement" Doors at Toronto Ex?

One of the most interesting exhibits seen at Toronto Exhibition this year was that of the Kasement Skrene Dore Co.

The exhibit was attractively arranged with sample doors hung on both brick front and frame doorways, and a full line of stock doors of various finishes were effectively shown on the new display pillars recently designed by the company.

A "Kasement" door without wire was used for demonstrating the strength of the mortise and tenon construction; one of the company's representatives, weighing two hundred and ten pounds, swung on this door every few minutes, and neither the door nor hinges showed any signs of distress. This unusual test proved beyond doubt that "Kasement" doors will not sag or pull apart at the joints.

The ease with which "Kasement" doors are put up and taken down was continually demonstrated, and called forth very favorable comment from the large audiences which were continually attracted to the exhibit.

Another feature which proved of great interest was the new extension bottom, designed by the company to be attached to their regular stock sizes, where extra long doors are required.

There is no doubt that the thousands who saw "Kasement" doors demonstrated will be ready purchasers, and the door is destined to become one of the best sellers in the hardware trade.

KASEMENT SCRENE DORE CO.

183 Church St., Toronto

Western Representative: Mr. Geo. Wright, 608 Merchants Bank Building, Winnipeg



Hoyt Quality Solders in Bar and Wire

The large plant and enormous business of the Hoyt Company have been built through the sheer merit of their metal products.

We are makers of the best Babbitt obtainable anywhere, also

Bar and Wire Solder,
Sheet Lead,
Came Lead,

and specialties of all kinds.

If you're ever asked for a lead specialty — something out of the ordinary in mixed metals, write at once to

HOYT METAL COMPANY

TORONTO, CANADA

London, Eng. **St. Louis. Mo.**
New York, N.Y.

TORONTO—the buying centre of Canada

"The Master Tire"

"First"

HAVING founded the tire industry in Canada; in other words, having made the first Canadian Quick-Detachable tire twenty-four years ago, it seems but suitable that we should be making the first tire today:—first in breadth of acceptance, first in uniformity of service, and first in rockbottom value—*Dunlop Traction Tread.*

Summed up, the facts concerning "Traction's" record are just these:—

We have been under rather than over in our claims, and "Traction" has been over rather than under in its service.

Two other excellent Dunlop Tires are "Special" and "Plain."

Dunlop Tire & Rubber Goods Co.
LIMITED
Head Office and Factories: TORONTO
Branches in the Leading Cities



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No. 7510—12".

We Are

in a position to know that whenever you buy without first obtaining our prices you risk

Giving Away

dollars which should stay in your pocket, for OUR PRODUCTS are of the RIGHT QUALITY, at the RIGHT PRICES, and we can make deliveries to suit of

Electric Fixtures Parts, Fittings and Accessories

AT

Our new and up-to-date Show Rooms and City Sales OFFICE,

80 King Street West

We extend a cordial invitation to THE HARDWARE TRADE to visit us when in

TORONTO

W. H. Banfield & Sons, Ltd.

Largest Manufacturers and Jobbers of Electric Fixtures, Parts, Fittings and Accessories, IN CANADA.

City SALES OFICE, 80 KING ST. W.
Ade. 104.

General Office and Factories
370-386 Pape Ave., TORONTO, CAN.



No. 7508—12".



No. 7512—Oval.



No. 7500—10". No. 7502—12".

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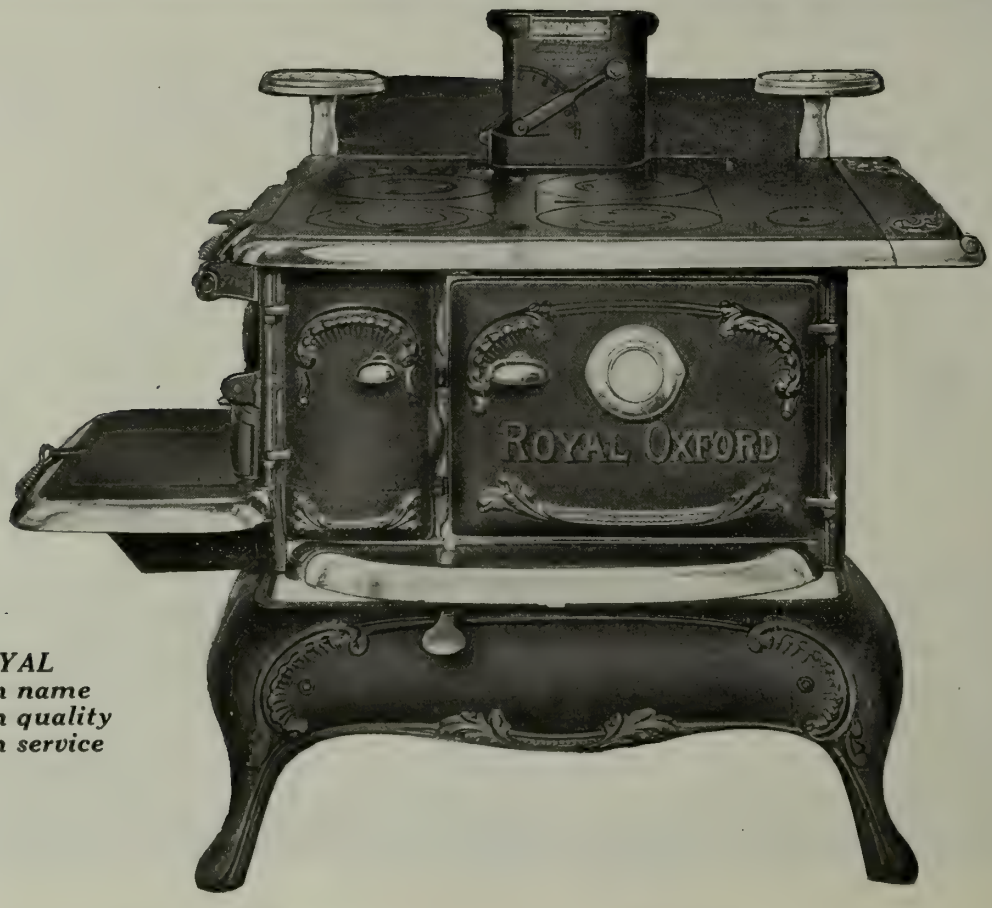


Moore's Paint Window at Exhibition

THE Benjamin Moore window display at the Canadian National Exhibition was a decided drawing card. It displayed a complete range of the firm's products in a true-to-life hardware window, located in a section of the Industrial Building which was frequented by hundreds of thousands of Canada's homemakers. The exhibit was most attractively arranged with display cards and advertising matter which worked into the general scheme of decoration in a way that caused much favorable comment. This Benjamin Moore window suggestion offered practical ideas not only to the good housewife for her future painting needs but also to the hardware clerk who was on the lookout for striking practical effects.

No better paints, varnishes or enamels are made than those manufactured by the Benjamin Moore Co. of Toronto. Moore's house colors, pure linseed oil paints, produce most delightful results, and are made for both exterior and interior work. They are all ready for immediate use, and are guaranteed to give satisfaction. Many beautiful effects are to be obtained by using the wide range of colors which the Benjamin Moore Co. manufactures. This firm also makes "Muresco" for wall and ceiling decoration. There is a quiet richness, elegance and restfulness about the Muresco tints that make an irresistible appeal to all lovers of clean, cheerful rooms. The variety of tints that "Muresco" comes in makes it an invaluable aid in all wall and ceiling decorating, and it is easily applied. "Tile-like" varnish made by the Benjamin Moore Co. in all colors, is another line that has unlimited practical uses in the home. It will restore weather-beaten lawn or porch furniture, renew chairs, linoleums or refrigerators, and can be used in scores of ways about the home for touching-up work. "Tile-like" dries hard and is elastic and durable, and the results, wherever it is used, are invariably satisfactory. It is a big seller, and purchasers always come back for more. The Benjamin Moore Co. has a most attractive line of advertising matter, color cards, etc., which are available for dealers handling its goods.

TORONTO—the buying centre of Canada



ROYAL
in name
in quality
in service

A great Toronto friend-maker

No product Toronto ever turned out has made more and better friends for the Trade than the Royal Oxford.

Toronto's industrial history takes in practically every line of quality goods that are manufactured. Since 1845, the foundation date of the House of Gurney, millions of articles have been sent out from the Queen City to make friends of the owners for the City of Toronto, but certainly none have better in this respect than Gurney-Oxford Stoves and Ranges. Our engineering practice and foundry methods have always been abreast of or in advance of the day: meaning friends amongst the public. Our sales and advertising methods have been bright, energetic and persistent, but always built on the bed-rock of Sincerity and Service: meaning friends for us amongst the Trade.

The Gurney-Oxford Dealer has a sales-making, friend-making franchise that has made good since 1845.

"Largest makers of stoves, ranges and heating apparatus under the British Flag."

The Gurney Foundry Co., LIMITED

GURNEY-OXFORD

Head Office and Foundries, TORONTO, ONT.

ALSO AT MONTREAL WINNIPEG CALGARY VANCOUVER

If interested, tear out this page and place with letters to be answered.

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CANADIAN GENERAL ELECTRIC CO.
LIMITED

Capital paid up **$10,000,000.00**
Surplus **4,466,293.00**

AUTOMOBILE SUPPLIES AND ACCESSORIES

INCLUDING

COIL UNITS
KLAXON HORNS
K. W. IGNITION
HOLOPHANE LENS
HEADLIGHT DIMMERS
EVERGOOD BUMPERS
DEFENDER AUTO LOCK SWITCH
WEED CHAINS
SHALER VULCANIZERS
KOPPER KING SPARK PLUGS
MAGNETOS
GOLIATH SPARK PLUGS
SEARCHLIGHTS
MAZDA AUTO LAMPS
SHOCK ABSORBERS
CHAMPION SPARK PLUGS
EXIDE STORAGE BATTERIES
COLUMBIA DRY BATTERIES
ATWATER-KENT IGNITION
CLASSCO AUTO LAMPS
TUNGAR RECTIFIERS

GENEMOTOR (Starting and Lighting for Fords)

CANADIAN GENERAL ELECTRIC CO.
LIMITED

Head Office: TORONTO
Branch Offices: Montreal, Quebec, Halifax, Sydney, Ottawa, London, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson and Vancouver.

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Joseph Taylor & Son

MANUFACTURERS AGENTS AND BROKERS

Selling Standard Brands

WINDOW GLASS

Carloads Only

Polished Plate Glass for all purposes.

Prism Glass

Ribbed, Rough, Figured and Polished Wire Glass

Convex Ovals, Convex Circles Chipped, Enamelled and Colored Sheet Glass

We sell the products of the best factories.

Prompt attention given to enquiries.

ROOM 302 WEBSTER BUILDING

53 Yonge Street, - Toronto, Ontario

If interested, tear out this page and place with letters to be answered.

TORONTO—the buying centre of Canada



TUNGSTEN AND NITRO LAMPS

-----are backed by our guarantee-----

When you're buying lamps for your own use or for retailing be sure to select a lamp that is fully guaranteed in every detail. We have just received a large and complete shipment of *Tungsten and Nitrogen Lamps* and can offer our patrons prompt delivery. We stand back of every Vivid lamp with a money-back guarantee. Anticipate your fall and winter needs now and place your order. *Price list and trade discount mailed on request.*

Write for prices on VIVID Tungsten or Nitro Lamps

THE VIVID ELECTRIC LAMP COMPANY

Sole Distributors VIVID Tungsten and Nitro Lamps

53 Yonge Street **Phone Ad. 5487** **TORONTO**

If interested, tear out this page and place with letters to be answered.

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Carhartt Gloves

All Hardwaremen Should Stock

CARHARTT'S GLOVES

The hardware dealer is the logical distributor of wash gloves. He meets the farmer, the laborer, the driver, the trainman in his store and is in a position to sell Carhartt gloves with their many exclusive features, their superior workmanship and materials.

There's a good margin in selling Carhartt gloves.

Display a range of these gloves in your store and show window.

Carhartt samples mailed on request. Mention in writing the class of trade you have.

Hamilton Carhartt Cotton Mills Co.
Limited
TORONTO, UNIT.

Hamilton Carhartt Cotton Mills Co

TORONTO—the buying centre of Canada



AutoStrop Safety Razor Co. Limited

CANADIAN MANUFACTURERS OF THE AUTOSTROP SAFETY RAZOR

NEW YORK USA — LONDON ENGLAND

83-85-87 DUKE STREET
TORONTO

September 19, 1918.

To The Trade:

A friend dealer recently expressed surprise when he learned that the AutoStrop Razor is wholly manufactured in Canada. Although our advertising carries the "Made in Canada" slogan, there must be other dealers who are not fully informed on our operations, and we take this opportunity of imparting to you some "inside information."

The AutoStrop organization in Toronto, now numbers over two hundred employees. Our production of Razors for the first eight months of this year, exceeds the entire 1917 production by a hundred and ten thousand, and we are now providing to double the present output. To enable these accomplishments, some of our departments are operated day and night.

While our efforts are mainly for Canadian requirements, we have been called upon for assistance by our foreign branches, who cannot fully supply the demand for AutoStrop Razors, the bulk of which is for the Allied Armies.

Wherever Safety Razors for Army equipment have been adopted, the AutoStrop received first consideration, and the entire available supply was requisitioned by the respective Ordnance Departments.

This world-wide tribute to the AutoStrop is entirely due to its exclusive self-stropping qualities, which make it the most adaptable Razor for our and the Allied Armies.

While the AutoStrop is the best selling Razor in your stock, you are often called upon for advice by your customers as to the comparative merits of the Razors you sell. This is especially true when women buy Razors intended for overseas gifts, and in such instances you should remember that the AutoStrop is the most adaptable because of its freedom from blade renewals. A man on active service cannot purchase blades in the corner store, as is possible at home. With the AutoStrop Razor he is assured of satisfactory shaving results, because it is the only Razor that sharpens its own blades automatically, and is therefore always ready for use.

Yours very truly,

AUTOSTROP SAFETY RAZOR CO. LIMITED

S. C. Stapleman

Manager.

SCS:MT.

TORONTO—the buying centre of Canada



FINISHES FOR EVERY POSSIBLE PURPOSE

(Indoors and Out)

NO exhibit at Toronto Fair attracted more attention or more favorable comment than that of the Glidden Varnish Co., Limited, Toronto, in the Industrial Building. All day long the big display of Glidden products, Jap-a-Lac, Green Label Varnish, and flat wall finishes was a center which held interested crowds. The Glidden display was not only striking but interesting and profitable, especially to all home-makers and all automobile owners. The crowds watched with the closest attention the artistic effects so easily obtained by the demonstrator of Jap-a-Lac. It was apparent from the comments of the men and women gathered around the demonstrator that Jap-a-Lac suggested immediately to them a dozen practical uses to which it could be put in their own homes in touching up worn or discolored surfaces, fixing up floors, furniture and woodwork of all kinds. The lasting and delightful results to be obtained by its use made an instant and broad appeal, while the ease with which the work was done and the small cost for the material made it a doubly attractive proposition.

A feature of the Glidden exhibits which instantly caught and held every automobile owner who came by was the wornout body of an old Ford car. One half of it had been given a single coat of Glidden Endurance Auto Finish. The result was truly remarkable. That section which had received the Glidden finish shimmered with all the lustre and richness of a brand new car, in striking contrast to the dull, untouched surface which had not been coated. The fact that they could, in a few minutes, with no trouble at all, and at a cost of only $1.70 per quart, make their auto look as though it had just come out new from the factory, struck every auto owner forcibly, and when they realized that the Glidden firm manufactures Glidden Endurance Auto Finishes in nine different colors, the possibilities that exist were impressed. Handsome panels showing the really beautiful effects that may be obtained for carriage and similar work were shown in the Glidden booth also. The booth itself was finished most artistically with Glidden flat wall tints. They harmonized most effectively, and demonstrated to home-makers just what can be done with these goods. The exhibit was in charge of Messrs. D. B. Blackwell and J. Noble, who received many compliments upon its excellence.

TORONTO—the buying centre of Canada

For Every Finishing Problem, Glidden has the Right Material

For Skyscraper or for cottage, for the largest job or the smallest, Glidden Finishing Materials assure guaranteed results.

The practical painter for the big jobs, and the home-owner for the small jobs, are united in their enthusiastic approval of Glidden Products.

Green Label Varnishes, Jap-a-lac, Flat Wall Finishes, Endurance Auto Finishes and the complete Glidden line carry this uniform quality.

Made by paint and varnish makers of fifty years' experience, and with the most modern equipment and methods, this supremacy of Glidden Finishes is your safeguard in buying varnishes, paints and enamels.

Glidden eliminates chance in finishing materials by conforming in every product to the most rigid standards.

Carefully selected raw materials, scientifically manufactured, give assured results.

There is a Glidden Finish for every purpose—and each is *the* finish for its particular use.

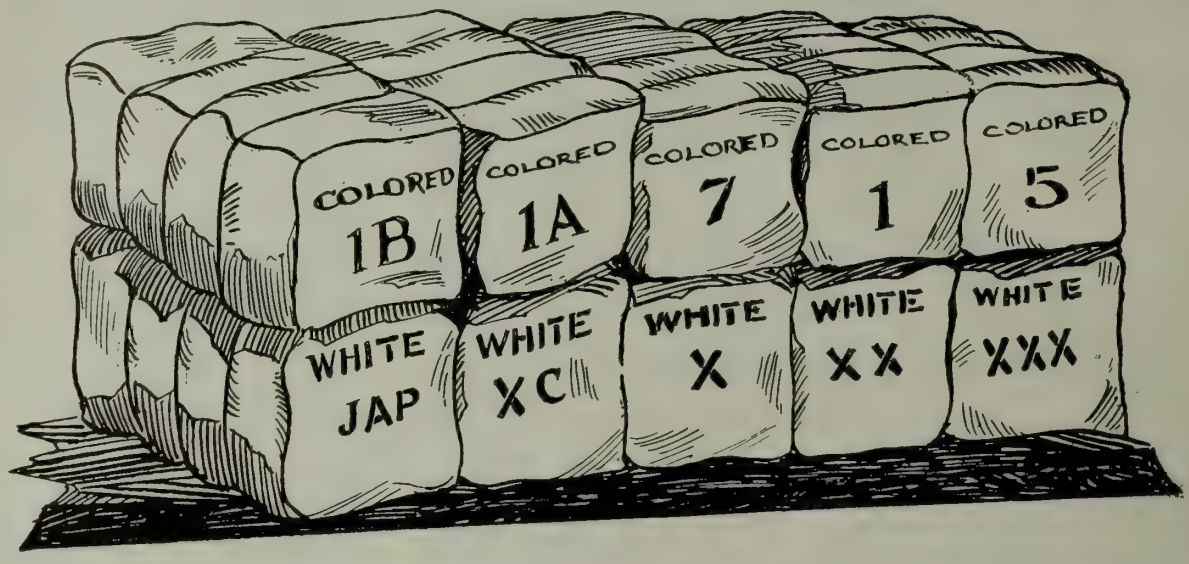
THE GLIDDEN VARNISH COMPANY LTD.
Toronto



Varnishes - Enamels - Paints - Stains

If interested, tear out this page and place with letters to be answered.

TORONTO—the buying centre of Canada



Ten Grades of Cotton Waste

10% Lower in Price Than Other Makes of the Same Quality

The Acme line of cotton waste consists of five grades in both colored and white, on which prices are quoted each week in Hardware and Metal's market quotations. We sell to the largest consumers and jobbers in Canada in competition with any other make of the same quality on the market. Acme waste prices are always lowest. Get in touch with us. Order Acme wastes through your jobber.

Sold by Following Jobbers

S. Norman Sancton - - - - - - St. John, N.B.
B. Tipp - - - - - - - - - - Calgary, Alta.
P. A. C. McIntyre & Co. - - - Winnipeg, Man.

ACME WASTE MANUFACTURING CO., LIMITED

482 WELLINGTON ST. W., TORONTO

5 Queen St., Montreal **1206 McArthur Bldg., Winnipeg**

If interested, tear out this page and place with letters to be answered.

TORONTO—the buying centre of Canada

A High-Grade Hand-Made Tire

THOUSANDS of visitors to the Canadian National Exhibition watched with the keenest interest the process of tire making as demonstrated by the Van der Linde Rubber Company, 142 Weston Road, Toronto. Van der Linde tires are all carefully made by hand and the demonstration proved conclusively to those who saw it the advantage that a good, hand-made tire has over even a good machine-made tire. A feature that struck even the most casual observer at the Van der Linde display is that all the materials contained in the firm's products are selected with the greatest care and without reference to cost. The firm buys the very strongest fabrics and the most resilient rubber it is possible to obtain.

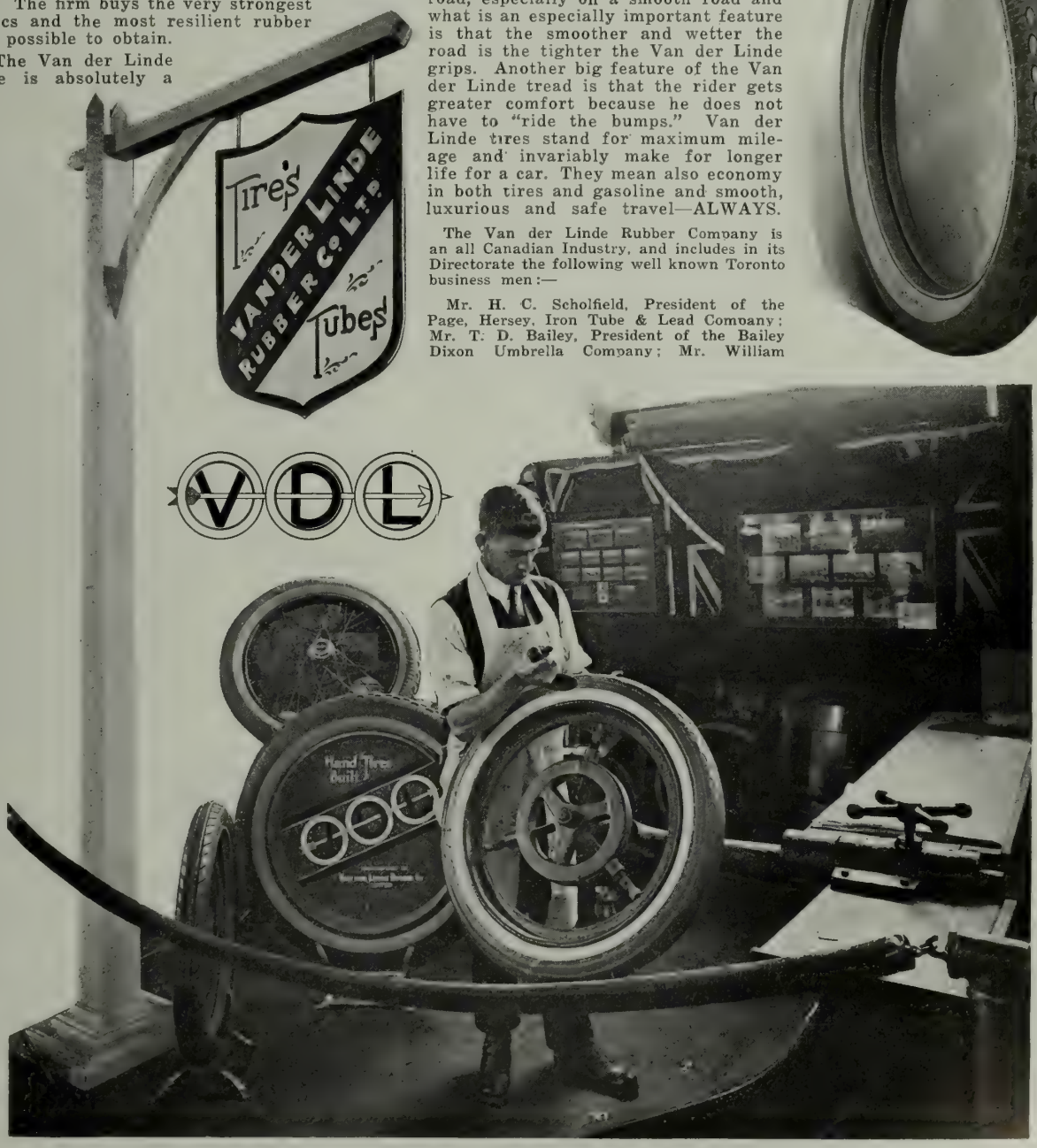
The Van der Linde tire is absolutely a high-grade product containing nothing but the very finest materials in its make-up. This, combined with good workmanship and a particularly smart finish, make it the ideal tire for the man who is looking for something "a little bit better." By the Van der Linde process of handmaking every size is a super size which means that they have a larger air capacity and a greater area of contact with the ground than is the case with the usual sizes.

The tread of Van der Linde tires differs radically from most makes in that the Anti-Skid effect is produced by suction instead of protuberances. This insures a firmer grip on the road, especially on a smooth road and what is an especially important feature is that the smoother and wetter the road is the tighter the Van der Linde grips. Another big feature of the Van der Linde tread is that the rider gets greater comfort because he does not have to "ride the bumps." Van der Linde tires stand for maximum mileage and invariably make for longer life for a car. They mean also economy in both tires and gasoline and smooth, luxurious and safe travel—ALWAYS.



The Van der Linde Rubber Company is an all Canadian Industry, and includes in its Directorate the following well known Toronto business men:—

Mr. H. C. Scholfield, President of the Page, Hersey, Iron Tube & Lead Company; Mr. T. D. Bailey, President of the Bailey Dixon Umbrella Company; Mr. William Croft, Sr., President of Wm. Croft & Son, Limited; Mr. Ralph King, Manager of the Dominion Glass Company, Limited; Mr. George C. Campbell, President of the Ontario Bar Association; Mr. C. J. Gibson, architect; Professor J. W. Bain, of the Toronto University, and Mr. C. B. Watts, of the Ontario Grain Growers' Association.



If interested, tear out this page and place with letters to be answered.

TORONTO—the buying centre of Canada

RUBBERSET BRUSHES

The Brushes that must make good or **we will.**

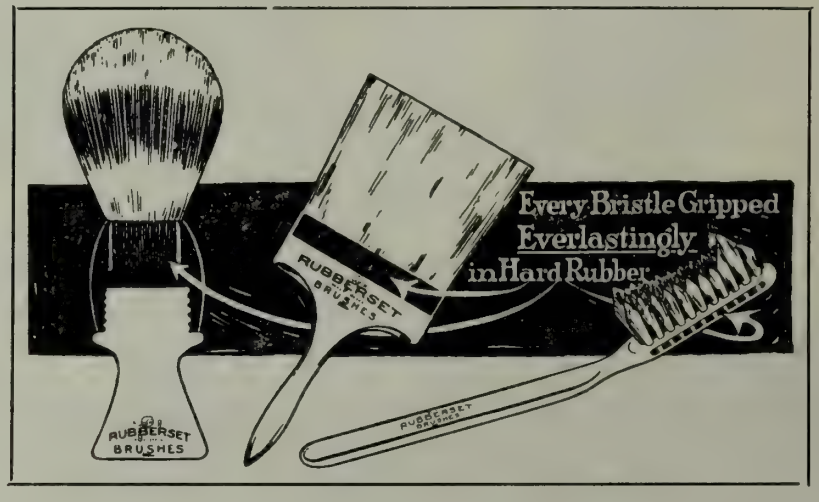
There is a certain definite standard in Brushes, below which it will not pay you to go. That Standard is measured by RUBBERSET—the Brushes with Bristles rooted firmly in a bed of Vulcanized Rubber.

Painters and decorators must have the very finest brushes to do their best work on carriages and motor cars, musical instruments, house interiors, furniture, etc. Men who shave themselves have RUBBERSET Brushes for the economical and invigorating morning shave. The busy Canadian housewife must have RUBBERSET Brushes to do her housework quickly and economically and she also needs the well-known RUBBERSET Toilet Brushes, Bath Brushes, Hair Brushes, etc., for her personal use. All these lines are on sale by Canadian dealers.

RUBBERSET Brushes are made by the RUBBERSET patented machinery for forming a solid bed of rubber around the base of the bristles in the brush. RUBBERSET bristles are not stuck in with metal, rosin, cement, glue or pitch, but held forever in vulcanized hard rubber, which cannot rust out, boil out, rot out or deteriorate in any other way and loosen the bristles. It will increase your business, your reputation and your profits to sell your customers the original—RUBBERSET—Brushes.

RUBBERSET CO., LIMITED

Factory, Sullivan Street, Toronto



If interested, tear out this page and place with letters to be answered.

TORONTO—the buying centre of Canada



EVEREADY DAYLO

On Your Counter

—plus your window display and the right kind of sales effort in co-operation with ours—that's the winning combination for producing sales and multiplying profits.

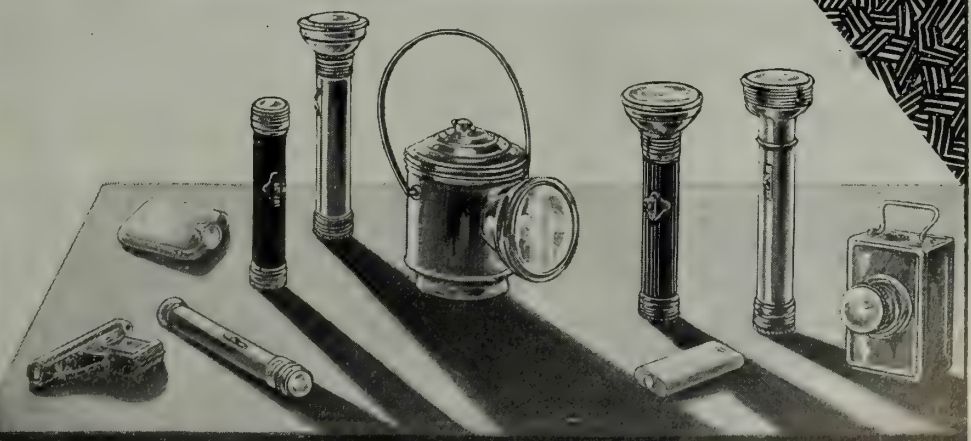
Our consumer advertising, showing the many uses for DAYLO, impresses on the prospective customer's mind the need of DAYLO in every household. But the real buying incentive—the thing that makes him dig down into his pocket for the purchase price—is the goods on display.

A DAYLO window display says, "Here's the place to buy me," and ushers in many a sale. But DAYLO counter displays have created enormous sales amongst the class of trade that rushes in for something else and is caught and held by the display while making other purchases or waiting for change.

And don't forget that DAYLO sales bring repeats. No one expects a battery to last forever. You can build up a permanent and growing business in Eveready Tungsten Batteries and Eveready Mazda Bulbs. The big stores are doing it by keeping the Eveready line constantly on display.

Put in a complete Eveready line, push it and get *your* share of this business.

CANADIAN NATIONAL CARBON CO., Limited
Toronto Canada



The light that says "There it is!"

TORONTO—the buying centre of Canada

HERE WE ARE AGAIN!



HOW DO WE LOOK NOW?

We expect by November 1st to occupy these new premises located at the corner of Van Horne and Dufferin Sts., where our greatly increased shipping facilities will allow us to raise our already high standard as quick shippers. To visit us, take any down-town Harbord car going north, getting off at the corner of Dufferin St. and Lappin Ave., our plant being then one short block north.

SANDERSON PEARCY & CO., LTD.

TEMPORARY ADDRESS: 88 ADELAIDE ST. W.

If interested, tear out this page and place with letters to be answered.

TORONTO—the buying centre of Canada

PEARCY'S

PREPARED PAINT
VARNISHES
PURE SHELLAC
WHITE LEAD
BRUSHES
LINSEED OIL
WINDOW GLASS
TURPENTINE
CUTLERY

STOCK
ALL
NEW AND FRESH

SANDERSON PEARCY & CO., LTD.

TEMPORARY ADDRESS: 88 ADELAIDE ST. W.

If interested, tear out this page and place with letters to be answered.

TORONTO—the buying centre of Canada

Back in 1864



The Original Plant and Crushing Stones of the Baden Mills

For fifty-four years "Livingston" has been a byword for linseed oil. During all these years there has never been a time when Livingston Brand was not what it was claimed to be—"simply the best."

Best in Quality, Most Reliable Guaranteed Always

The entire assets of our company are behind each and every gallon of linseed oil manufactured.

Be satisfied with nothing short of the best.

The Dominion Linseed Oil Co., Limited

BADEN TORONTO MONTREAL WINNIPEG

If interested, tear out this page and place with letters to be answered.

TORONTO—the buying centre of Canada

1864 1918



Baden Elevator

Baden Mill

Picture Story of the Dominion Linseed Oil Co. of To-day.

Shipping Facilities to serve all Canada.





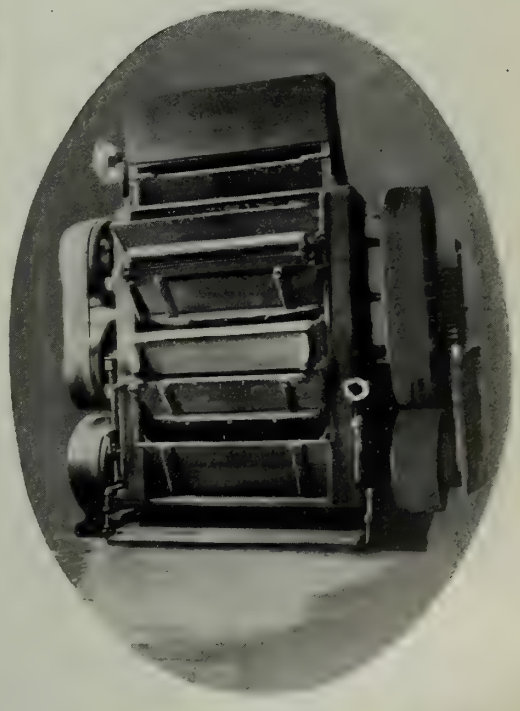
View showing Baden Plant

Montreal Mill (to right)

Montreal Elevator & Refinery (Below)





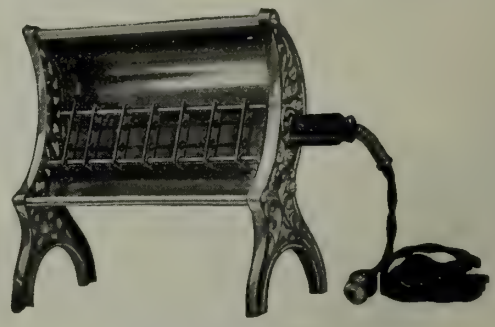


The press now used which replaced the old stones in operation in our plants

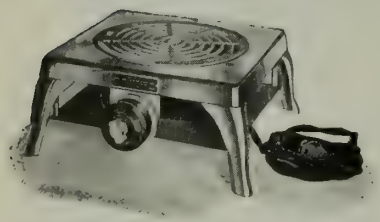
TORONTO—the buying centre of Canada

National ELECTRIC

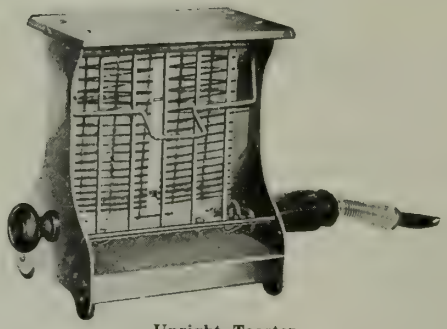
Heating and Cooking Appliances



Glower Heater—660 watts.



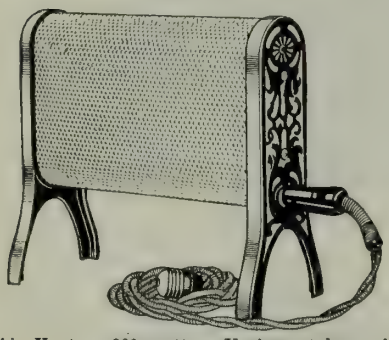
Single Burner Hot Plate, also made in double burner.



Upright Toaster



Six Pound Classic Iron, also laundry and tailor iron.



Air Heater—660 watts. Various styles and sizes.



Model C6
All sizes and types to serve smallest family or largest institution.

COAL SHORTAGE GREATER THAN EVER

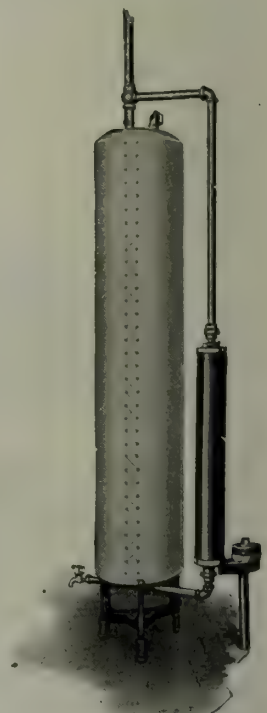
Therefore encourage the use of electrical appliances. Be prepared to meet the demand by getting your order in now.

We manufacture a complete line of heating and cooking appliances.

Write for our new catalog "C."

The National Electric Heating Co., Limited

Toronto, Canada



Water Heater—660 watts to 3 k.w., 110 or 220 volts.

TORONTO—the buying centre of Canada

Morrison's

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

Brass Goods and Specialties Have Successfully With-Stood Every Test For More Than 40 Years

In tight corners everywhere under the most severe tests, you will find J.M.T. Brass Goods standing up day after day, delivering full and efficient service.
We'd like to tell you in detail about our line which includes everything for the engine and boiler room.
Suppose you let the J.M.T. mark of quality influence your next purchase.



J.M.T. Globe Valve Renewable Disc Made in Standard for 175-lb. pressure. Extra Heavy for 250-lb. pressure.



Knickerbocker Heat Generator Improves the hot water heating service.



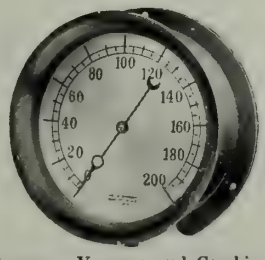
Model "C" Safety Valve



J.M.T. Gate Valve Made Standard and Extra Heavy.



Morrison Cellar Drainer. Automatically removes water by water pressure.



Pressure, Vacuum and Combination Gauges, Recording Instruments.



Gem Ejector For elevating liquids by steam pressure.



J.M.T. Reducing Pressure Valve for Steam and Air

James Morrison Brass Mfg. Co., Ltd.

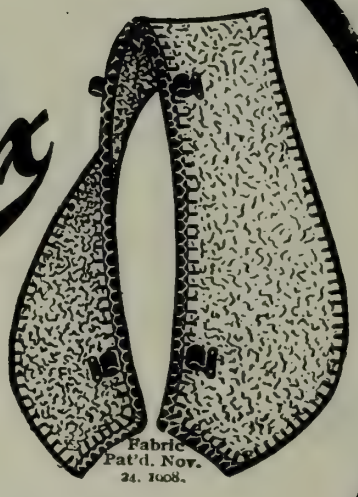
93-97 Adelaide Street West - - Toronto, Ontario, Canada

TORONTO—the buying centre of Canada

Ventiplex Pads Housing and Saddle Blankets

Keep Horses Fit

TRADE-MARK Ventiplex PADS



Burlington Windsor Blanket Co., Ltd.

793 King West TORONTO

Boost This Line

You'll Find it Mighty Profitable and Very Satisfactory

PURE GUM TURPENTINE AND ROSIN

of Highest Quality

Guaranteed at Destination to Equal *Government Standards*

Nothing but *selected pure Gum Products* from *Distilleries* using the *most Modern methods of manufacture* and *handling* and following a *strict set of* specifications to insure the *Highest Uniform Quality.*

GULF BRAND

Shipments made direct from Distilleries. Grades guaranteed at destination to equal *Government standards.* Stocks carried in Toronto, car or less car lots. Write for quotations.

FRED SMITH

Mail Building

TORONTO CANADA

TORONTO—the buying centre of Canada

MAPLE LEAF
M FINISHES THAT ENDURE L
QUALITY

MAPLE LEAF PAINTS and VARNISHES

MADE IN CANADA AT TORONTO

Maple Leaf Paints
Maple Leaf Flat Wall Colors
Maple Leaf Antique Stains
Maple Leaf Creosote Shingle Stains

FLOGLAZE

Imperial Barn Paint
Maple Leaf Cemlite (Cement Paint)
Ferrox Structural Paint
Maple Leaf Dry Colors
Elastilite Varnish
Granitine Floor Finish
Hydrox Spar Varnish
Talrof Paint and Varnish Remover

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

If interested, tear out this page and place with letters to be answered.

TORONTO—the buying centre of Canada

What the O-Cedar Polish Trade Mark Means



O-Cedar Polish Mops are well made—the mop itself being of the finest wearing texture—carefully treated. The fact that this product bears our trade-mark is the greatest assurance you can give your customer that this mop is the best that can be bought for the money.

O-Cedar Polish is skilfully tested. Before we place our trade-mark on a bottle of O-Cedar Polish we first make certain that this bottle of O-Cedar Polish is up to our standard—that it is just as good as any bottle of O-Cedar Polish we have ever manufactured. There is only one O-Cedar quality.



THEY SELL THEMSELVES—IF PROPERLY DISPLAYED

In order to create sales (other than those created by our advertising) you will find it very profitable to make frequent window displays of O-Cedar Products. Selling just as well in Summer as in Winter, these lines make an excellent profit for you. (Beautiful window cards and window hangers furnished upon request).

Write your jobber to-day about the O-Cedar special assortment and O-Cedar Profit Deals.

CHANNEL CHEMICAL CO., LTD.
TORONTO, ONTARIO

YOU CAN SELL ADVERTISED HARNESS

Made by SAMUEL TREES & CO., LIMITED., Established 1866 TORONTO, WHITBY

IMPERIAL BRAND HARNESS

THE PIONEER SADDLERY Manufrs.

Prompt and Reliable

HERCULES Leather-Chain Trace

A harness is as strong as the trace—no stronger. The trace takes the strain and the strongest trace is the best. The Hercules is a flat-shaped trace, strong as steel, flexible as leather, tough and unbreakable, made of steel chain covered with heavy leather, neatly finished in turned and rounded edges strongly stitched. Powerful heel chain and either clip or bolt piece at hame end; one and one-half inch solid leather billot. Does not chafe the horses and is tremendously satisfactory. If you don't have the Hercules Trace on your heavy harness, don' wait, order a set NOW. If your dealer does not have it, order from us direct. We will ship same day, on receipt of price.

$14 PER SET

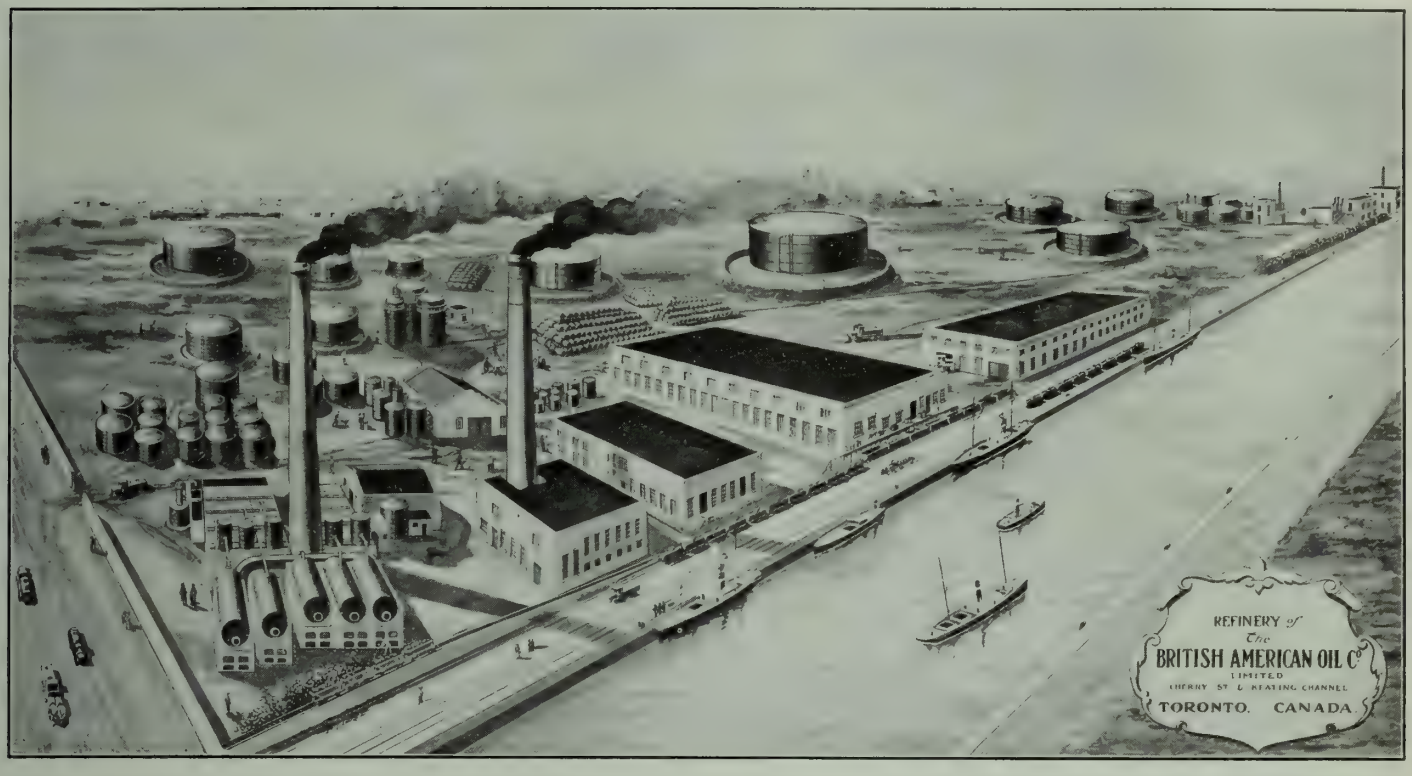
SAMUEL TREES & CO., Limited
Established 1866
42 WELLINGTON STREET EAST, TORONTO

WRITE for Catalog and Price List of Harness and Automobile Accessories

WESTERN HOUSE
THE TREES SPRIGGS CO., LIMITED, 312 Ross Ave., WINNIPEG

If interested, tear out this page and place with letters to be answered.

TORONTO—the buying centre of Canada



Pioneers of Toronto's New Industrial District

THE above picture shows a true view of the refinery property of the British American Oil Co., situated at the foot of Cherry Street, in the Ashbridge's Bay section of Toronto's new industrial district.

The property, extending over twenty-two to twenty-three acres in area, is situated on the Keating Channel, which has a depth of sixteen feet, affording navigation for the largest lake vessels. It also has good switching facilities, which enables shipments being made over any line without delay.

This industry has been built up within the last thirteen years. To-day it keeps 300 to 400 tank cars on the move bringing in crude oil and reshipping the different refined products.

The following are the most important products made by the British American Oil Co.: **Gasoline, Benzine, Kerosene, Lubricating Oils, Paraffine Wax, Fuel Oil, Road Oils, "Ford" Motor Oils, "Chevrolet" Motor Oils, "Autolene" (name registered), three grades.**

We appreciate your enquiries and invite hardwaremen to look over the pioneer plant of the Toronto Harbor Commission's new Industrial District.

THE BRITISH AMERICAN OIL CO., *LIMITED*

Refinery: Foot of Cherry Street TORONTO *Head Office: Royal Bank Building*

BRANCHES: MONTREAL OTTAWA LONDON WINDSOR ETC.

TORONTO—the buying centre of Canada



Steel Plate Construction

for every purpose

Our facilities enable us to meet customers' every requirements in Blast Furnaces, Flumes, Stand Pipes, Smoke Stacks, Tank Wagons, Bins, Hoppers, Water Towers (Municipal and Industrial), and Tanks for all purposes, such as

PRESSURE TANKS,
FILTER TANKS,
AIR RECEIVERS,
HYDRO-PNEUMATIC TANKS,
BLOW-OFF TANKS,
STEAM JACKETED TANKS, ETC.

Our products give you what you most desire—Economy and Service.

THE
Toronto Iron Works, Limited
TORONTO, CANADA



TORONTO—the buying centre of Canada

"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

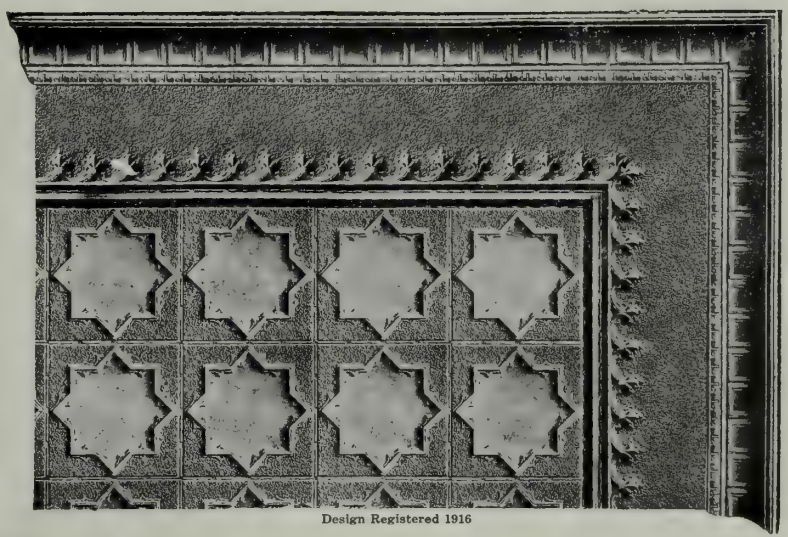
Stores, churches, lodges and homes

There is no limit to the number of prospects in your neighborhood for Metallic Ceiling and Wall plate jobs.

Just a suggestion from you will often land a big profitable job and we will handle all the detail of figuring and planning for you.

First, get our big illustrated catalogue and information about our dealer service.

Stock carried by
GEO. W. REED & CO., LTD.
37 St. Antoine St., Montreal



Design Registered 1916

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

"1900" Washers Are Business Builders



AFTER twenty years devoted exclusively to designing and manufacturing Washing Machines we have perfected the most complete line of thoroughly efficient models on the market.

The "1900" Cataract Electric with copper tank (shown above) is a wonderful Washer. Large capacity, quick action, minor details highly developed such as Wringer pressure release, etc., quiet running, easy to operate and works off any ordinary light socket—washes and wrings at the same time.

The "1900" Agitator Electric Wood Tub machine is of smaller capacity but unexcelled for washing results and has the same swing wringer advantage and many of the minor features of the metal machine.

Our up-to-date line consists of two styles of hand operated machines, includes the famous "1900" Gravity Washer; the "1900" Agitator Water Power Washer which is a comparatively new model that is proving a tremendous success; the two new power (electric or engine) outfits already referred to, and a full assortment of high grade, beautifully finished hand and power Wringers.

We are also jobbers of the Simplex Ironing Machine—made in various sizes for heating by gas, electricity or gasoline and for turning by hand or power.

These Well-Known Washers Sell Themselves

We have built up this business largely by advertising. Before we obtained wide distribution we sold entirely by mail.

To-day we are still advertising; but every dealer who proves his worth is given all inquiries from his territory. The "1900" Washers are advertised in every publication that has proved its pulling power—and we've tried nearly every farm and class periodical in Canada. The papers now on our list bring in a satisfactory number of inquiries, which we immediately turn over to the dealers in whose territory they belong.

Displayed at the Fall Fairs

Our "1900" Washers have been displayed at the Toronto Exhibition, also Ottawa and London. Right now there is a splendid opportunity for you to stock the "1900" line. Women have seen our demonstrations and are in the market for a "1900" Washer. Every class of home needs some kind of a washing machine and in our complete line there is a "1900" Washer at a price any household can afford to pay.

The "1900" line will net you a splendid profit. In fact, the market is limited only by the number of houses in your territory.

If there is no "1900" dealer in your town, write to-day for further particulars of our dealer proposition.

THE NINETEEN HUNDRED WASHER COMPANY, 357 Yonge Street, Toronto

TORONTO—the buying centre of Canada

Cycle Hatcher



Brooder Hatcher



A Cycle Hatcher Will make money for you



Cycle incubators are famous for hatching strong and vigorous chicks. Full directions for hatching go with each machine. Beginners run them from the start. They just need common-sense and one gallon of oil to make the eggs hatch successfully.

You are the logical man to sell this line in your town. Write to-day. Place your order for your spring requirements of the Cycle Hatcher and "Radio" Hover. The "Radio" is a real mother for young chicks.

Manufactured by

The Collins Mfg. Co., Limited

415 Symington Ave. - Toronto



"DOMINION"

COTTON AND WOOL WASTE
AND COTTON WIPERS,
WASHED AND STERILIZED

A WASTE FOR EVERY USE

6 Grades White Cotton Wiping Waste
5 Grades Colored Cotton Wiping Waste
4 Grades Wool Packing Waste
3 Grades Cotton Wipers, Washed and Sterilized.

Samples with Prices on Request

Scythes & Company Limited

Montreal TORONTO, ONT. Winnipeg

REINFORCING STEEL

Bars cut and bent ready for placing. Expanded Metal, Lath, Wire, etc.

BARS

Mild and High Carbon Steel to 15" Round Flats to 12" wide

Shafting and Cold Rolled Rounds, Squares, Hexagons, Flats to 6" wide, Strip, Nickel Steel, Hoops to 5½" Round, Reeled Steel, Box Strapping.

ANGLES, CHANNELS, TEES, BEAMS

SHEETS AND PLATES

Galvanized, Tinned, Polished, Black, Plain and Chequered

BOLTS, SCREWS, NAILS, Etc.

BAINES & PECKOVER

IRON and STEEL MERCHANTS

98-116 ESPLANADE TORONTO

TORONTO—the buying centre of Canada

Seasonable Automobile Equipment and Supplies



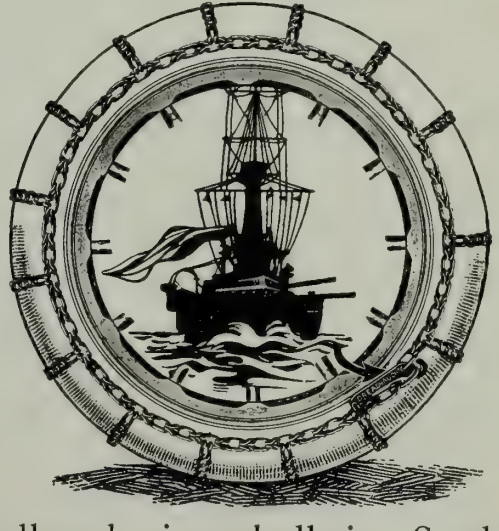


The dealer who handles the Hyslop line of automobile accessories carries in stock the right kind of goods required by motorists the year round. Right now car owners are interested in articles of equipment and comfort for cold weather.

Increase Your Fall and Winter Business

Every user of an automobile in your vicinity is an immediate prospect for

HOOD COVERS
TIRE CHAINS
WINDSHIELD CLEANERS
LEGALITE LENSES
LAMP BULBS
PRIMING SPARK PLUGS
CARBON REMOVER
RUBBER PEDAL GRIPS
FOOT WARMERS
TIRE SUNDRIES
GOGGLES
OIL LAMPS
PUMPS—JACKS
SASH PRIMER
GAS ECONOMIZER
SHOCK ABSORBERS
ENGINE HEATERS
WOOL-LINED GLOVES
SEAT COVERS
ELECTRIC LAMPS
RADIATOR CEMENT
ELECTRIC PRIMER
MOTOR OIL
SPECIALS FOR FORDS



and hundreds of other items shown in our new fall and winter bulletin. Send for a copy to-day, with wholesale discount sheet. It will mean more business and big profits for you.

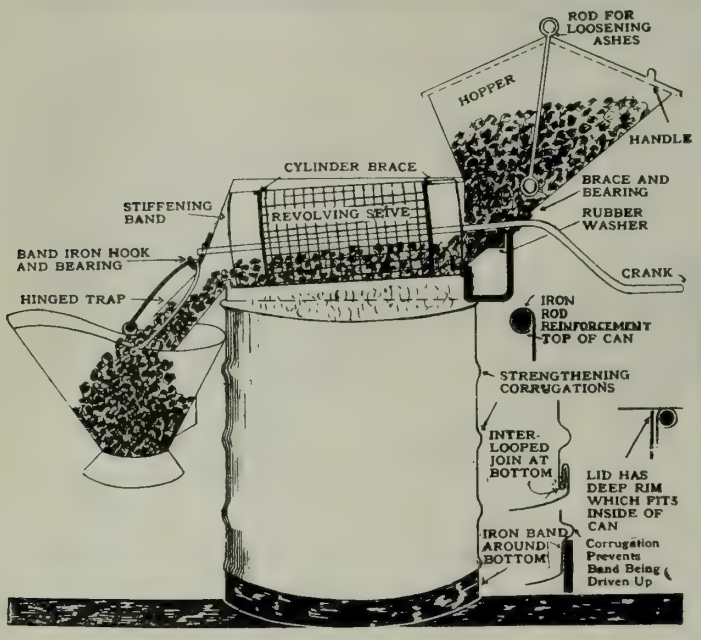
Hyslop Brothers, Limited

Shuter and Victoria Streets

Toronto

If interested, tear out this page and place with letters to be answered.

TORONTO—the buying centre of Canada



SOMETHING ENTIRELY NEW

An Extraordinary Sifter at Ordinary Prices!

Fine screen has been adopted in making the Samuels' sifter which saves much more of the fine cinders than ordinary sifters, and is stronger. As the illustration indicates, the smaller ash can or pail of a Samuels' may be placed inside the waste can and so catch all the screenings which can then be removed more easily than when the larger can had to be carried out. The new feature also makes for longer life for the Samuels' sifter, since the waste can is not subject to the ashman's abuse.

With this new method of collecting the screenings, the Samuels' leaves all other sifters hopelessly behind. The Samuels' is undoubtedly the sifter for sales and satisfaction, both from your own and your customers' point of view.

Order from your Jobbers.

J. SAMUELS 275 Queen Street West **Toronto**



Have You Figured It Out In This Way?

A salesman running to and from a cash office or register fifty times in a day requires, in the average, say, fifteen seconds each way. Detention at office for change making, thirty seconds, or ninety seconds to obtain change for each sale.

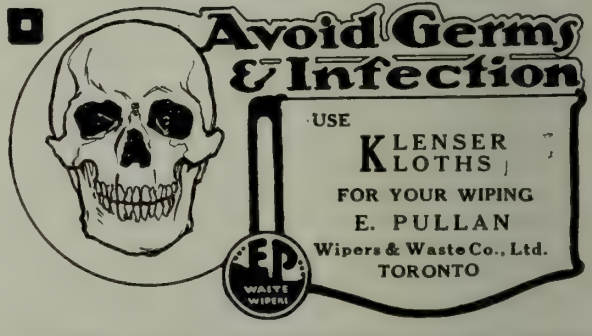
To be continued in our next advertisement.

P.S.—Nothing in the above is stated about the double check which our service affords against errors.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach St., Toronto, Can.

We manufacture special designs in *Electric Fixtures* for *Churches, Public Buildings, Apartments* and the better class of *Residences.* The hardware man is invited to work with us on these propositions.

KNIGHT BROS. & GRANT
86 RICHMOND STREET EAST - TORONTO



To Reach the Best Buyers

Advertising in a good trade newspaper, such as HARDWARE AND METAL, reaches the best buyers in the trade. This issue of HARDWARE AND METAL, in both editorial and advertising sections, will be read and re-read by practically every worth-while hardware buyer in the Dominion. Trade newspaper advertising reaches the men who come in direct touch with the buying public. In Canada, HARDWARE AND METAL covers its field more thoroughly than any other trade newspaper.

TORONTO—the buying centre of Canada

Here Is Your Way To Profits In The Trapping Season!!



New Humane Collapsible Animal Trap is Superior to Any Other Trap

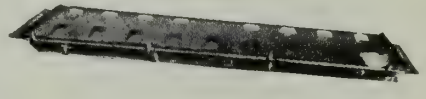
This is the only collapsible animal trap on this continent. Retails at $1.50.

Its method of construction is very simple, and easy to set—far less trouble is experienced than in the spring trap.



It is a surer catch than the spring trap, and in no way injures the fur.

It is freeze-proof and rust-proof—weighs only 1½ pounds, and can be carried in an overcoat pocket with ease.



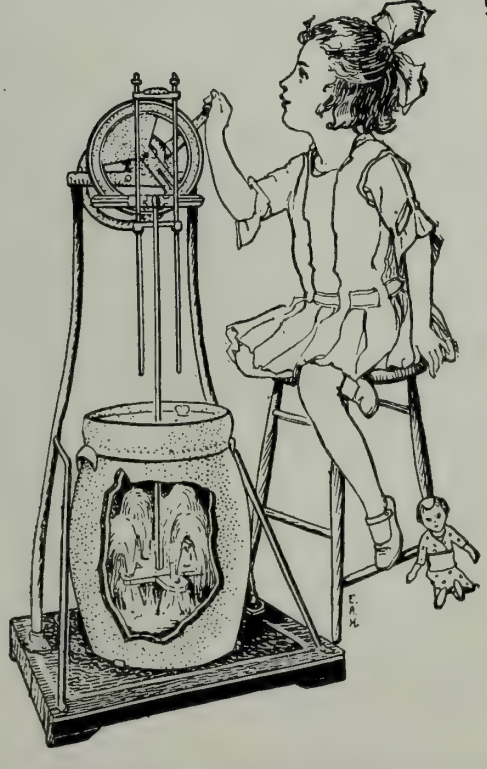
Note: In this company every man is a returned fighter.

The Veterans Manufacturing Co.

17-23 Main Street, East Toronto

You Cannot Get Away From this Fact—

That the Reliable Patent Dash Churn (being an embodiment of the old-fashioned dash churn) cannot be excelled on this continent or anywhere else for speed and quality of butter produced.



Nor this One—

—that the Reliable Patent Dash Churn in addition to giving more butter in less time with less waste and less dirt, is always clean and sweet, always ready for use, and never gets out of order.

The Reliable Churn Co.
OF CANADA
T. W. Foster, Mgr., 141 King St. E.
TORONTO

Every farmer's wife you can get in touch with will be interested in the "Reliable," no matter what churn she's now using. Make a determined bid for this business. It is very profitable.

TORONTO—the buying centre of Canada

ROSIN

Strictly Standard Quality

Direct to the Consumer
At Prices that Save You Money

Rosin—from the White Pine Forests of the South. Each grade conforms strictly to Savannah Board of Trade Standard Types.

Turpentine—Pure Gum Spirits.

We are direct importers and guarantee purity.

Linseed Oil—shipments direct from crushers if desired.

Rosin and Turpentine stocks carried in Toronto.

Ontario Oil & Turpentine Co.

2004 Dundas Street West, Toronto

TURPENTINE

TOWER'S FISH BRAND WATERPROOF CLOTHING

TOWER'S FISH BRAND TRADE MARK

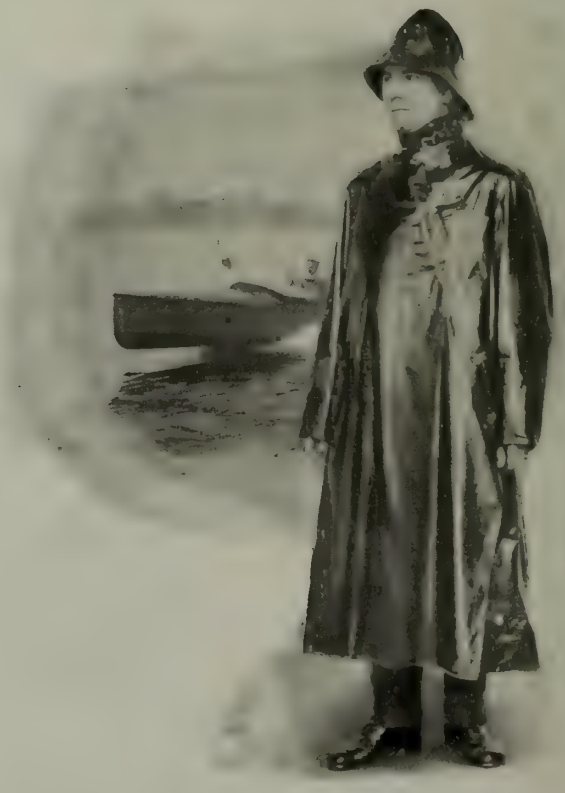
Has Been Serving Since 1836

COMPLETE PROTECTION FOR EVERYBODY

Best For Your Trade

COAST TO COAST SERVICE

TOWER'S SHIELD BRAND TRADE MARK



Tower Canadian Limited

VANCOUVER TORONTO HALIFAX

TORONTO—the buying centre of Canada



HEIRLOOM PLATE

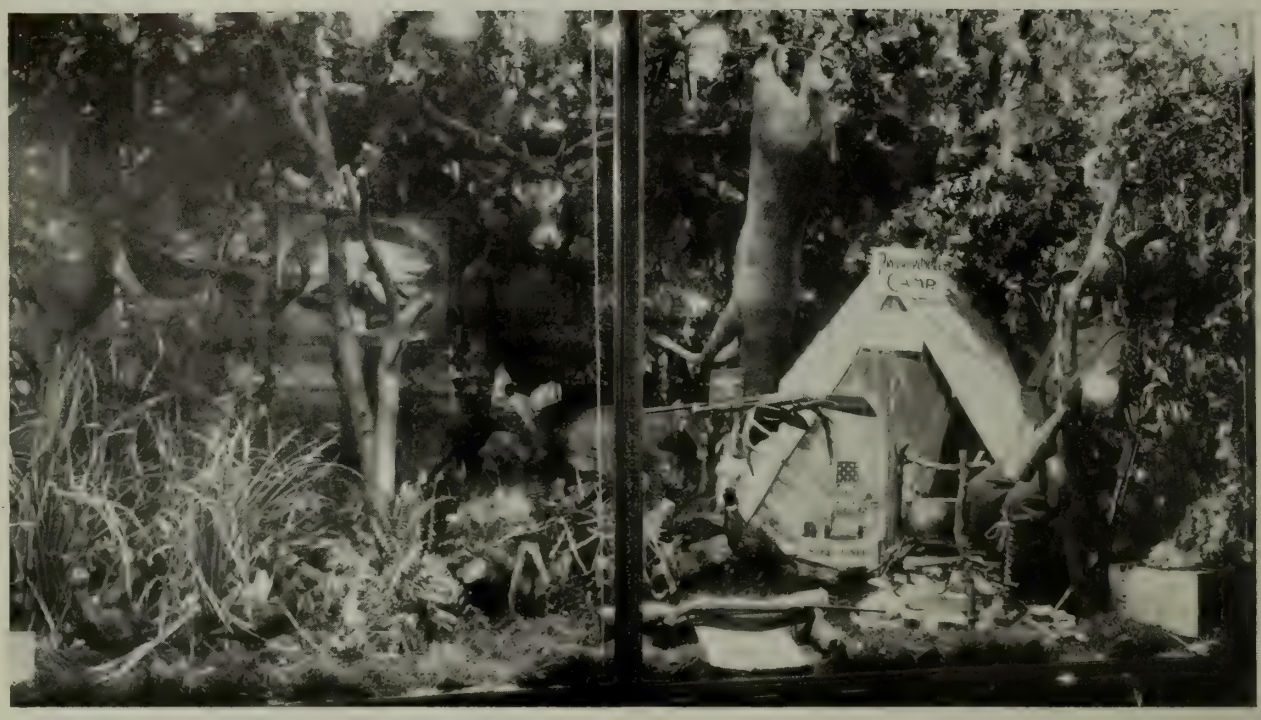
FOR richness of design, high quality workmanship and that quiet elegance which marks really good goods from those which are poor or even mediocre, there was no more striking display at the Exhibition than that of the Canadian Wm. A. Rogers Co., Limited, of Toronto. Nearly a million visitors to the big fair took full advantage of the opportunity to inspect the exhibit of this firm. That they were more than delighted by the novelty of the exhibit—and the beauty and quality of the product of the firm, was demonstrated by the expressions of the approval to be heard throughout the groups which centered around the beautifully wrought pieces of Heirloom Plate. The life-like figures of the grandmother passing on to the young bride, the Heirloom Plate she had herself received as a bride half a century before, presented a picture to the visitors which made an instant appeal and compelled them to stop. Customers for Heirloom Plate were made right there.

The exhibit accomplished two big things. First—it demonstrated strikingly that dealers can sell a higher grade of silver plate than they have yet been given opportunity to sell. Second—it caught the attention of the buying public—your customers—and told them the story of the highest grade flatware on the market.

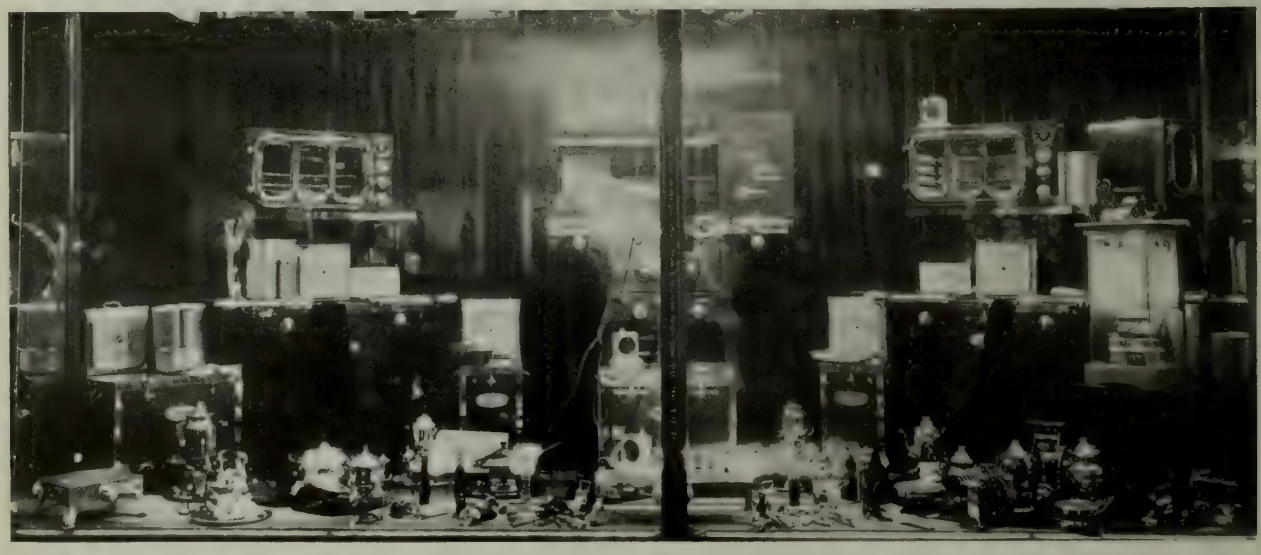
Thousands of people who in ordinary times would purchase Sterling are now, on account of the price of silver, looking for quality plated ware.

Unquestionably the exhibit was one of the most attractive in the building. Dealer helps, window cards, counter displays, etc., were also on display for the benefit of the many dealers who visited the booth.

Suggestions for Fall Windows



Here is a display that will attract and hold the attention of every hunter who comes within sight of it and will bring him into your store to buy all the supplies he needs for that little shooting trip he is planning.



A display of electrical goods as shown above makes a most attractive showing at any time. Shown just now it will prove a big booster for fall business and incidentally furnish suggestions to many who may be planning Christmas purchases already.

Big Business in Motor Accessories

Steadily Increasing Number of Business Cars and Trucks Makes Splendid Chances For Hardware Dealers—Curtailment Spells Opportunity For Supplying Equipment—Are You "Cashing in?"

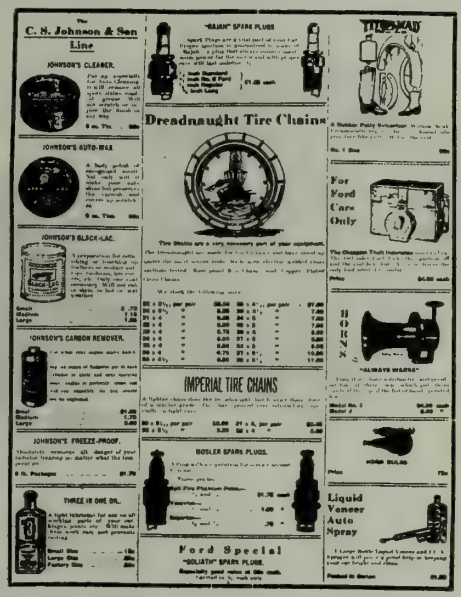
SOME idea of the way in which motor traffic is increasing in Canada may be gained from the figures for Ontario which show that no less than 83,790 cars were registered in the province during 1917. The other provinces bought in proportion and this year very large sales of autos have been made. They would have been still larger but for the fact that auto manufacturers could not meet the demands and there are, it is stated, thousands of orders unfilled. Few people at the present time have more money than the farmers and that they have been spending it freely is shown by the large number of new autos sold to them.

This opens a big field to the hardware man and many firms are cashing in on it extensively and doing a most satisfactory and profitable trade. Best of all, it is a business to which there seems to be no limit. There will be a constantly increasing number of autos and it will be only a matter of a short time before there will be thousands and thousands of tractors.

Spending Millions

The owners of automobiles and tractors will spend millions of dollars for accessories and supplies of all kinds. This is where the hardwareman can "cash in" and add a balance to the credit side of his year's business that will make him regard his accessory department as one of the best paying departments in his whole store. In addition to the autos and tractors there will be an ever increasing number of trucks to be used for delivery purposes. Thousands of





farmers in the Dominion are now using these and they are working out so satisfactorily that one sells another. The owner of a truck or a car has no horse to feed, or stables to clean, and not only this but he can go or come from market from two to three times as quickly as he could by old methods of travel and carry several times the load. In times like these when shortage of help is a problem, the truck or the auto means much to the farmer and they are buying them in large quantities.

Right After Business

Hardware men were among the first to see the possibilities of this trade and many of them have got in on the ground floor and as a result are doing a thriving business.

They are pushing the business aggressively and make a special point of keeping in touch closely with all car owners, whether in the city or country.

One of the best means of doing this some firms have found is to send out a bulletin. Sometimes this is one page, sometimes it is four. In these sheets are listed full lines of accessories and the returns from efforts of this kind have proven so satisfactory that the firms very often issue them several times a year.

How They Do It

The illustrations show three excellent pages from a bulletin issued by the Sumner Co. of Moncton, New Brunswick. It is attractively gotten up and contains much that is of real interest and value to every car owner in this firm's territory.

The firm says in making its announcement: "It has been the policy ever since our doors were opened to the public to increase our lines as local conditions seemed to demand. From time to time new departments have been added with this in view till to-day we have the folranges and fittings, chinaware, plumbers' tinsmithing, electrical, gas stoves, ranges and fittings, chinaware, plumbers' supplies, paint, oil and glass. It is our determination to make this automobile accessory department second to none of the others and we bespeak for it the same generous patronage you have given them."

Lots of Illustrations

As will be seen from the cuts illustrations have been used plentifully and effectively. In addition there is a good description given of most of the goods and prices are marked. This is good business policy and has proven most effective in drawing trade.

A smaller sheet, but one that is well gotten up is shown on Page 97. It is that of the firm of Brace, McKay & Company, Ltd., of Summerside, Prince Edward Island. This firm specializes in Overland autos and accessories. Their bulletin contains only one page, but it is well illustrated and very attractively gotten up. Here also prices are given and description of articles besides the illustrations.

Splendid Business

There is another factor in the accessory business. Instead of spelling loss

Continued on Page 97



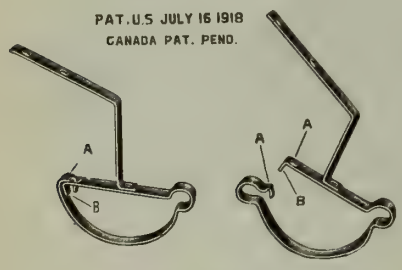
NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

TROUGH HANGER

Randolph A. Rehrauer & Co., of Two Rivers, Wis., have recently brought out a patented hanger for the attachment and support of rain troughs which it is said can be attached to the trough without the need of a single tool. Formed ready for attachment the hanger is so constructed as to allow same to be sprung upon the trough when by the aid of a novel locking device it is securely held in position and cannot be accidentally disengaged. Made of a single piece of band iron its practical arrangement

Handi-Klamp



Eaves Trough Hanger

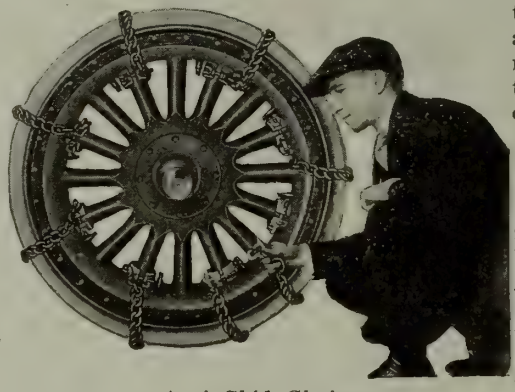
provides a safe means of support even when in open position. This new hanger the concern claims can be attached in less than one minute, thus saving labor and expense. Made in standard shape and sizes for single and double bead troughs.

VLIT POLISH

Vlit polish for furniture and automobiles it is claimed puts a fine velvet finish on furniture, prevents dry rot and prevents furniture from becoming cracked from sun or heat. Vlit contains an ingredient which it is claimed repels flies. Used on automobiles, it is claimed Vlit puts on a polish which prevents mud from adhering to the enamel. Only one cloth is used in applying Vlit, and it is stated that it cleans and polishes in one operation, thus lightening the work greatly. Vlit it is claimed, cleans, polishes, and preserves a great number of articles. The polish is handled by Saunders & Co., 3 St. Nicholas St., Montreal.

AUTO SKID CHAINS

Prest-O Grip Anti Skid chains for autos and auto trucks it is claimed will take out any car that is stalled in the mud. Simply attach as many as needed and they will take you out is the



Anti Skid Chains

maker's claim. It is stated that they can be attached quickly and that there are no long pieces of chain to unravel in the rain. The short cross chains it is claimed are quickly and easily hooked on and there is nothing to wear out. Should one break simply unhook the broken pieces of chain, jump in and drive on are the maker's directions. The clamps are guaranteed against any defects in material or construction. The links are made with a wide flat twist which it is claimed results in maximum traction and wear with the least possible injury to tires. They are made by the Rowe Calk and Chain Co., of Plantsville, Connecticut.

VALVE LATHE

The Savidge Junior valve lathe, it is claimed, can be operated by anyone and takes the labor out of seating valves for Ford repair shops. It is equipped with a high speed steel cutter and is shipped ready for use. It is designed



Savidge Valve Lathe

for Ford valves and other valves with 5-16 inch stem and with cast iron valve heads up to 1¾ inches in diameter and forty-five degrees angle. It is claimed that the lathe can be held in one hand and operated with the other or that it may easily be clamped in a vise. This tool is manufactured by A. C. Savidge of Indianapolis.

ELECTRIC WASHER

The "Time Saver" electric washing machine is being manufactured by Beatty Bros., Limited, of Fergus, Ont. A feature of its construction is a solid foundation bed plate on which all the mechanism depends. It is claimed that the washer runs without noise, that it will endure the strain of continued use and that the parts will retain the careful adjustment given them in packing. The washer is made of cypress wood and has maple legs. It is driven by a one-sixth horse power motor. It is equipped with a dolly which makes sixty complete strokes per minute.

Beatty Bros. also make other lines of washing machines which are operated by water or hand power as desired.



Time Saver Washer

Future is Not Bright in Regard to Getting Supplies of Coal

"The coal situation in Canada will be at least as bad and probably much worse during the coming winter than it was last year" is the opinion expressed to HARDWARE AND METAL by those in closest touch with the situation. There is no prospect of getting anything like the supplies which are needed and everywhere people are being advised to make the coal that they can get go as far as possible. In many towns and cities all over the Dominion advertisements similar to the following are being inserted in the newspapers by either the councils or the special committees which have been appointed to deal with fuel problems.

GET READY FOR WINTER

It is satisfactory to know that you have a couple of tons of coal on hand, but this will not last long.

WHY NOT BE WARM ALL WINTER?

Try burning wood until the 1st of December while the weather is mild and save your coal for the months when snow drifts are high—the trains blocked and fuel of every kind impossible to get.

A WORD TO THE WISE IS SUFFICIENT

MUNICIPAL FUEL COMMITTEE

In the big cities it is feared that there will be much hardship especially among the poor and everything that can be done to meet the situation is being arranged for.

"A shortage of coal means a shortage of coal oil" said one of the large oil firms to HARDWARE AND METAL. "There has been an enormous demand for oil heaters of all kinds and this means that all available supplies will be drawn on. We have been endeavouring to meet the situation by increasing supplies and accumulating a reserve. We have been hampered by difficulties in securing labor and also in steel for building the tanks. It has been so hard to get steel that just as an instance of what we are doing I may say that we dismantled a steel tank that had not been in use for years, transported it a long distance and are rebuilding it in Toronto. This will cost us about three times as much as a brand new tank would have cost before the war."

Drain on Electricity

While there has been an enormous sale for oil heaters, the demand for electric heaters has been very great also. Thousands of them have been sold and there is still a great demand. This will create a drain upon electric power.

There is no question about it, the coal situation is not becoming serious, it is serious now. Just how acute it will become no one can tell. If anything, such as heavy storm periods, such as prevailed last winter, labor troubles, shortages of cars occur to handicap the railways in delivering the coal that is available the look out is not encouraging.

STEEL MAGNATES BUSY SOLVING PROBLEMS

(Continued from page 41)

10 per cent. added to wages have used up the June increment. Owners of some of the smaller underground mines in particular are urging their need of a higher price on next year's ore, to cover dead work which must be undertaken in the coming winter.

Ask Higher Prices

Galvanized sheet manufacturers will ask to have prices advanced at least enough to cover the higher prices they pay for spelter. Some wire and wire nail producers are urging claims for a higher price on those products.

Sentiment is divided between the view that the very number of the requests for higher prices will be convincing and the fear that the extent of the programme puts much of it in jeopardy.

Calls for More

The vast scale of the plans for the offensive in France appears in weekly calls for more steel. The distribution of 34,000 tons of barb wire for the government is just completed, with 22,000 tons fr France in abeyance, when larger war demands for this product came up than have been considered at any time thus far. In the Cleveland district, the placing of 10,000,000 additional shell forgings is one indication of the tremendous recent enlargement of the munitions programme. The ordinary consumer's chance of getting steel, judged solely by the developments of the past week, will grow steadily less in the final quarter of the year.

Some letting down of demand may come in the structural field. Probably all the fabricated ship work for next year has been contracted for, and it is expected that all essential work will be let before 1919, with a total that will not keep the monthly volume of awards to the 60 to 65 per cent. of capacity that has been the rule so far this year. The poor financial showings of the railroads may rule out much railroad bridge work that earlier was thought certain.

CHANCE FOR CANADIAN FIRMS

Chile, Argentina and Mexico are considered as being amongst most promising markets for toy makers in the future for Canadian firms. Last year there was a big demand from these countries and there is every indication that this year's will be even greater. The Japanese are after this business and have secured a good share of it, but owing to the difficulties in securing ocean tonnage have been unable to fill many orders.

BIG BUSINESS IN MOTOR ACCESSORIES

Continued from page 95

to the auto equipment merchant, the wartime curtailment of production recently announced spells opportunity. Because the new car output can at best be only twenty-five per cent. of full capacity, motorists will be forced to buy more accessories than ever before. Thousands who planned to buy new cars will "fix the old bus up" and that means business for the accessory dealer. Thousands of others who need cars and cannot get new ones will buy rebuilt cars temporarily. That spells more opportunity to the equipment dealer. Thousands of old autos have already been purchased and are being rebuilt and fixed up to meet the demands of the trade and the business has just begun. Motordom generally will, owing to conditions, try to make its cars last longer. Mr. Average Car Owner will give his car more care than ever. He will "tinker" with it more than he has ever done and naturally he will have to have more equipment.



Tainted Fruit Jar Ring Not Harmful

Elaborate Investigations Have Established the Presence of Phenol, but in Such Minute Particles as to be Entirely Harmless—No Fear of Ring That Has Not a Distinct Odor—Only Small Percentage Affected

WHILE investigations have proved conclusively that traces of phenol have been found in certain rubber jar rings, an elaborate series of investigations have gone to prove that beyond the characteristic and somewhat disagreeable odor of the product, the presence of phenol has had and can have no serious effects.

Ralph King, Toronto manager of the Dominion Glass Company, states that it is, as far as they can determine, the rings distributed by their company attached to glass jars of their manufacture that have caused the difficulty. These rings are manufactured for the company by a Canadian rubber concern, and through some fault in manufacture of a certain proportion of these rings traces of phenol have remained, which has given ground for this scare.

Only Small Proportion Tainted

Exhaustive investigations made by the Dominion Glass Compapny has demonstrated the fact that only a comparatively small proportion of the glass jars sent out have been equipped with these tainted rings. Unfortunately, however, they have been widely distributed, and it is impossible to get track of all of them. The company have also sold rubber rings in packages. These rings, however, they have been assured by the manufacturing company, have been made under a different process and are free from phenol. As the company have not had a single complaint from the many thousands of packages of these rings sent out, the statement of the rubber company is definitely corroborated. The Dominion Glass Company is doing everything in their power to get track of all of the offending rings. They urge that the merchants selling their goods should investigate to see if any of the goods in their stock give evidence of the odor of phenol, and they will gladly replace any of these goods on request.

Odor of Carbolic the Unmistakable Evidence

If the rings have no such odor the merchant may unhesitatingly recommend them. Phenol has an extremely penetrating and persistent odor, the minutest particle will make itself unmistakably evident. There is no possibility of it being present and undetectable.

As for the people who have already made use of jars that may possibly be tainted, there should be no thought of throwing the contents away. It has been definitely proved by numerous tests that the drug is present in such minute quantities that it could not possibly have the very slightest effect of an injurious nature. The odor alone is the chief trouble.

Absolutely no Danger

Phenol, or carbolic acid, it is stated, is not one of the more dangerous poisons, it is used internally as a medicine in vastly larger proportions than could possibly be found on a rubber jar ring. It would take half an ounce of the drug to prove fatal. It is therefore evident that there is no need for any fear in using the fruit even when the odor indicates it has been affected by phenol.

Odor Rapidly Disappears on Exposure to Air

It has also been discovered in the course of these investigations that especially with certain varieties of fruit the odor will entirely disappear if the fruit is left exposed to the air for an hour or so after the jar has been opened. For instance, rhubarb has been found to be tenacious of odor, while strawberries and raspberries, if left exposed in an open dish for a couple of hours before serving, will be found to be entirely free from any hint of odor, even though at the time of opening it was most marked. Moreover, the presence of this drug will have no effect on the keeping quality of the goods and the housekeeper need not consider the matter until it is time to open the jar.

Accusations of German Machinations a Silly Invention

So much for this phase of the subject. The serious part of the matter is not in the discovery of the presence of this drug, but the way in which the newspapers of the country have featured the matter. To ascribe it to German agencies is of course absurd, the newspapers publishing this childish yarn must have known that it was absurd, but it has caused a panic among the housekeepers who in many instances have readily accepted this suggestion. It is this factor that is the serious one for the handlers of these goods; for that reason the merchant handling these lines should be well posted in the matter, and should be able to convince his customers that it is only a comparatively infinitesimal number of these rings that have been affected, analytical examinations of various other brands of packaged rings having shown an entire absence of any undesirable substance, while even among those sent out by the company whose rings have been found to be affected a very large proportion would be found to be absolutely free from any undesirable characteristic.

Extensive Investigation

As has been stated, extensive investigations have been made. Mr. McGillivray, of the Canada Food Board and Dr. McCullough of the Provincial Board of Health of Ontario have made innumerable tests, all of which have demonstrated the fact that no danger was to be feared from the use of these imperfect rings. In view of these facts the Attorney-General of Ontario, the Hon. I. B. Lucas, has made a statement covering the matter. This statement is as follows:

The Attorney-General's Report

"After a conference between the Chief Officer of Health for the Province and representatives of the rubber company by which the rings were manufactured, the Dominion Glass Company and the Food Controller, the following facts were adduced:

"Phenol, or carbolic acid, is used in the manufacture of some of the rings supplied to the glass trade. Some 3,000 gross of these rings were placed on the market. In the preparation of the rings in question, .017, or seventeen one-thousandths of a grain of phenol is used in each. In their further preparation the process used is of such a character that even this trifling quantity would ordinarily become evaporated. In some cases it appears that the phenol has remained in the rings, and in the process of preserving may have communicated its odor, which is very penetrating, to the fruit. A number of chemists, including the chief chemist of the board, have given as their opinion that although odor may have been communicated to the fruit in some cases, there is absolutely no danger to the user of the fruit. These views are supported by the fact that the medicinal dose of phenol is one to three grains, while the maximum amount in a ring is only .017 of a grain. Of that the chairman of the Canadian Research Council says:

Only Small Percentage of Phenol

" 'Traces of carbolic acid were found all right, but the quantity was so small that a humming-bird might have swallowed the whole amount in one of them and not have suffered even a headache.'

"Mr. Rogers, government analyst, reported that in the Bracebridge case, while the rings contained a small quantity of phenol, the fruit showed none. The board has evidence in their possession to the effect that a gentleman had jars of all varieties of the fruit complained of and which had an odor of phenol brought to his home and emptied into glass vessels. Of these he partook freely at successive meals without the slightest ill effect, and further, that on exposure to the air the phenol odor rapidly disappeared. For this reason any fruit having an odor of the kind, which is very characteristic, should be

exposed to the air. There is no need to destroy it.

"Phenol is commonly used as an internal remedy in the dose already mentioned. The fatal dose is about half an ounce.

Absolutely no Danger

"The Provincial Board of Health, having these facts in view, desire most confidently to assure the public that preserved or canned fruit of any kind showing the odor of phenol may be used with perfect safety."

PREFERENCE LIST MAY RESTRICT CANADA

(Continued from page 44)

the mills. As a matter of fact it is becoming a saying among the mill men when they are approached by the warehouse men, 'I have an A-1 desire to serve you, but only a B-4 ability.' The arrangement as it stands at present gives the advantage entirely to the mills.

May Get Less in Future

"It looks as though there would be no increase in the allotment of material for this country. In fact, it really looks as though there might be a considerable cut in the volume of material for the Dominion. The sheet situation is causing not a little worry to a good many of the Canadian houses. There is a queer situation just at the moment. The big mills that can convert from sheets to plate have been ordered to do so by degrees. The first move was that 25 per cent. less billets should go to the sheet mills, that material being turned to the plate rollers. Now there has been notice sent out, and it will be operative in a few days from this, that another twenty-five per cent. shall be taken for the plate producers. The little mill that cannot turn over to anything but the rolling of sheets, is left more alone, and to-day there is more money in the turning out of sheets than in the making of plate. That condition is not likely to run much longer, and it is these purely sheet mills that have been looking largely after the Canadian trade in that particular line.

The "Vultures There"

"There was one mill man in Pittsburg," continued Mr. Near, "who gave me a pretty good outline of the demand for steel. He stated that there were jobbers hanging around there all the time in the hope that there would be a little over on the order of some firm that they might have a chance to buy. They also have the hope that there may be some half-spoiled material coming from the rollers that will not do for contract work. They hang around here for these pickings like a lot of vultures most of the time. Anything that is steel —that is about the extent of their specifications. He laughingly compared this to the specifications that the Canadians brought down, expecting to get them attended to at the mills at once. The Emergency Fleet Board has a faculty of sending out specifications for a lot of work that has been carefully worked out in advance and which requires an immense amount of care in the mills. There is generally a grand scramble to see if this particular order can't be loaded on to some other mill.

Have No Ruling

"As a matter of fact," concluded Mr. Near, "the Canadian warehouses have no ruling or standing at Washington. We are now, and have been for some time, practically at the option of the mills as to whether we keep going or run out of stock. The trade is gradually working into a narrower margin and I can't see anything that would make me believe that the situation is likely to be relieved in the near future."

SELLING CANADIAN HARDWARE ABROAD

After the winning of the war, says *Financial Post*, the best business minds in Canada are giving their thought to organizing Canadian trade so that we may be able to sell enough surplus goods made from Canadian raw material to enable us to pay our taxes and other debts arising out of the war, like pensions to the splendid men who have fought for us at the front and to their families who have been bereaved.

A number of public-spirited men have contributed large sums of money to carry on the work of organization. Sir Thomas White very wisely tells us we must produce, produce, produce. The Government, supported by the country, is preparing to spend large sums of money extending our foreign trade. Even one whose vision is as narrow as that of the editor of the Toronto *Telegram* must see that one of the things absolutely necessary to enable Canadians to live under the heavy taxes now upon us and still greater taxes to come is that we must sell more goods in foreign markets.

With all these interests agreeing upon and working towards this end we find a highly placed Government expert throwing obstacles in the way of this development, M. E. Nichols, director of public information.

The manager of HARDWARE AND METAL, the weekly business paper, encloses a letter received from the Rideau Specialty Co., Smiths Falls, Ont., which he says is typical of information he has received from many others. The letter says in part:—

"We have been securing quite a considerable business in Australia, South America and New Zealand, and in each instance it was our small advertisement in HARDWARE AND METAL that secured this business. We feel thankful that we advertise in your paper because it brings results."

The manager says further it would cost many thousands of dollars and take years for a representative of a Canadian firm to call on the 1,200 foreign buyers of Canadian metal goods who receive HARDWARE AND METAL.

In the face of this, Mr. Nichols, who has failed in his attempts to run two daily newspapers of his own, has the presumption to place his opinion before all these business experts and say that business papers, like HARDWARE AND METAL and *The Financial Post*, are of no public value, perform no public service and should be eliminated from the newspaper mails.

Flashlight Would Have Saved Loss of $40,000

A fire loss of $40,000 would have been prevented in Montreal this week by the use of a flashlight costing one dollar. A lad employed by the drygoods store of Thomas P. Oakes at 709 St. Catherine St., East, was sent into the basement to get some cotton. In order to find what he was looking for he struck a match. The burning match fell on some cotton and in a few seconds a fierce blaze was in progress. The lad was so terrified at the sight of the fire which he had accidentally started that, after screaming "Fire" a couple of times, he fainted. The employees called the department and when the fire fighters arrived the flames were spreading through the whole store so fast that they could do little to save the stock. They got the unconscious boy out of the basement. The fire was so fierce that a second alarm was sent in and for a time it looked as if the entire block would go up in smoke. Two firemen were overcome by smoke and had to be rushed to the hospital. After a two-hour battle the blaze was checked and the loss will be all of $40,000.

It is simple little accidents like this that have sent Canada's fire losses soaring in the past few years. Last month alone the fire loss in the Dominion was $3,034,000. The fire losses in the United States and Canada for the eight months ending August 31 were $200,036,285. Many of the losses were due to "accidents" or "carelessness." In this case at Montreal had the boy been provided with a flashlight there would have been no fire. There is a big selling point here for the retailer to make in selling flashlights.

HARDWARE LETTER BOX

Jumbo Heater Stoves

Kindly let us know who makes Jumbo heater stoves.—W. E. Lord Co., Ltd., Red Deer, Alta.

Burrow Stewart & Milne Co., Hamilton; branch at Winnipeg.—Editor.

* * *

Standard Sewing Machine

Can you advise us if the manufacturer of the Standard Rotary sewing machine, made in Cleveland, O., has a Canadian branch?—J. A. Elwes, Paisley, Ont.

The Standard Sewing Machine Co., Cleveland, O., by whom this machine is made, are represented in Canada by Geo. Nunn, 23 John street So., Hamilton, Ont. —Editor.

American Automobile Shows Are Cancelled Because of Exigencies of War

THE National Automobile Chamber of Commerce has canceled the national automobile shows of 1919, to have been held during January and February in New York and Chicago, at the request of Bernard M. Baruch, chairman of the War Industries Board, and George N. Peek, commissioner of finished products.

Going further to meet the views of the War Industries Board, the automobile industry leaders have urged promoters of local shows for automobiles, trucks, or accessories to abandon all plans for such during the coming winter.

Desire for Co-operation

The reason given to the industry for this action by the Automobile Chamber of Commerce is a desire to co-operate with the War Industries Board in plans for conservation of fuel, labor, and transportation.

The question of advisability and practicability of holding these shows, both national and local, was taken up with the War Industries Board, by Hugh Chalmers and Alfred Reeves, of the National Automobile Chamber of Commerce. Mr. Peek strongly urged that all such exhibitions be abandoned for the winter. Mr. Chalmers presented the views of the War Industries Board to his chamber of commerce, and Mr. Peek has received from Mr. Reeves, general manager of the chamber, a letter stating that the directors of the chamber concurred unanimously in the opinion of the board and has adopted the following resolution:

Text of Resolution

"Resolved, That the promotion of national automobile shows during the winter of 1918-19, with consequent use of transportation, fuel, and labor, would in the opinion of this board be inconsistent with the patriotic obligations of the industry and that, therefore, national shows be suspended until further action of the association.

"Resolved, That for reasons expressed in the foregoing resolution, promoters of local and other shows be respectfully requested not to hold automobile, truck, or accessories exhibitions during the winter of 1918-19."

This action may have an important bearing on Canadian auto shows, which were in contemplation. Only recently, after a great deal of discussion, it was decided to hold an sautomotive show in Montreal. This exhibition is to include many lines of practical war value, especially tractors.

Retailers Are Being Asked to Check All Accounts Accurately

THROUGH the medium of the retail credit men's associations, boards of trade, chambers of commerce, and wholesalers and jobbers Commissioner of Internal Revenue Daniel C. Roper is sending to the retail merchants of the United States a personal letter urging the necessity for maintaining an accurate system of accounts.

The $8,000,000,000 revenue bill now pending in Congress means an average tax of $76 for every man, woman, and child in America. "In many businesses," says Commissioner Roper, "taxes will be one of the largest items of expense. It is of the utmost importance, therefore, that every concern, large or small, whether corporation or partnership, or individual, shall maintain an exact record of its receipts and expenses, in other words keep accurate accounts. Taxes should be considered as an expense for the year for which they are assessed rather than for the year in which they are actually paid, and the necessary reserves should be provided at once.

No Special System

"No special system of accounts is prescribed by the Bureau of Internal Revenue, but the books should show in detail inventories, purchases, sales, capital investments, depreciation, and similar items required in making up income tax returns.

"Every merchant should study the income-tax law and regulations and see to it that his accounts are kept in a manner that will enable him to determine his net income for taxation purposes. Aside from the necessity of keeping systematic accounts in order to comply with the Government's requirements, every progressive merchant should adopt an approved accounting system for the good of his own business. In no other way can he further his financial interests more effectively.

Bad Debt Losses

"The bad-debt loss of the nation, which runs into large figures annually, is due in large measure to inexperience and inability. If merchants would keep even the simplest books of account the bad-debt wastage would be reduced materially, for inability and inexperience are usually marked by the absence of an accounting system.

"The man who knows the exact conditions of his business from day to day has an immeasurable advantage over the individual who has no records upon which to base his operations. It is the duty of every citizen, especially in these war times, to keep in such close touch with his business through record keeping and otherwise as to maintain the greatest efficiency and render to his Government every cent due in taxes."

Standard System

It is expected through the various agencies employed by the bureau to place one of these leters in the hands of practically every retail merchant in the United States. The National Association of Credit Men, with headquarters in New York, not only has assured the bureau of its cooperation in the dissemination of the letter, but it is at work on a uniform system of accounting to be supplied merchants at cost.

Cause of Failures

"Credit men generally," said a representative of the national association, "have found by experience that a large number of failures result because the men who fail do not have a regular system of acounts, and, therefore, do not know their financial condition from time to time. The National Association of Credit Men recognises this condition and has been co-operating with retailers in a movement to remedy the situation."

Must Make Reports

Persons, corporations, partnerships, and associations liable to any tax imposed by the war-revenue act are required to keep such records and render under oath such statement of their accounts as the Commissioner of Internal Revenue may prescribe.

By adopting and maintaining an accurate system of accounting, the merchant, it is pointed out by Commissioner Roper, will be able to place before the internal revenue inspector book records showing how he arrived at his statement of net income, thus saving himself annoyance and expense and at the same time facilitating the Government's task of collecting the war revenues.

TRADE INQUIRIES

683. **Brushes.**—A London company of importers, exporters and agents possessing representatives in all the principal cities of the United Kingdom, and also in France, and claiming a large connection with buyers of brushes of all kinds, which they purchase outright or on commission, invites correspondence and samples from Canadian manufacturers, with a view to post-war business. Canadian, American and English references.

684. **Gardening implements and tools.**—A firm of importers, exporters and agents, represented largely in the United Kingdom and France, would be glad to hear from Canadian producers of gardening implements and tools, and to inspect samples, with a view to after-the-war business. Canadian, American and English references.

688. **Electrical material and machinery, etc.***—A house in Milan wishes to act on a commission basis as sole agent for the whole of Italy for Canadian firms interested in exporting to Italy electrical machinery, metals, iron and steel pipes for gas and water installations and for aviation.

691. **Agency.**—A firm in Milan would act as sole agents for Canadian companies on any of the following products: Metals, lumber, machine tools, electrical and railway material, chemical and colonial products.

*These inquirers specially state that they are interested in hearing from Canadian companies for after-the-war trade, even if present shipments are impossible.

THE CLERKS DEPARTMENT

THE OFFICIAL STEEL-BUYER FOR THE ALLIES SOLD NEWS

Almost Drowned in the Johnstown Flood—A Street News-vendor—A Messenger at $5.00 a Month, J. Leonard Replogle is Now Worth Many Millions

Young Replogle underwent a terrible experience, says B. C. Forbes, in "Forbes' Magazine." The sixty-foot wall of water which broke loose from the reservoir on the hills swept the Replogle home from its foundations. At the instant the upheaval came all the family were clustered around a bed, kneeling in praper. An aunt and cousin were at once killed. As the house reeled and pitched on the tumultuous tidal wave the Replogles clung to whatever they could seize. The mother clasped a three-months'-old babe and not once during the two miles of terrible tossing which was suffered did she release her hold. Finally the house was thrown against the Pennsylvania Railroad stone bridge. Through the whole horrible night the family crouched on rafters in intense cold, for every one of them had been immersed in the water oftener than once.

An Inquisitive Messenger Boy

In the morning the father succeeded in making his precarious way from one stranded house to another for help, and the mother and babe and the other children were rescued. They saved their lives but nothing else.

All "Len's" hopes of entering college vanished. He must immediately find work. He applied at the largest works in Johnstown, Cambria Steel, and was taken on as a messenger boy. His chief duty was to carry messages from the head office in the center of the town to the laboratories and the plants. It was not his business to study what any of the reports he carried meant. It was not his business to learn the difference between pig iron and tempered steel. It was not his business to poke his nose and his eyes into every department of the works while delivering his messages or at the lunch hour.

But Messenger Replogle did all these things. In the evenings he read whatever boks he could lay his hands on which discussed steel. He contrived to spend every spare moment in the laboratories.

The messenger was a nuisance to the laboratory workers—but was attracting the notice of his superiors in the office by his extraordinary intelligence, his boundless zeal and his restless energy. It was not long before he was promoted to the shipping department.

His dependability later won him the position of timekeeper. The position gave him an insight into other phases of how the company was run, but his inclinations ran to the physical manufacturing steel products. His laboratory knowledge was steadily widened, and by-and-by he came to be recognized as something of an expert on the treatment of metals by heating and the effect of adding different alloys to the new material.

The railroads were then having trouble with axles. The axles then in use were not always able to withstand the strain of increasing car loads and the greater speed introduced by the railroads. Young Replogle was made assistant superintendent of the forges, axle and bolt department. Bolts were added to his list largely because he had invented a thread-rolling machine which could turn out bolts faster and cheaper than anything then in existence. Replogle had such success in improving the composition and the strength of axles that he was soon made chief superintendent of the department and it was under his managership that Cambria won fame and millions as the maker of steel axles which rapidly displaced the old iron ones. These new axles were produced by what was called the Coffin process.

The Cambria had hit upon a good thing. How could they best profit by it? Their axles, treated scientifically by heat and with the proper chemical ingredients, were better than anything the railroads were using. But Cambria's problem was to convince the railroads of this fact—and to book orders. The management laid their heads together.

"Why not put 'Rep.' on the job?" they concluded. "He knows the whole business from A to Z. He knows how to talk the language of the fellows who handle the axles as well as the highbrows interested in their composition. And he probably will develop into a crackerjack salesman with that smile of his and his genial ways."

A Master Salesman

And Replogle made good — 100 per cent. good. He could talk chemistry to chemists. Laboratory sharks could not trip him up, for he knew all their tricks and formulas. He could explain to practical men exactly how and why Cambria's axles would outwear the iron ones and save a lot of money. He could handle buyers, too.

This master salesman was once questioned—what was the chief secret of successful salesmen, what was the key to the art?

"I know nothing about the art of salesmanship." he replied with a broad smile. "The only thing I have learned is that a salesman should be a good listener. Many salesmen try to do ninety per cent. of the talking and hardly let the other fellow get in ten per cent. Now people have their own troubles and their own problems, and you have to show a proper interest in them. You are far more likely to get an order from a man if you try to understand his position and enter sympathetically into his problems than if you rattle off a line of talk of your own. I tried always to put myself in the other fellow's place and, of course, if I was ever able to make a suggestion I was only too glad to do so. But there is no 'art' in that. That is simply exercising common-sense and being human."

Of course, Replogle's record impressed the management. He booked so many orders and cracked so many hard-selling nuts that he was made superintendent of the order department. But Replogle was more than a salesman. He had studied the steel business from under-the-ground up. So he was appointed first assistant to the president, Charles S. Price, who was very proud of his "find." So much faith had President Price in his brilliant young aid that, when obliged to take a long leave of absence because of ill health, he delegated all his duties and powers to Replogle.

At thirty-six J. Leonard Replogle was in charge of the plant which he had entered as a $5-a-month messenger boy. And under the ex-messenger boy's regime Cambria broke all its records for production and profits.

Ascribes Success to Baseball

When President Price resigned and William H. Donner was elected his successor, Mr. Replogle was made vice-president and general manager of sales, removing to the principal office of the company at Philadelphia.

"To what particular thing do you ascribe your early successes?" I once asked Mr. Replogle.

He laughed outright. His reply was typical of his modesty.

"To having been manager of the Johnstown baseball team. I know this is true because Mr. Price, our president, said so himself. He used to declare that it was the way I ran the team that took his fancy, and it was a good team, too," Mr. Replogle added quite seriously, showing more enthusiasm over this part of his career than any other I tried to get him to talk about. "Don't you know," he continued, "that the Johnstown baseball team was the finest independent team in Pennsylvania and that it licked every other team outside of the National League?"

Mr. Replogle didn't say that his success was in any measure due to the fact that for eighteen years he started work before seven o'clock every morning and that from the time he was given charge of other men—a thousand before he was twenty—he never quit until he had seen the night force safely started.

That a new star had risen in the steel firmament became generally known throughout the steel world. Various offers were made Mr. Replogle. One concern was willing to give him the salary paid the President of the United States. He had larger visions.

In time the kind of opportunity he sought came to him. The American Vanadium Company, after trying all other means, offered to engage his services on a commission basis. Under the arrangement finally made, if Mr. Replogle could not increase the company's business beyond its previous maximum

he would earn practically nothing; if he could expand it to new proportions he would share in the results.

This was a sporting proposition. It appealed to Replogle. He would have to win out or drop out.

Also, vanadium was a material dear to Replogle's heart. Here was a species of metal better than anything which he or anyone else could produce with all their chemical skill at Cambria or elsewhere in the United States. It had sold at $4.800 a pound twenty-five years before. It combined extraordinary strength with relative lightness — that is, a given weight and thickness of steel treated with vanadium would withstand strains and carry loads which would kill a like weight and thickness of other steel. It opened up new engineering possibilities.

Vanadium Mining Difficult

There are romance and difficulties attached to producing vanadium. The world's greatest deposit of vanadium ore is over three miles up in the air, so to speak. The Vanadium Company's mines are situated more than 16,000 feet up the Andes Mountains in Peru, up near eerie, snow-clad mountain peaks where the air is so rarefied that very few animals can exist in it. To lay a railroad or even build roads up the precipices which lead to the ore beds would be an utter impossibility. Not even horses, not even mules, not even donkeys can scale the mountain paths. Every pound of ore has to be strapped to the backs of llamas, those curious mountain-climbing beasts. Some 10,000 of them are constantly employed carrying the ore on the first part of its journey to the port of Callao, whence it is shipped to Pittsburgh, smeltered and wrought into vanadium steel.

So in the spring of 1915 he severed his connection with Cambria and became vice-president and general manager of sales for the American Vanadium Company with offices in New York. In the first month he didn't earn expenses; in the second month he was a little ahead —he maintained his own selling organization both here and in the principal cities of Europe, paying for them out of his own pocket. In the third month his income was quite good. Within a year he had expanded the company's business so that he was earning several times the salary of the President.

As with iron, Mr. Replogle tested and experimented with vanadium and found it adapted for many purposes beyond the reach of ordinary steel. Automobile manufacturers became convinced that they could use it most advantageously for certain purposes. It was the ideal material, also, for certain classes of the enginery of war—submarines, aero-guns, aeroplanes and big guns. Its power of resistance also made it invaluable for such things as steel helmets.

Within two years James J. Flannery, the creator of the vanadium industry, who was then the president, insisted that his friend "Rep." should take the presidency and relieve him of his many burdens. Mr. Flannery as chairman, and Replogle as president, are now the dominant factors in the vanadium business.

But meanwhile Mr. Replogle was planning and doing other big things. He blossomed out, not merely as a maker and seller of steel, but as a financier.

Quickly grasping what the European war would mean for the iron and steel industry, Mr. Replogle in 1915 began to look around for plants which he might acquire. Mr. Schwab had conceived the billion-dollar United States Steel Corporation; and now Replogle conceived plans for organizing an enterprise second only to it. His first thoughts naturally turned toward Cambria Steel. Although by this time he had left that company, he well knew its potentialities as a money-maker. His vision also reached to other plants.

Now it so happened that the courts had instructed the railroads to dispose of all outside interests and confine themselves to transportation. The Pennsylvania Railroad owned 240,000 shares of Cambria Steel, enough to form the basis of swinging control. Mr. Replogle approached the Pennsylvania people.

"I assume your Cambria Steel stock is for sale?" he asked the executive in charge, Vice-President Tatnall.

Mr. Tatnall said it was.

"What's your price?" asked Mr. Replogle in business-like fashion.

Cambria shares were selling around their par value of $50, but the Pennsylvania wanted a higher figure. A price of $60 per share was mentioned.

"I'll give you $750,000 for a three months' option on them at your own figure of $60 a share," Mr. Replogle boldly purposed. This dicker, with certain modifications, was agreed to.

Fights for Control of Cambria

Whispers of what had happened began to circulate in steel and financial circles, and President Donner, of Cambria, immediately started to fight for control. Neither he nor Replogle could plunk down the $15,000,000 involved. But each had friends and a battle royal for mastery of Cambria began. Mr. Replogle had been accumulating Cambria shares for his personal investment for years. And now lively activities ensued. Finally one Tuesday the Pennsylvania told Mr. Replogle that they would give him until Friday to raise the $15,000,000. They would not deal with any syndicathe; they would deal only with him.

Among others who had spotted the new steel wizard was the powerful international banking house of Kuhn, Loeb & Company. Negotiations were opened by the Kuhn-Loeb-Replogle-Campbell combination for the acquisition of control of the big Lackawanna Steel Company, the Youngstown Sheet and Tube Company, and the Inland Steel Company. The proposal was to merge all these enterprises and also Cambria Steel into a $250,000,000 organization, a new steel trust of formidable dimensions and capabilities, with Replogle as its practical head.

Another influential group headed by ex-President W. E. Corey of the Steel Trust and backed by tremendously powerful financial interests entered the field and competed for control of some of these properties.

The merger rumors sent the various stocks skyward. Cambria shares rose from $60 to $80 amid much excitement in Wall Street. Wall Street dearly loves mergers and merger rumors and reports.

Without warning, the Lackawanna Steel people kicked over the traces and refused to sell. In half an hour J. Leonard Replogle knocked at the office door of Mr. Corey, head of the other merger group.

"Do you want to buy Cambria?" asked Replogle.

"I might. How much?"

"Eighty-one dollars a share."

"It's a go. I'll take it," said Corey.

And before the news became known that the great Cambria-Lackawanna-Youngstown-Inland merger was off Replogle had signed and sealed his bargain with Corey—at a price higher than the shares had ever reached, even during the heat of the merger anticipations. When the news leaked out that the combination had fallen through the shares naturally relapsed. But Replogle had cleaned up over $8,000,000 for himself and his associates.

Even the presidency of American Vanadium, by far the greatest company of its kind in the world, could not absorb all Replogle's energies. The company was doubling and tripling and quadrupling its sales all over the globe; but he had still greater ambitions — and the capital with which to carry them out. He acquired the Wharton Steel Company of New Jersey, a concern owning three blast-furnaces and a twenty-two mile railroad connecting the Lackawanna, the Erie and the Jersey Central, a little road which promises to become of peculiar value. This latest acquisition of Replogle owns some 150,000,000 tons of iron ore and it is the young steel wizard's intention to develop it into a big steel producer.

Appointed Director of Steel Supply

His Government's call as steel adviser to the War Industries Board came to Mr. Replogle early in November, and his appointment as Director of Steel Supply of the United States and Allied Governments followed on November 14th.

No sooner had the new Steel Director taken office than the heads of every iron and steel plant in the United States were called to Washington. The prices which the Government and the Allies should pay for various products were threshed out at long, laborious meetings. Replogle knew exactly what it cost to turn out each class of material, he knew all about transportation charges, he knew all about the location of raw materials. All cards were laid on the table face up, and in a businesslike way prices were determined.

Regulate Distribution of Brass Condensers

Following a conference between American brass manufacturers and representatives of the Navy and the Emergency Fleet Corporation, it was decided, in order to conserve brass, to regulate distribution of surface type condensers, which are essential to ships

There are about 45 manufacturers affected by the decision. They are being notified to take no further orders and enter into no new contracts for sale or to sell or deliver to any purchaser, Government or civilian, except on a permit issued by the War Industries Board.

The manufacturers will be permitted to fill, where possible, existing orders with nonferrous condenser tubes on contracts for shipment prior to January 1, 1919. On contracts after January 1, 1919, the manufacturers are urged to put steel tubes on condensers for land uses, and are directed to send immediately estimates for steel required for this purpose.

Some months ago the Government took over control of and distribution of the turbine engine industry because of the shortage in the supply and their essential need in the Navy and Emergency Fleet war program. The nonferrous condenser is an essential integral part of the turbine, and shortage in its production caused the Navy and Emergency Fleet Corporation officials to appeal for Government regulations of production and distribution.

The effect of the taking over by the Government of the surface type condenser tube industry was considered carefully by the brass manufacturers

Move to Eliminate Paint-Selling Helps

Paint Manufacturers' Association of the United States Intimates That Very Large Reduction May be Made—In Line With General Conservation Policy—Suggestions in Detail

ALL along the line and in increasing numbers come orders to get behind the movement to minimize unessential effort and unnecessary expense in the marketing of products. This time it is suggested elimination of expense and conservation of efforts in furnishing the hardware and paint dealer with the selling help he has been given so lavishly for many years past. In accordance with the above desire the following letter has been sent to paint and varnish manufacturers everywhere on the Continent and Canada has been asked for an expression through the manufacturing trade.

To Paint Manufacturers:—

In line with the necessity of practicing conservation of materials, men and money and practicing the strictest possible economies in the conduct of our affairs, the War Service Committee of the paint manufacturing industry gave serious consideration to the question of extravagant use of advertising matter and features of various kinds, into which extravagance the industry has drifted over a period of years, because of competitive or imagined competitive conditions.

Got The Facts

The War Service Committee, considering the matter of sufficient importance to warrant careful consideration, delegated to the writer the responsibility of going into it in detail, which was done through a meeting attended by principals and advertising managers of several of the larger companies. This meeting considered in detail all of the various advertising features in general use and prepared the attached set of recommendations, which are forwarded to you at this time with the approval and strong endorsement of the War Service Committee, and the recommendation from that committee that the suggestions as made be adopted by all paint manufacturers.

Hope For Saving

The recommendations of the committee are being sent to you at this time in advance of the period when it is likely that manufacturers will be arranging for their supplies of advertising features for another year. The earnest hope is expressed that all manufacturers will be governed by these suggestions which will result in a substantial saving of material required for the preparation of the discontinued advertising features, in the saving of man-power required to prepare such features and in a substantial money saving to manufacturers.

If there are any points not perfectly clear in these recommendations or any suggestions which occur to any manufacturer upon receipt of the attached, will be very glad to hear from such manufacturers promptly.

Very truly yours,
ERNEST T. TRIGG.

The Recommendations

This letter emanated from the office of the secretary of the Paint Manufacturers' Association of the United States and the following are the recommendations in detail:

Color Cards

To be continued, strongly recommend to manufacturers that in the case of specialties such as stains, enamels, etc., that they do not use more than one size of card for each line; that is to say, in the case of varnish stain, for instance, where the full line is eight colors, do not get up a six or four color card, have just the one color card showing eight shades. Recommend that the distribution of color cards be made in a limited way and only upon definite request. Imprinting of the dealer's or jobber's name on color cards and literature of every description to be entirely eliminated.

Descriptive Literature And Price Lists

These should be prepared with care and employed only where it is considered absolutely necessary; such descriptive literature to be furnished in limited quantities for dealer distribution over the counter only. Not more than one piece of descriptive literature shall be employed for any one product, and manufacturers are urged to consolidate, so far as economically consistent, the various items of their manufacture in one feature. Imprinting of the dealer's or jobber's name on color cards and literature of every description to be entirely eliminated.

Window Displays

It is recommended that manufacturers be limited to supplying the dealer with not more than one window trim or window display feature intended for use as such, within a year, and that all window signs or signs of any kind heretofore furnished by the manufacturer requiring light or power for operation be eliminated.

Outside Signs

Eliminate dealer's field, road and fence signs; eliminate wet paint signs. Not over one type of so-called agency sign is to be furnished by any one manufacturer to the dealer. Each manufacturer shall determine the type of such sign which he will use and adopt as his standard. All special signs of every nature to be eliminated.

Inside Signs

Under this heading are included counter display cards, wall cards or cards or boards of any description with or without color chips or paddles, cabinets for displaying colors or containing packages of colors, counter cut-outs, etc. It is recommended that no manufacturer shall employ more than one inside feature at any one time applicable to any individual product.

Direct Mail Advertising To Consumers For Account of the Dealers

It is recommended that manufacturers restrict mailing of circulars or printed matter of any type or description to lists of carefully selected names known by the dealer to be actual consumer prospects, and that such lists be circularized by the manufacturer in the interest of the dealer, not over three times per annum.

Souvenirs, Novelties, Etc.

Everything coming under this description such as painters' caps, overalls, yard sticks, rules, painters' paddles, pencils, premiums, souvenirs for distribution, either through the dealer or at fairs, bazaars, conventions, etc., to be absolutely eliminated.

Stationery, Business Cards, Etc.

All letter heads, envelopes, bill-heads and stationery of every character, business cards, blotters, time record books, memorandum books, etc., must be absolutely eliminated.

Dealers' Counter Books

Counter books of every description such as have heretofore been furnished by some manufacturers to dealers are to be eliminated.

Trade House Organs

The publishing of house organs for all classes of trade to be eliminated.

Calendars

Calendars of every description, and for all purposes, are to be eliminated.

Lantern Slides and Moving Picture Films

These, when furnished to the dealer for use in local moving picture places are to be discontinued.

In addition to the foregoing it is also recommended that any other direct forms of advertising features now being used, which are not approved, shall be eliminated.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

SHARP advances have been made in reaping hooks and scythes, and some minor changes are also in evidence on harvest tools. Booking orders for spring are being accepted on basis of prices now adopted. Manufacturers of scythes intimate that they are eliminating from their product all features of appearance which in no way add to utility of the tools. This is done with a view to conserving labor and utilizing what material is available for only such purposes essential to efficiency.

Wood handles are again on the move upward, and an advance amounting to about 10 per cent. is now effective. This change does not embrace team and carriage goods, such as neckyokes, singletrees and doubletrees, the discounts on these remaining the same.

Higher levels have been reached on clay picks, rock picks, short and long cutter mattocks, grub hoes, wrecking bars and crowbars. The new prices named show an advance of about 10 per cent. over former figures, and there is no indication that the peak has yet been reached.

Stocks of galvanized sheets are becoming badly broken, 10¾ oz. and 28-gauge being virtually off the market, although the heavier gauges are not so scarce. A full range of gauges will be available in black sheets in a couple of weeks' time, it is expected. At least one jobber has been assured that shipments will be made this week from the mills, but distribution of these will be made to manufacturers engaged in essential war industries.

There are to be no more sheets released for commercial purposes, according to latest advices from the United States War Trade Board. Should this ruling stand stove manufacturers will be severely hit, their output of steel ranges, gas stoves and kindred lines depending on the release of sheets. Manufacturers of metal sidings, ceilings, roofings, eavetrough and conductor pipe are also feeling the restrictions very severely, and this new development will affect many other industries as well.

Lapweld wrought pipe has advanced from 5 to 10 points, and in some of the better grades prices on sizes larger than 2-inch have been withdrawn altogether. Steel pipe supplies are becoming very light, and greater dependence must be placed in deliveries of genuine wrought iron pipe.

Prices on poultry netting for spring are slightly higher, and increases are to be noted in quotations issued on plumbers' oakum, copper and brass rods, tubes and sheets, lumbering tools and some makes of shotguns.

Linseed oil has advanced 5c per gallon in some quarters, which serves to narrow the range of quotations materially. Turpentine is reported scarce locally, but shipments now rolling will relieve the situation in that respect. Primary points show a slight easing off, and indications are that prices may fall still further. Shipments abroad have not been as heavy as last year, and in spite of lighter production stocks in hand are heavier. Rosin is the reverse, an advance being registered for the week, and higher levels looked for.

MONTREAL MARKETS

MONTREAL, September 19.—Price advances this week are important, including changes for scythes, snaths, harvest tools, lumbering tools, cast steel, poultry netting, fork and other handles, crowbars, door closers, cross cut saws, dry batteries, wheelbarrows, etc. Indications point strongly to additional advances for various lines of builders' hardware. Food choppers are very firm. The nail market is active and supplies none too plentiful. Business has opened up well this season already and the only cry is that for goods.

It would seem that the price of various hardware will show larger increases than usual, the scarcer various manufactured goods become. This is brought about through the ever increasing labor, transportation and raw material costs, and the jobber is confronted to-day with a real lot of difficulties that are quite unique and quite unusual in the history of the trade.

Picks And Mattocks; Dry Cell Batteries Up

Montreal.

PICKS, MATTOCKS, BATTERIES.—Increased prices are in effect for clay and rock picks, mattocks, etc.; 5 to 6 lb. clay picks are quoted at $12.00 per dozen; 6 and 7 lb. at $12.75, and 7 and 8 at $13.50. Grub mattocks and pick mattocks are $13.25 per dozen. Columbia batteries are advanced and the new prices are as follows: No. 6, per bbl., 38c each; lots of 50 to 125, 40½c; 12 to 50, 41½c, and in smaller lots, 45c. These prices are f.o.b. Montreal, while the Toronto price in barrels is 31c each.

Wheelbarrows Higher; Crowbars And X-Cut Saws

Montreal.

SAWS, BARROWS, CROWBARS.—Advances this week are made for various wheelbarrows. Some of the new prices are as follows: Folding wood style, $60 per dozen; No. 1 F, $65; No. N.C.S., $46.50; No. 1 C.S., $75; No. 2 C.S., $96; No 3 M.S., $144; Tubular No. 4, $200, and Sterling No. 6, $144. Simonds X cut saws, No. 237, one man style by 3½ ft. are $2.70 each; 4 ft., $3, and 4½ ft., $3.30. Crowbars are advanced to $10.50 per 100 pounds.

Door Closers, Handles And Snaths Marked Up

Montreal.

SHELF HARDWARE, HANDLES,

SNATHS.—Advances for door closers of Yale and Towne Canadian make only are announced and the increase approximates about 7½ per cent. Handles are again up and this is effective at once through a change in the discounts. All hickory handles are now list plus 10 per cent. All others are net list, excepting hay fork, hoe, rake, manure fork, etc., which are 10 per cent. from the list. Snaths are higher in price, too, the prices in the current list prevailing here now, and approximating an advance of 10 per cent.

Poultry Netting Up; Harvest Tools Firm

Montreal.

NETTING AND HARVEST TOOLS.—Increases in the price of Canadian poultry netting are announced here, the former discount obtaining, 15 per cent., being reduced to 12½ per cent. from the list. Prices on harvest tools for spring shipment are also announced, the discount named being 17½ per cent.

Scythes Advance $2.50; Lumbering Tools, Too

Montreal.

SCYTHES, LUMBERING TOOLS.—A straight increase of $2.50 per dozen is made in the prices of scythes. Current lists elsewhere have the new quotations. Lumbering tools also are higher and this line is selling at 10 per cent. advance on list, the previous arrangement being based on net list.

Heater Sales Heavy; Iron Handles Firm

Montreal.

STOVES, HEATERS, WARES.—A most satisfactory volume of business is being done by the manufacturers at this time in heaters. Orders are being readily filled and if this can be kept up throughout the season it will be a fortunate matter. The undertone is strong and a further increase in prices will not be very surprising, labor costs and material being the big factors confronting the maker. There is a much better movement, too, of stoves and ranges, which are on a very strong price basis with advances again probable. Wares, on the basis of revised discounts made last week, are selling remarkably well, and one of the large manufacturers stated to HARDWARE AND METAL that it did not seem to affect sales materially.

Sad iron handles are firmly held, the No. 1 being quoted at $1.40-$1.65 dozen, and Universal $1.85-$1.90.

Gasoline Demand Less; Scarcer, Too

Montreal.

COAL OIL AND GASOLINE.—If the users of cars do not let up on their use of gasoline unnecessarily, it is very probable that a drastic measure will curtail the use of this commodity in the immediate future. Opinions differ as to the extent to which cars were used last Sunday. In any case the importers of gasoline state that, notwithstanding a decreased sale in this district, supplies are short. Prices are steady but have not changed, although a recent revision of price in the States to cover advancing costs through freight, etc., may be reflected here soon. For motor grade 34c is still prevailing. Coal oil sells still at 19c for Royalite, and at 22c per gallon for Palacine and Electroline.

Jute Prices Higher; Hard Fibres Steady

Montreal.

ROPE AND CORDAGE.—The feature of the week is that of an advancing basis for jute products. Soft fibres are unsettled and increases have been frequent. A real shortage of cotton products is indicated through most recent reports and this is borne out in a further increase in the cotton rope market, although the quotations elsewhere cover the prices asked here. Movement is better than it was, although this could be accelerated greatly.

Wire Nails Reported Scarcer; Baling Wire

Montreal.

WIRE AND NAILS.—Considerable business is being done by jobbers in wire nails. They are very much occupied with orders from both city and country sources and there is some expressed difficulty in maintaining a full line. The undertone is steady and very firm, with wire nail base price still $5.35 and cut nail base $5.60. Standard smooth wire 0-9 gauges is quoted yet at $6.25. There is a reported scarcity of baling wire at this time and the market is strong.

Tendency to Increase Sheet Prices Oftener

Montreal.

SHEETS.—While favorable prices are still obtainable on galvanized and black sheets, everywhere the comment is made that supplies cannot last and that they will be much shorter from month to month. Some are making revisions in accordance with their stocks now in hand and the market still has a range for this reason that would not otherwise obtain. There is considerable movement in some gauges and the only way to replace stocks is to produce evidence that they are to be used in essential war work.

BLACK SHEETS—	Per 100 lbs.		
10 gauge	$9 75	$9 75	$11 50
12 gauge	9 50	9 65	11 00
14 gauge	8 25	9 00	7 95
16 gauge	8 40	9 15	8 00
18-20 gauge	8 50	9 25	8 05
22-24 gauge	8 75	9 60	8 10
26 gauge	9 70	9 75	8 15
28 gauge	....	9 90	8 25
GALVANIZED SHEETS—			
10¾ oz.	$10 00	$10 50	$10 75 $12 00
28 gauge	10 20	10 25	10 40 11 65
26 gauge	9 90	10 00	10 10 11 35
22 and 24 gauge	....	9 75	9 90 11 15
20 gauge	....	9 60	9 70 11 05
18 gauge	....	9 45	9 70 10 95
16 gauge	....	9 35	9 55 10 85

NOTE.—These prices are for full bundles, an extra charge of 25c per 100 lbs. is made for broken lots.

Cast Steel Again Up; Rods and Bars Firm

Montreal.

STEEL AND IRON.—A considerable amount of interest centres around the probability of control over all steel prices being centred in the general committee of the American Iron and Steel Institute. This will doubtless be the arrangement, when made, that will govern the situation here. In the meantime it is none too easy to procure requirements for the trade, the volume of business being very good. The feature of the week is that of an advance for Black Diamond cast steel, making the price now 22c per lb.

Common bar iron, per 100 lbs.	$4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 22

Old Scrap Has Been Picked Up; Unchanged

Montreal.

OLD MATERIALS.—The buyers of old material are not receiving a great deal from the country, and they interpret this to indicate the scarcity of supplies out in the remote parts. Business is still very fair in some lines, while a dragging condition obtains for others. The quoted prices are steady and without change of any sort.

Tea lead	0 05	0 05¾
Heavy lead pipe	....	0 07½
Yellow brass	....	0 13½
Red brass	....	0 23½
Light brass	....	0 08
Scrap zinc	0 06½	0 06¾
Heavy copper	0 24	0 24½
Wrought iron, No. 1, per gr. ton	26 00	27 00
No. 1 machinery cast	38 00	40 00
Heavy melting steel	22 00	23 00
Pipe scrap	18 00	20 00
Stove plate, per ton	26 00	28 00
No. 2 busheling	13 00	14 00
Old rubbers, boots and shoes	....	0 07¼
Overshoes, lumbermen's rubber boots	....	0 05
Bicycle tires	0 04½	0 05
Automobile tires	0 04¾	0 05

Lead Products Firmer; Solder Has Declined

Montreal.

LEAD PRODUCTS.—Due to the declines which have been recurring for a long time in the London tin markets, prices have been readjusted on solder and the reductions are from four to five cents, guaranteed now selling at 55c per pound. On the other hand, the position which pig lead has attained makes the probability of advances for lead products a strong tendency. The only thing which

has prevented an earlier consideration of revisions upward on these lines is that of a somewhat confined and quiet market.

Lead pipe, lb.	0 15
Lead waste pipe, lb.	0 16
Lead traps and bends	Net-list
Lead wool, lb.	0 14
Lead sheets, 2½ lb. s. ft., lb.	0 14½
Lead sheets, 3 to 3½ lbs. sq. ft., lb	0 14¼
Lead sheets, 4 to 9 lbs. sq. ft., lb.	0 13½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra.	
Solder (guaranteed)	0 55
Solder, strictly, lb.	0 51
Solder, commercial, lb.	0 46
Solder, wiping, lb.	0 46
Solder wire (8 gauge)—	
40-60	0 57
45-55	0 62
Zinc sheets, casks	....
Do., broken lots	....

Tin More Settled; Lead Scarcer Yet

Montreal.

INGOT METALS.—It would seem that the London tin market has stabilized itself considerably and with the greater possibility of supplies being regulated there is likely to be an arrangement effected both as to price and quantity. Some anticipate that price will be arranged somewhere around the existing market of to-day. For the most part general ingot markets are quiet.

COPPER.—Much remelted copper is sold and this commodity is not obtained easily. In the United States market there is plenty of crude copper, broadly speaking, but refined is scarce. Prices here on pure copper rule around 28¾ to 30c per pound, according to grade.

TIN.—Anxiety seems to be the portion of many at the moment, the position being so undefined, and announcement being expected from day to day as to the government's intention to fix prices. The United States is likely to get a good apportionment of the supplies, it is understood, and as far as Canada is concerned importers expect that needed requirements will be filled. Quotations here are ruling around 97c to $1 per pound.

SPELTER.—Local trading is light. The position is firm, reflecting the position in the States. Prices are unchanged at 10½ to 10¾c per pound.

LEAD.—Clamoring for supplies of lead on the part of users everywhere does not secure it. It is stated that the most careful use of supplies is the only thing that can be done to better the situation. Prices are decidedly firm at 10 to 10¾c per pound.

ANTIMONY.—As far as the local trading in this metal is concerned it amounts to but little in the total. Price is still 15-16c per pound.

ALUMINUM.—What little trading there is here has been passing on the basis of 50 to 55c per pound, according to the quantity desired.

TORONTO MARKETS

TORONTO, September 19.—New prices for spring have been named on scythes, hay knives and reaping hooks which show advances, and harvest tools, with a few changes in the list, are largely unchanged. Clay picks, rock picks, mattocks, grub hoes, crowbars and wrecking bars have all advanced substantially. Another 10 per cent increase in wood handles has been made and field rakes, horse pokes, team and carriage goods such as neckyokes, singletrees and double-trees are held without change. Poultry netting shows a small advance for spring and a change in shot guns has been made, immediately effective.

Oil heaters, electric heaters, horse blankets, in fact all fall lines are going forward freely and jobbers report a very satisfactory volume of business.

Booking Orders Now Being Accepted on Harvest Tools

Toronto.

HARVEST TOOLS.—Booking orders are now being accepted on harvest tools with May 1 dating. With a few changes in the lists on some lines, there has been little price revision. The discount holds at 17½ per cent and exceptions to the lists covered by this are scythes, hay knives and reaping hooks, new net prices on which are given below.

Items on which changes in the list to advanced figures have been made are Excelsior electric weld hoes; Excelsior sidewalk cleaners; 5 prong adjustable hand garden cultivators; 3 and 4 prong Midget garden cultivators; Eureka riveted brace straight tooth rakes; lawn rakes; post hole spoons, and pike pole ferrules.

Lines discontinued include No. 148, 5 prong malleable potato hook; No. 158½ and No. 158¾ Godward's Nhu hoes 7 inch and 8 inch respectively; No. 159 patent cultivator hoe; and No. 171A, 10 tooth concave steel garden rake, brace head, electric weld.

A new line to be known as the Excelsior light steel rake has been added to the line and list prices, subject to regular discount, are as follows: 10 tooth $6.20 per dozen; 12 tooth, $6.75; 14 tooth, $7.30; 16 tooth, $12.85.

Scythes Advanced for Spring; Finish Eliminated

Toronto.

SCYTHES.—Quotations just received on scythes for spring, May 1 dating, show a sharp advance over opening prices last year.

The manufacturers have also determined to eliminate polishing and special finishes. Their statement to this effect says in part: "In view of the necessity of conserving labor and utilizing what material is available for only such purposes essential to efficiency, we are eliminating from our scythes all features of appearance which in no way add to the tool. This means no withdrawal in any way from the quality of the product, the former high standard to be fully maintained."

Net prices now being named on scythes for some of the more familiar types are: Cast steel, $15.00 per dozen; Clipper, $16.00; Excelsior concave, $17.00; Double Beaded, $16.50; and Bush scythes, $15.50 per dozen.

Reaping Hooks Go Higher, Hay Knives Are Firm

Toronto.

REAPING HOOKS, HAY KNIVES.—Reaping hooks show an advance of about 20 per cent in new prices just issued, this being in line with change made in scythes. Orders are being accepted on the following basis for Spring delivery, May 1 dating: No. 2, $4.15 per dozen; No. 3, $4.25; No. 4, $4.35; No. 5, $4.55; Barden Patent, $6.00; Little Giant, $6.00.

Hay knives are held very firmly and prices remain unchanged at following levels, with booking business being solicited on this basis: Lighting, $12.50 per dozen; Heath's Patent, $12.50; Spear point T. H. or L. H., $14.00.

Copper and Brass Tube and Sheets Revised

Toronto.

COPPER AND BRASS TUBE, SHEETS.—A change has been made in copper and brass tube, rods and sheets. New prices now issued provide for advances in each instance. Supplies are hard to procure but so far the requirements of the trade have been largely met. Quotations to-day are being made on following basis: Copper sheets, 50c per pound; copper rods, 50c; copper tube, 57c; brass sheets, 44c per pound; brass rods, 41c; brass tubes, 53c.

Lumbering Tools Make Advance; Other Lines

Toronto.

LUMBERING TOOLS.—New discounts have been named on lumbering tools which provide for a sharp advance in these goods, peavies, cant hooks and kindred lines are now selling at 7½ advance on list.

Pump rod couplings have also joined the lines advancing, the black now being quoted at 35c per pound and the galvanised at 45c per pound. Smooth-on is higher, 1 lb. packages, being quoted as follows: No. 1, 46c per pound; No. 3, 46c; No. 5, 32c; No. 7, 29c.

Lamp wick is another item in cotton to go higher, size A selling at $1.00; size B at $1.45 and size D at $2.30 per roll 32 yards.

Wood Handles Revised, Show 10 per Cent. Advance

Toronto.

WOOD HANDLES.—Another 10 per cent advance has been recorded in different lines of wood handles during the week. The present scale of quotations

is given out as follows: All hickory handles list, plus 10 per cent; Maple cant hook and peavie handles, 10 per cent.; all fork, hoe, rake, shovel handles and malleable D, 10 per cent.; all other handles, net list; whiffletrees, neck-yokes and doubletrees, 10 per cent.; horse pokes, field rakes, 10 per cent. The discounts on whiffletrees, neck-yokes, doubletrees, horse pokes and field rakes show no change from previous figures.

Picks, Mattocks, Hoes, Bars Reach Higher Levels

Toronto.

PICKS, MATTOCKS, HOES, BARS.—Further advances have been made in clay picks, rock picks, mattocks, grub hoes, wrecking bars and crow bars. The prices as now issued apply to orders containing one dozen of a size or type and an extra charge of 5 per cent. is made on orders in smaller quantities, the exception to this is crowbars.

Quotations now prevailing on the various items are as follows: Clay picks, 5 to 6 lbs., $12.00 dozen; 6 to 7 lbs., $12.75; 7 to 8 lbs., $13.50; Rock picks, 7 to 8 lbs., $13.50 dozen; Short and long cutter mattocks, $13.25 per dozen; grub hoes, 3½ lb., $10 50; 4 lb., $11.00 dozen; wrecking bars, 30 inch, $6.50; 36 inch, $7.25 per dozen; in less than dozens, add 5 per cent. to these prices. Crowbars are now quoted at $10.50-$11.00 per 100 pounds.

Poultry Netting Higher for Spring; Shot Guns

Toronto.

POULTRY NETTING, SHOT GUNS.—New prices for Spring have been issued on poultry netting and show a small advance. The discount which has been 15 per cent is now changed to 12½ per cent, orders taking April 1 dating. Discount quoted applies to 1 and 2 inch mesh netting only. Other prices have been withdrawn and are quoted only on application.

Stevens shot guns have also gone to higher levels. The No. 235 is now selling at $26.25 each; No. 255 is now $26.95 and No. 335 is now $31.50, net prices. Princess electric irons are selling at $4.10 each.

Stove Manufacturers Face Greater Difficulties; Wares

Toronto.

STOVES, WARES.—Latest advices are to the effect that the United States War Trade Board will release no more sheets for commercial purposes. One of the first industries to be affected will be that of the stove manufacturer, steel ranges, gas stoves and kindred lines being directly influenced. Manufacturers have been laboring under difficulties as regards supplies for a very long period and no accumulation of stocks is available on which their activities can be bent for any length of time.

All lines of enamelware, tinware, galvanised ware, etc., on which new prices were issued last week are holding firm and the ruling on sheets, mentioned above, will undoubtedly exercise a restraining influence on output of many of these lines.

Oils Going Forward in Big Volume; Gasoline

Toronto.

OILS, GASOLINE.—Sales of coal oil are increasingly heavy and dealers report a splendid volume of sales. Prices have held firm and unchanged, quotations being made at 18c to 21c per gallon, according to grade. Gasoline sales are heavy but dealers indicate that effects of Sunday restrictions on use of gas were a decidedly noticeable factor. No scarcity is reported and sales are being made at 33c per gallon, an unchanged figure.

Plumbers' Oakum Up $1.00; Waste Strong

Toronto.

WASTE, OAKUM.—An advance of $1.00 per 100 pounds has been made in plumber's oakum, making to-day's lowest quotation $10.00 per 100 pounds. Sales of all grades are maintained at a high average and indications are that manufacturers have increased their output to keep up with heavy demands made upon them.

Sales of waste continue along very satisfactory lines, and a good volume of business is reported. Prices are very firm but hold unchanged at figures shown in current market quotations.

Cordage Still Firm; Twines Srong

Toronto.

CORDAGE, TWINES.—Cordage is holding steadily in a firm market and a fair amount of business is being transacted. Fall booking orders are pretty well shipped out, but a nice sorting business is looked for during the next few weeks. Quotations are unchanged, pure manila selling at a base price of 39c per pound; British manila at 33c and sisal at 27½c.

Soft twines are very firmly held, advances being recorded at United States points, which may be reflected here. No change is noted yet but the undertone to the market is very strong.

Nails Remain Steady; Wire Holds Unchanged

Toronto.

NAILS, WIRE.—There has been little change in the situation on nails during the week. The market is very firm and rules with a strong undertone. Prices have been held without change, the wire selling at a base of $5.30 per 100 pounds and the cut nails at $5.65. The demand continues to represent a very satisfactory volume of business.

Smooth steel wire at a base price of $6.25 per 100 pounds is unchanged, with the demand light.

Cement Demand Light; Plaster-of-Paris Firm

Toronto.

CEMENT, PLASTER OF PARIS.—Sales of cement have fallen off materially during the month and jobbers report a very light movement. This is rather unusual, as September generally is a very good month. Prices are unchanged at figures shown in current market quotations.

A fair movement of plaster of Paris is reported with supplies coming to hand in ample quantities. Quotations are unchanged.

Prices on Iron and Steel Bars Firm

Toronto.

IRON AND STEEL.—Prices have held firmly on all lines of iron and steel bars during the week. Sales are maintained at satisfactory levels and supplies are considered very good. Range of quotations follows:

TORONTO—		Per 100 lbs.
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Galvanized Stocks Light; Black Sheets Coming

Toronto.

SHEETS, PLATES.—Stocks of galvanized sheets are becoming very badly broken and it is intimated that little, if any, 10¾ oz. or 28 gauge is now held in jobbers' hands. In heavier gauges the question of supplies is not bad but in all galvanized sheets the matter of replacement is one causing grave concern to the jobbers. Latest advices are to the effect that the War Trade Board in the United States will release no sheets for commercial purposes, so conditions are bound to grow gradually worse.

In black sheets the outlook is a little more hopeful as regards supplies. Whereas stocks are becoming badly broken at least one jobber has been assured that shipments will be made during the week, so that a full range of gauges is looked for in the course of the next ten days or two weeks. Delivery of this, however, will be confined to industries engaged in war work as only on this basis are sheets available and further supplies procurable. Nominally, quotations range as follows:

BLACK SHEETS—		Per 100 lbs.
10 gauge	....	$10 00
12 gauge	....	9 60
14 gauge	$7 95	8 40- 8 90
16 gauge	8 00	8 50- 8 55
18-20 gauge	8 05	8 30- 8 80
22-24 gauge	8 10	8 35- 8 85
26 gauge	8 15	8 40- 8 90

28 gauge	8 25	8 50- 9 00
3-16 inch plate	....	10 00
¼ inch boiler plate	....	10 00

Prices shown are for full cases. An extra charge of from 25c to $1 per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—

10¾ oz.	....	11 00
U.S. 28	....	10 70
U.S. 26	....	10 40
22 and 24	....	10 25
18 and 20	....	10 10
16	....	9 95
14	....	9 85

Prices shown are for full cases. An extra charge of from 25c to $1 per 100 lbs. is made for less than case lots.

Manf'd Sheet Metals In Difficult Position

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—The acute shortage of galvanized sheets, now an actual fact, is bound to exercise an influence for anything but good on all manufactured lines. Manufacturers of metal sidings, roofings, eavetrough, conductor pipe and kindred lines face a very serious situation and there is no encouragement towards a continuation of these activities being given by the dispensers of materials. This is shown in the latest announcement of the War Trade Board in the United States that no more sheets for commercial purposes would be allocated; the results are obvious and it would seem good policy for dealers wanting supplies to take delivery now of what they feel they will need for some months.

TORONTO—	Per 100 Gal'zed	Sq. Feet Painted
Corrugated Sheets—		
No. 28 gauge	$ 9 00	$ 7 50
No. 26 gauge	10 00	8 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No. 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7½ per cent.

Boiler Tubes Scarce; Essentials Buying

Toronto.

BOILER TUBES.—At the present time stocks of the larger sizes particularly are very, very scarce—in fact it is intimated absolute suffering is being occasioned by the actual shortage. That more will come is fully expected, but their arrival is not looked for under about six weeks' time. The demand is not too heavy, only essential industries showing a disposition to buy. There are still some small tubes available, recent shipments not yet being fully absorbed. Prices are unchanged at following levels:

Toronto—	Per 100 feet Cold drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Wrought Pipe Revised; Lapweld Goes Higher

Toronto.

WROUGHT PIPE.—Wrought pipe has been revised, but no change has been made in the standard buttweld, advances being confined to the standard lapweld. On this latter, sizes up to 4 inch are up 5 points and 4½ inch and larger 10 points. Steel pipe is becoming increasingly hard to get and greater dependence will have to be placed in genuine wrought iron. Sizes smaller than 2 inch in all grades are in fair supply, the greatest scarcity developing in 2½ inch and larger. In the XX strong buttweld pipe, manufacturers have withdrawn quotations on sizes larger than 2 inch. Prices are now shown on standard buttweld and standard lapweld in both steel and genuine wrought iron as follows:

WROUGHT IRON.

Price List No. 37

Standard Buttweld

	Steel		Gen. Wrot. Iron	
	Per 100 feet			
	Blk.	Gal.	Blk.	Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	$.....
¼ in.	5 22	7 35	5 52	7 65
⅜ in.	5 33	7 35	5 52	7 65
½ in.	6 63	8 20	7 06	8 71
¾ in.	8 40	10 53	8 97	11 09
1 in.	12 41	15 56	13 26	16 41
1¼ in.	16 79	21 05	17 94	22 20
1½ in.	20 08	25 16	21 45	26 54
2 in.	27 01	33 86	28 86	35 71
2½ in.	43 29	54 11	.....	.....
3 in.	56 51	70 76	.....	.....
3½ in.	71 76	88 78	.....	.....
4 in.	85 02	105 19	.....	.....

Standard Lapweld

	Steel		Gen. Wrot. Iron	
	Blk.	Gal.	Blk.	Gal.
2 in.	$ 31 82	$38 30	$33 70	$40 20
2 ½in.	47 97	58 21	50 90	61 10
3 in.	62 73	76 12	66 66	79 90
3½ in.	78 20	96 14	82 80	100 00
4 in.	92 65	114 00	98 10	119 00
4½ in.	112 00	137 00	125 00	149 00
5 in.	130 00	159 00	145 00	174 00
6 in.	169 00	206 00	188 00	226 00
7 in.	230 00	281 00	255 00	306 00
9 in.	317 00	388 00	.....	.....
10 L in.	294 00	360 00	326 00	392 00
10 in.	379 00	464 00	420 00	505 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

Solder Holds Firm; Lead Products

Toronto.

LEAD AND ZINC PRODUCTS.—Solder holds firm at prices named last week and developments of a particularly interesting character are missing from the market this week. Supplies are good and the demand seasonable.

Prices on manufactured lead products still hold firm at unchanged levels. Stocks are equal to present demands and quotations range as follows:

Lead pipe, lb.	....	0 15
Lead waste pipe, lb.	....	0 16
Lead traps and bends	....	Net list
Lead wool, lb.	0 15½	0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	....	0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.	0 12½	0 13
Cut sheets, ¾c. lb. extra and cut sheets to size, 1c. lb. extra.		
Solder, guaranteed, lb.	0 58	0 60
Solder, strictly ,lb.	0 54	0 58
Solder, commercial, lb.	0 47	0 51
Solder, wiping, lb.	0 46	0 55
Solder, wire, lb.	0 56	0 70
Zinc sheets, per lb.	....	0 26

Old Materials Active In Certain Channels

Toronto.

OLD MATERIALS.—The movement in old materials continues along narrow lines and little of an interesting nature marks the situation during the week. Buyers have not changed their prices, which range as follows:

Dealers' Buying Prices—		
Tea lead	$0 05¼	....
Heavy lead pipe	....	0 08
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 22	0 23
Stove plate, per ton	....	25 00
Old cast iron, per ton	....	30 00
Overshoes, trimmed Arctics	....	0 06½
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Lead Not Plentiful; Tin, Spelter Unchanged

Toronto.

INGOT METALS.—Lead still remains a scarce commodity and supplies are largely going to what are considered essential industries. Tin shows no change for the week and spelter is also holding in a firm though unchanged position. Antimony is rather quiet and other lines normal.

COPPER.—The situation is largely the same. Production keeps pace with war requirements, but there is little left for commercial demands. These are light, however, and prices are steady around 30-32c per pound.

TIN.—The market seems to have steadied somewhat locally and price of $1.05 per pound holds this week. The trade still awaits definite news of a set price. Supplies locally are fair, the most urgent needs being met.

SPELTER.—Locally there has been no change in the situation. The market is ruling with a firm undertone, outside points showing strength. The price of 11c per pound holds.

LEAD.—Supplies are still considered light. War industries get practically entire output of producers and are clar oring for more. The effect on commercial enterprises in a continuation of this condition is obvious. Prices hold around 10½c to 11c per pound locally.

ALUMINUM.—Supplies continue to go for war work and the market is featureless. Price holds at 50c per pound.

ANTIMONY.—The falling off in the demand has eased the question of supply, though prices hold at unchanged levels, viz., 18c per pound.

PIG IRON.—More iron and more iron is the call sent to the foundries for pig and production, though heavy, continues to be largely absorbed in essential war industries. Commercially, supplies are hard to secure, but some allotments are being made.

LONDON MARKETS

LONDON, September 19.—Many important changes have been put into effect this week and among the lines will be noted several items which are now being booked for spring delivery. Among the lines on which new prices have been issued for Spring are garden drills, cultivators, sprayers, oil stoves and oil heaters, scythes and spring screen door hinges. Other items to register immediate advances include roofing, wood handles, resin, ash sifters, and buck saw blades. Cotton goods including wrapping twine, cotton rope, lamp wick, clothes lines, and awning cords are also on the upward trend. Dry batteries show an advance of $4.00 per hundred in new prices issued this week. Gasoline irons, bicycles, rifles, and stick fast paste are other lines which have been advanced. Linseed oil has declined somewhat, but turpentine shows no change. Putty has advanced $1.20 per hundred pounds.

Business during the week has been very good. Oil heaters, stoves and kindred lines are moving forward very freely.

Changes Made in Picks, Hoes, Mattocks and Bars

London.

PICKS, MATTOCKS, HOES, BARS.—Further advances have been made in prices applying to clay picks, edge and pick mattocks, grub hoes, and crowbars. New quotations now available represent a fairly stiff advance and there is no indication that the peak has yet been reached in the matter of price.

Clay picks from 5 to 6 lbs. are now quoted at $12.00 per dozen; from 6 to 7 lbs. $12.75; from 7 to 8 lbs. $13.50. Edge and pick mattocks are now selling at the new price of $13.25 per dozen. The new figure issued on grub hoes is $10.50 per dozen. Crowbars is another line which has gone to higher levels and the new price is $10.50 per 100 pounds.

Wood Handles Show Advance of 10 Per Cent.

London.

HANDLES.—Another advance in the price of wood handles has been made which follows closely on the heels of one recently instituted. To-day's prices are up a further 10 per cent and range as follows. Hickory handles are now selling at list plus 10%; fork, hoe, rake, shovel, spade and manure fork handles are quoted at a discount of 10%. Team and carriage goods such as single trees and double trees, etc. are now quoted at list less 10 per cent., an unchanged discount. Pike poles are quoted at net list and all other handles are quoted at net list also.

Dry Batteries Record Advance $4.00 Hundred

London.

DRY BATTERIES.—A sharp advance has been made in dry batteries during the week, the Columbia line now selling at an increase of $4.00 per hundred over former prices. Present prices f.o.b. factory in barrel lots for the No. 6 regular are 35 cents each and for the No. 6 Ignitor 35½ cents each. In small quantities the No. 6 regular is quoted at 39 cents each, and the No. 6 Ignitor at 40 cents each. There are indications that manufacturers are having difficulty in keeping up with orders. Materials are very hard to get and manufacturinng conditions are such that it is extremely hard to get the output.

Spring Prices on Harvest Tools, Scythes

London.

HARVEST TOOLS, SCYTHES, REAPING HOOKS.—Prices for Spring have been named on harvest tools and whereas some minor lines show a change in the list, the discount applying remains the same, viz; 17½ per cent. Orders are now being accepted on this basis, Scythes however, show an advance and manufacturers intimate that they will be eliminating all features that do not contribute directly to the quality of the article. This refers particularly to the finish and polishing, which manufacturers feel under present conditions in regard to materials and labor could be dispensed with. The new prices are as follows:—Cast steel $15.00 per dozen; Golden Clipper $16.00; Excelsior Concave $17.00; Double beaded $16.50; Dunns, $17.00; Little Giant $17.00 and Bush $15.50.

Reaping hooks have also gone to higher levels, the No. 2 show being quoted at $4.15 per dozen; the No. 3 at $4.25, No. 4 at $4.35; and the Little Giant at $6.00.

Sprayers, Cultivators, Drills Revised; Are Higher

London.

SPRAYERS, CULTIVATORS, DRILLS.—New prices have been named on the Eureka Planter Co. line of goods for immediate delivery and also for Spring booking. The present range of quotations shows an advance of about 10 per cent and prices on their goods are given herewith. No. 1 garden drills $8.00 each; No. 2 $10.00 each.; No. 4 Cultivator $4.25 each; No. 8 $5.00 each; No. 10 $5.50 each; No. 110 galvanized compressed sprayers $7.50 each; No. 113 glass jar sprayers $8.00 dozen; No. 112 tin sprayers, $5.50; No. 115 continuous sprayers, $10.50 dozen; Eureka glass seeders $16.00 dozen.

New Prices Named on Oil Heaters, Stoves

London.

OIL STOVES, OIL HEATERS.—New prices have been named on Perfection oil stoves, ovens and heaters. These prices become immediately effective and orders are also being accepted for delivery up to March 1. Already retailers show a disposition to book freely where there is any likelihood of a shortage of goods developing, and manufacturers indicate that anything into which steel or iron enters must be considered to some extent on the doubtful list. Oil heaters are selling very freely just now. New prices on the entire list of these goods is given herewith.

Perfection Oil Stove—2 burner, $14.06; 3 burner, $18.19; 4 burner, $23.06 each net.

Perfection Ovens—No. 41G, $4.31; No. 21G, $4.31; No. 42G, $5.44; No. 22G, $5.44 each net.

Perfection Cook Stove Wicks and Carriers, $3.15 doz.

Perfection Heater Wicks and Carriers, No. 500, $3.45 doz.

Perfection Oil Heaters—No. 525, list $7.00; No. 530, list $8.25, less 25 per cent.

Buck Saws Sell Freely; Blades Show Advance

London.

BUCK SAWS, AND BLADES.—Jobbers report a very good movement of buck saws and no change in price has been made. Quotations to-day on some of the more familiar lines are as follows — Happy Medium $9.60 dozen; Prince Rupert lance tooth $12.50 dozen; Disston lance tooth $12.50 dozen.

The lance tooth buck saw blades have advanced however, the Prince Rupert now being quoted at $7.90 per dozen.

Horse Blankets Up 10%; Carriage Heaters Up

London.

HORSE BLANKETS, CARRIAGE HEATERS.—A change is recorded in some quarters on horse blankets, and new prices now being made to the trade show an advance of 10 per cent.

Carriage heaters or foot warmers have also registered an advance, Clark's line No. 5B now being quoted at $2.40 each, and the No. 7B at $2.95. Heater coal is now quoted at 80 cents per dozen. The question of steel enters into the matter of new prices on carriage heaters very largely under present conditions, manufacturers facing the scarcity of raw material and high labor costs.

Cotton Rope, ClothesLines, Awning Cord All Higher

London.

COTTON GOODS.—The heavy advances made in the price of raw cotton have resulted in a sharp advance being made in the various manufactured lines. The items affected include cotton clothes lines, braided awning cord, cotton wrapping twine, cotton rope, and lamp wick. The cotton clothes lines 30 ft. are now quoted at $2.60 per dozen; the 48 ft. at $3.85; and the 60 ft. at $4.80. Braided awning cord No. 3 is now $2.00 per dozen; No. 3½ $2.25; No. 4 $3.60 and No. 4½ $5.00. Cotton wrapping twine in either balls or cones three ply is now priced at 75 cents per pound, and the 4 ply at 79 cents. Cotton rope 3-16 inch at 75 cents per pound, and the ¼ inch and larger at 74 cents per pound has also reached higher levels. Lamp wick is another item on which new and

higher prices have been made, size 0 selling at 80 cents per roll, size A at $1.00; size B at $1.45; size D at $2.35.

Higher Prices Reached on Gasoline Irons, Hinges

London.

GASOLINE IRONS, SPRING HINGES, ETC.—Among the many miscellaneous items which have undergone revision during the week is to be found gasoline irons. The Comfort has now reached a level of $4.25 each. Spring hinges, steel, have been revised in price, new quotations taking effect immediately, and also applying to spring booking orders. The No. 7-11 and No. 151 are now quoted at $20.00 per gross pair, or $1.75 per dozen pairs. Stick Fast Paste is another line on the hardwaremen's shelves to undergo revision. In one pound packages this is now quoted at $1.85 per dozen and in 2 pound packages at $3.50 per dozen.

Bicycles Up $5.00; Rifles 2½%: Roofing Climbs

London.

BICYCLES, RIFLES, ROOFING.—An advance of $5.00 each in Victor bicycles has been made. This becomes immediately effective or applies to spring booking orders as well. The new price on men's size is $38.50 each, and on the ladies' size is $39.75 each. Winchester rifles are up 2½ per cent and are now being quoted at 7½ per cent advance on list.

Ontario roofing has been revised, the 1 ply now selling at $1.95 per square, 2 ply at $2.40; and 3 ply at $3.00. These quotations represent advances in each instance.

Ash Sifters Higher; Stove Boards, Axes Selling Freely

London.

ASH SIFTERS, STOVE BOARDS. AXES.—An advance in some lines of ash sifters has been made, the Banner now being quoted at $3.45 each, and the Rocker Number 1 at $5.50 each. The common wood side ash sifter at $2.50 per dozen is unchanged. Stove boards are selling very freely, the wood lined being unchanged at a discount of 30 and 10 per cent.

Jobbers report a splendid sale of axes of all kinds. Prices have held firm and unchanged. In handled axes the Eagle is being quoted at $15.75 per dozen, Cherokee at $17.50 and the True Set at $19.00 per dozen. Axe heads only are quoted as follows—Keystone at $13.25 per dozen; Cherokee at $15.00; W.V. Special $14.75; Hand Made $15.50; Black Diamond $16.00 and True Set $16.00.

Putty Up $1.20; Rosin Also Higher

London.

PUTTY, ROSIN.—An advance of $1.20 per hundred pounds has been made in putty. The present quotations also reveal a differential between 100 lbs. and 25 lb. drums, these two sizes of containers in the past selling at the same price basis. Figures attained on standard putty in 100 lb. drums are $6.75 per hundred pounds, and in 25 lb. drums $7.00. Pure putty in 100 lb. drums is now quoted at $8.75 and in 25 lb. drums $9.00 per 100 pounds.

A change in the price of resin has been made, and new quotations reveal and upward trend in this line. In casks the price is now $6.90 per hundred pounds and in small lots $8.00 per hundred pounds.

Turpentine Steady; Linseed Oil Easier

London.

TURPENTINE, LINSEED OIL.—There has been no change made in turpentine prices during the week. The market in the south is holding up fairly well, and the question of getting supplies is wrought with difficulties at this end.

Linseed oil has declined slightly, and what the future may be is rather uncertain. The seed market has strengthened up considerably in the last day or two and this may influence prices upwards. To-day's quotations on oil and turpentine follow: Turpentine, 1 bbl. lots, $1.00 per gallon; 2 to 4 bbl. lots. 99c per gallon; 5 gallon lots, $1.10 per gallon.

Linseed Oil	Raw per gallon	Boiled per gallon
1 to 2 bbls.	$2.10	$2.13
3 to 5 bbls.	2.09	2.12
6 to 9 bbls.	2.07	2.10

Less bbls. add 10 cents gallon.

WINNIPEG MARKETS

WINNIPEG, September 19.—Price changes during the week are again fairly numerous, with the majority showing an upward trend of from 5 to 10 per cent. Linseed oil and Peerless horse nails are two lines to register declines. Most prominent amongst the lines to advance are wrapping twine, barrel bolts, screen door hardware, implement brackets, drilling frame clamps, store door latches, and mounted grindstones.

Business is reported good. Particular activity is noticeable on such fall lines as stoves, stove boards, coal hods, fire shovels, lanterns, etc., while stocks in general are very well assorted and orders being filled promptly.

Advances in Bumpers, Spot Lights, Carriers

Winnipeg.

BUMPERS, SPOT LIGHTS, TIRE CARRIERS.—Prices on several lines of auto accessories have shown further advances during the week. Included in the items which have gone to higher levels are bumpers, spot lights and tire carriers, in each of which steel is a vital factor and consequently affected by scarcity of material. High manufacturing costs are also a factor. New prices now in effect are given herewith:

Bumper—No. 6057, $8.20 each, lots of 24, $7.45; No. 6087, $8.20, lots of 24, $7.45; No. 6114, $7.85, lots of 24, $7.10; No. 6094, $8.20, lots of 24, $7.45; No. 6103, $8.60, lots of 24, $7.75.

Howe Spot Lights, No. 15, $4.50 each, lots of 6, $4.30 each; No. 5, $6.10, lots of 6, $5.75; No. 9, $7.80, lots of 6, $7.35.

Tire carriers—No. 6108, $4.50 each, lots of 24, $4.25 each.

New Prices Expected On Enamelware, Etc.

Winnipeg.

ENAMELWARE, TINWARE, ETC.—Owing to the continued advances in tin plates, black and galvanized sheets, together with the difficulty of obtaining stocks, further advances are expected on all lines of tinware, galvanized ware, japanned ware and enamelware. New prices are expected to be put into effect next week and will it is thought show an advance on all lines of at least 10 per cent. Prices ruling at present are given herewith:

Japanned Ware—List, plus 30%.
Stamped Ware, Plain, 40-10% discount.
Stamped Ware, Retinned, 40% discount.
Pierced Tinware—List plus 40%.
Sheet Iron Ware—List plus 20%.
Light Galvd. Pails and Tubs—List plus, 27½%.
Heavy Galvd. Pails and Tubs, 17½% discount.
Japanned Coal Hods—List plus 35%.
Galvanized Coal Hods—List plus 50%.
Enamelware, Scotch Grey—40-12½% discount.
Do., Colonial—Imperial or Pearl, 20-7½% dis.
Do., Premier—Canada or Diamond—2½% dis.

One Decline Noted; Horse Nails Lower

Winnipeg.

HORSE NAILS.—Prices on Peerless horse nails show a slight revision downward during the week and are quoted to-day as follows: No. 5, $5.15; No. 6, $4.90; No. 7, $4.70; No. 8, $4.50; No. 9, $4.25; No. 10, $4.25 per box of 25 pounds.

Cotton Wrapping Twine Advances 4c Pound

Winnipeg.

COTTON WRAPPING TWINE.—Due to the large demand together with increased cost of the raw material a general advance is expected on all cotton products, but to date the only change recorded is on wrapping twine. This shows an advance of approximately 4c per pound over former quotations, making to-day's prices as follows: 3-ply in cones 72c; 3-ply in balls 76c; 4-ply in cones 75c; 4-ply in balls 79c per pound.

Screen Door Hardware Advances 5 to 10%

Winnipeg.

SCREEN DOOR HARDWARE.—Prices just received from the manufacturers show further advances on several lines of screen door hardware, prices moving up from 5 to 10 per cent. This is thought due to increased cost of production along with scarcity of material. Screen door hinges, springs and door buttons are among the lines affected.

To-day's ruling prices are as given below:

Screen Door Hinges—No. 20, $1.80; No. 50, $5.50 doz.
Screen Door Springs—No. 2, 75c; No. 3, 80c; No. 4, 90c; No. 5, $1 doz.
Steel Door Buttons—No. 4, x 1¾ inch, 80c; 2 inch, 95c gross.

New Selling Base Established on Rope

Winnipeg.

CORDAGE.—As mentioned in a recent issue of HARDWARE AND METAL new extras have been established on all kinds of rope, the new base size being ¾-inch and larger instead of ⅝-inch as formerly. Extras now effective are as follows: ⅝-inch, ½c lb.; 9-16-inch, ½-inch and 7-16-inch, 1c lb.; ¾-inch, 1½c lb.; 5-16-inch and ¼-inch, 2c lb.; 3-16-inch, 2½c lb. Rope prices continue to hold firm at former quotations which are herewith confirmed: Sisal 28¼c base; pure manila 39¾c base; British manila 33¾c base; lath yarn 28¼c base; African hemp 33¾c base per pound.

Mounted Grindstones, Barrel Bolts Higher

Winnipeg.

MOUNTED GRINDSTONES, BARREL BOLTS.—New prices just received from the manufacturers announce a further increase in the prices covering mounted grindstones which become effective at once. These show a general increase of about 5 per cent., making to-day's selling basis as follows: Norka $7.50; Western No. 00 $6; Rural power grinder No. 015 $11 each; drip pan and pedal attachment for No. 015 add $1.25 each. Prices on steel barrel bolts again show a small advance in price due to manufacturing conditions and are quoted to-day as follows: No. 1105, 4-inch $1.50; 5-inch $2; 6-inch $2.20; 8-inch $3.25 per dozen.

Another 5% Jump in Brackets, Latches, Etc.

Winnipeg.

IMPLEMENT BRACKETS, LATCHES, ETC.—Implement brackets, barn door latches, building frame clamps and store door latches have again been revised. These move up approximately 5 per cent. over former ruling prices, making to-day's resale quotation to the trade as follows:

Implement Brackets—No. 29, $6.95; No. 31, $8.35 doz.
Barn Door Catches—No. 38, $1.45 doz.
Quilting Frame Clamps—No. 2, 95c; No. 4, $1.30 doz.
Store Door Latches—No. 0, $3.80; No. 00, $6.05; No. 06, $1.65; No. 016, $1.85 each.

Linseed Oil Shows Decline of 10c Gallon

Winnipeg.

LINSEED OIL.—Recent declines in the flax seed market are reflected in the price of linseed oil which has dropped 10c per gallon during the week. Reports indicate that the yield of flax seed will be larger than at first anticipated. The demand at present is reported as normal and oil is now selling at the following prices: Raw linseed oil $2.20 gal.; boiled linseed oil $2.23 gal. in single barrel lots. Terms, net 30 days.

Turpentine Firm in Unchanged Market

Winnipeg.

TURPENTINE.—No change is recorded during the week on turpentine prices which continue firm with stock reported low. Prices now ruling are herewith confirmed: Barrels $1.10 gal.; half barrels $1.13 gal.; 5-gal. lots $1.15 gal.; 1-gal. lots $1.15 gal., plus the usual extras for containers.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Sept. 19.—General Pershing wants at least 100,000 3-inch shells a day. As this is entirely apart from his requirements in other sized shells as well as such shells as the United States might be able to make for Britain and France a very large proposition is presented and the Ordnance Department is pushing hard on the semisteel shell program. Last week a meeting was held in the Pittsburgh Chamber of Commerce auditorium, attended by 300 representatives of foundry and machine shops in western Pennsylvania, eastern Ohio, West Virginia and Western Maryland. Representatives of the Ordnance Department stated that they wanted 33,000,000 semisteel shells during the next ten months and insisted that more than half of the total ought to come from this district. It was urged that even those who could perform only part of the work on a shell participate, machine shops without foundries attached being expected to take hold as well as foundries. The semisteel shell program includes as minimum requirements, in addition to orders placed, the following: 1,500 daily 12-inch high explosive; 5,000 daily 155 mm. shrapnel; 35,000 daily 155 mm. high explosive; 80,000 daily 75 mm. high explosive. Prior to last week's meeting 31 representative foundrymen had visited the American Radiator Company's plant at Buffalo, where there is now a daily output of 100 6-inch shells, with prospects of largely increased output in the near future. Representatives of the Ordnance Department stated at the meeting that the specifications would be made as simple as possible and that every effort would be made to assist manufacturers taking up this line of work.

Shell Steel and Rails

The demand for such large numbers of semisteel shells does not mean that there is any relaxation in the pressure for regular steel shells but of course, it shows that the total shell requirements have become so large that it is out of the question to meet it with steel shells alone. Rails and shell steel have come into sharp competition, because there has been a considerable production of shell rounds at rail mills and rail requirements having lately increased very sharply it is impossible to increase shell steel production at such plants and decreases might even be necessary. The recent decision to remodel two wire plants, Donora and Woodlawn, to produce shell rounds instead of wire rods, will eventually help. In addition to the 150,000 tons of rails ordered a few weeks ago for the A. E. F. it is understood there are large additional requirements, occasioned by constant advances in the battle line. Possibly the Franco-American drive initiated last week, whereby the St. Mihiel salient was promptly wiped out, has something to do with this, as large guns will have to be brought forward if the Metz fortifications are to be attacked, and the gun movement would require large quantities of rails. It has been known in the steel trade in Pittsburgh for months that the French have had large guns ready for a long time past against the time when activities should be initiated at this point. The steel trade, it may be mentioned, is naturally particularly interested in this phase of the military operations, seeing that its objective would be the control of the Minette ore district from which Germany secures nearly its entire supply of steel.

Tin Gets Another Cut

As a means of saving steel the War Industries Board has ordered, for the fourth quarter of the year, a 30 per cent. reduction in the supply of sheet bars to the tin plate mills, and it chances that the major portion, if not all, of the curtailment will be at the Edgar Thomson steel plant of the Carnegie Steel Company, which by reducing its output of sheet bars will be able to make correspondingly more rails. Last May a precise allotment of sheet bars to each tin plate plant was ordered, a definite weekly tonnage per mill, whereby there has been an absolutely full supply of steel for the tin plate mills, to insure a full supply of cans for the perishable food crops. This now being taken care of, it is feasible to reduce the output of tin plate. After January 1 the allotment will no doubt have to be increased. The saving in steel in the three months' tin plate curtailment will be between 125,000 and 150,000 tons. As a measure of comparison, it may be mentioned that one mile of track in 85-pound rails involves about the same amount of raw steel as 1,000,000 two-pound tin cans.

Apart from the rail requirements for the overseas military operations, Director General of Railroads McAdoo wants 60,000 tons of rails a week for replacement on domestic roads and for building new track. In the steel trade it is considered impossible to meet such a demand, but in the past few weeks the deliveries have at any rate been much heavier than formerly. Mr. McAdoo was in Pittsburgh last week in his inspection of railroad conditions and he summoned to meet him here A. W. Calloway, manager of bituminous coal production for

(Continued on Page 116)

WEEKLY PAINT DEPARTMENT

Service Counts in the Sale of Paints

Little Suggestions That Are Practical and Dependable Are Valuable in Helping Customers to Get the Right Goods—This Means a Satisfactory Job and Encouragement to do More Painting

TRADE follows the push. Just now the big "drive" is for business in the agricultural sections. The farmer needs the paint push from the dealer and the retail hardwaremen who are putting their paint department on the map are those who are spelling Push with a capital "P." Some of them by the business they are getting seem to be making every letter a capital and they give as an explanation that because the farmers never had so much money in their lives or got such high prices for their produce, that they are willing this season to spend in proportion and are fixing up their homes, painting up their barns and giving wagons and implements a coat or two—this last as a general means of making them last longer, protecting them from the destructive forces of the elements, and thus saving money by not having to buy new ones. This is a big item, too, especially at the present prices and the farmer is nothing if he isn't keen about saving money.

BUSINESS IS GOOD

Taking it all round the dealers report that business is good and they expect to sell more gallons of paint this fall than usual. What is even better, they say that with continued aggressive efforts the situation is capable of development and they plan to make the necessary efforts and get all the profits.

"One of my troubles," said a dealer to HARDWARE AND METAL, "is that I am not always able to answer the little questions that people ask. They ask me some practical point that I suppose I should know and yet very often I don't. I could sell more paint and more varnish too if I could answer these questions. Why not give us some information along this line?"

Here are some suggestions that will help in selling paint and in solving the problems of prospective customers.

THE COST OF LIGHTING

The expenses of lighting a house may be materially reduced by making sure that there are no dark walls. It is estimated that a black wall destroys ninety-six per cent. of the light. Every dark wall is one of the most perfect light destroyers that could be devised. White is the best color for keeping a house bright and cheerful. It only destroys twenty per cent. of the light and throws back the other eighty per cent. White paint therefore from the point of light is one of the most economical coatings that can be put on. It is astonishing how many dark walls there are in homes, shops and stores. If the owners ever stopped to figure it up they are losing money, throwing it away in fact. Light yellow is a good color for preserving light, but even at that it destroys forty per cent. Orange figures out fifty-fifty, while pink destroys 64 per cent. of the light. These figures may help some of your customers in picking colors for interior work.

DINING ROOM DECORATION

Many dealers are asked to select color schemes for dining rooms. Dining rooms as a rule are well lighted and therefore light colored paints are not used so often as in other rooms, although often it is found practical to use them in combination with some darker shade. The following color schemes are harmonious for dining rooms: reddish brown for the lower portion, with dark or olive green above, Delft blue and cream, brownish yellow and golden cream or dark green and light brown. Some rather striking effects may be obtained by these combinations when properly arranged and results will be obtained which will be a source of delight to the owner.

Various shades of red seem to be called for very largely for work in halls. In many homes the hall opens into the dining room and it is effective if the dining room paint harmonizes. In cases of this kind reddish tan, terra cotta or brown for the lower portions with the upper parts done in either very light shades of these colors or in cream or light ochre are effective.

WATCH THE CLERKS

Many firms are taking special pains to coach their clerks in this idea of service to the customer. It is really a valuable help, especially in building future business.

"Over the Counter"

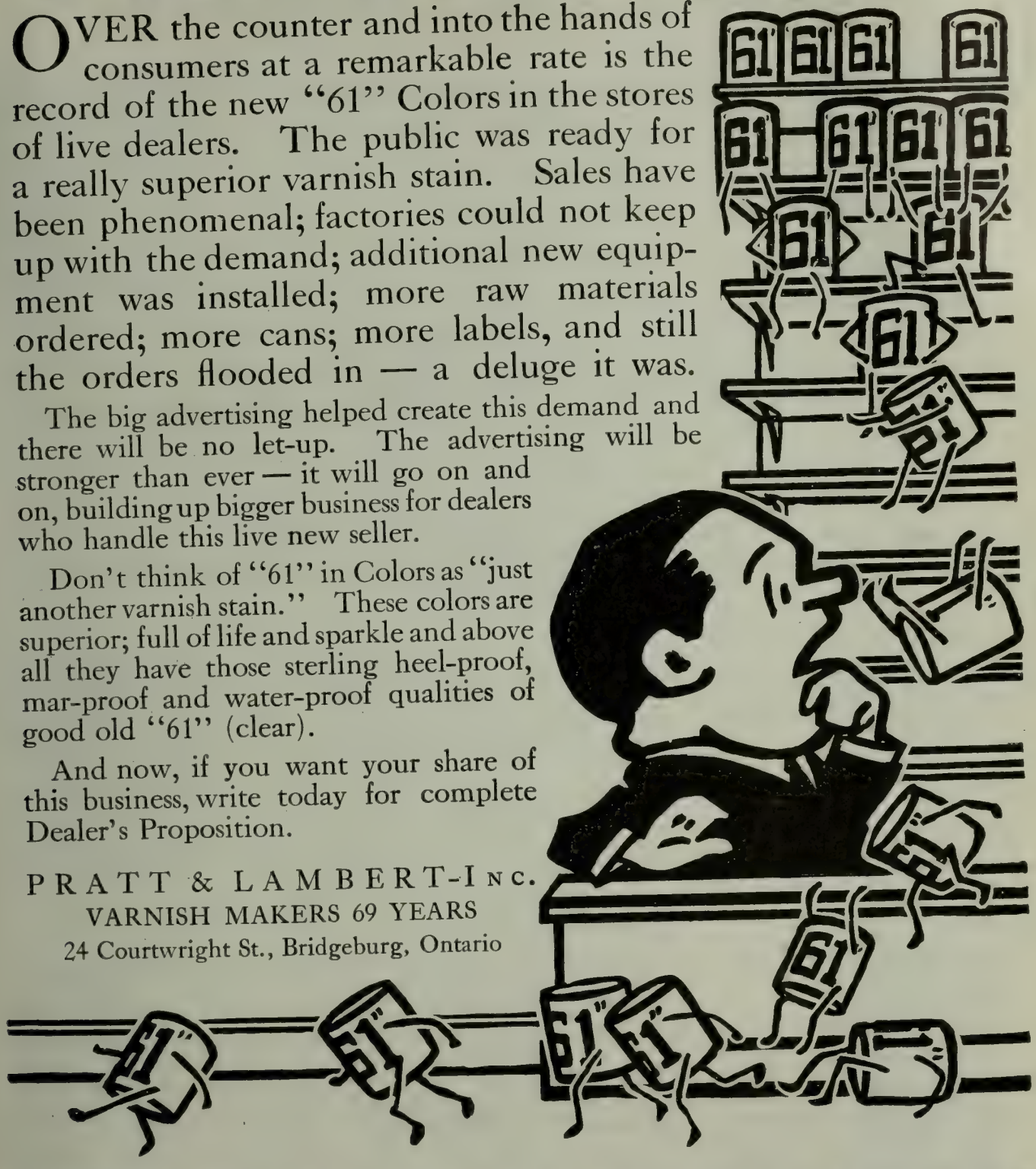
OVER the counter and into the hands of consumers at a remarkable rate is the record of the new "61" Colors in the stores of live dealers. The public was ready for a really superior varnish stain. Sales have been phenomenal; factories could not keep up with the demand; additional new equipment was installed; more raw materials ordered; more cans; more labels, and still the orders flooded in — a deluge it was.

The big advertising helped create this demand and there will be no let-up. The advertising will be stronger than ever — it will go on and on, building up bigger business for dealers who handle this live new seller.

Don't think of "61" in Colors as "just another varnish stain." These colors are superior; full of life and sparkle and above all they have those sterling heel-proof, mar-proof and water-proof qualities of good old "61" (clear).

And now, if you want your share of this business, write today for complete Dealer's Proposition.

PRATT & LAMBERT-INC.
VARNISH MAKERS 69 YEARS
24 Courtwright St., Bridgeburg, Ontario



"61" FLOOR VARNISH

for Floors, Furniture and all Woodwork

Now made in Eight Colors

If interested, tear out this page and place with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, September 19.—While all the items handled by paint makers are steady and firm there has been no change from the revised list of last week, in which putty figured so prominently. The changes in price of materials used by paint men have totaled much since definite changes of a general nature were made and it is very probable that the forthcoming deliberations of the manufacturers will call for some distinct and considerable advances, particularly on special lines, and very probably on varnishes.

Linseed Oil Holds; Seed Prospects Fair

Montreal.

LINSEED OIL.—Seed markets have fluctuated considerably for the past week. In comparing these with three months ago the quotations show a spread from then of only 35c, to-day's quotation being $4.10. Reports from the producing centres are somewhat varied and uncertain although one of the large flaxseed mill owners stated to HARDWARE AND METAL that his report, just received as this is written, indicated a real improvement in the Canadian West on growing flax. Others again state that the outlook now might be classed as "medium to poor." Present stocks of oil have been much depleted, and while oil is still to be had in limited lots of one to four barrels, future business, when new crop seed will be available, is more welcome to the crushers. Prices are somewhat stronger and raw is now selling from $2 per gallon up in 1 to 4 bbl. lots.

Linseed Oil—	Raw Imp. gal.	Boiled Imp gal.
1 to 4 barrels	$2 00-$2 10	$2 02½-$2 13

Seasonable Movement; Putty on New Basis

Montreal.

PUTTY.—Since the changes made effective September 9, full particulars of which were recorded last week, there has been nothing of note occuring. Sales are made on a seasonable basis and the undertone is steady and firm. Present quotations will probably rule for some weeks yet.

Standard Putty—	Per 100 lbs. 5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Turpentine Quiet; Prices Steady

Montreal.

TURPENTINE, ROSIN. — The local turpentine supply is sufficient to take care of present business which is now limited. Prices have held steady and are without change. There has been some small accumulation of supplies in the southern markets although this is not large.

Turpentine.	Per Imp. Gal.
1 to 4 barrels	0 94 1 00
5 barrels and over	....
Small lots	1 01 1 06

(Packages extra)

White Lead in Oil Steady; Sales Fair

Montreal.

WHITE LEAD IN OIL.—Corroders are looking ahead to their requirements for the next season and in view of this there is a great deal of speculation as to where requisite stocks are coming from. The great question in the matter of production is that of labor shortage, and how this will be met no one seems in a position to know. Present quotations are as follows: Five ton lots standard lead $17 per 100 pounds; ton lots $17.35, and smaller quantities $17.85.

Mixed Paint Prices To Be Arranged Soon

Montreal.

MIXED PAINTS.—Even at this late date there is still a fair amount of paint business passing and the manufacturers appear to be well satisfied. Prices are steady and the market undertone is very firm. So varied and changing are the costs of labor, material and transportation, as well as the uncertainty of an interrupted supply of raw material, that paint men are unwilling to make predictions as to the future position of paint. This matter will be under advisement very soon and announcement of paint prices may be looked for around the first of October.

TORONTO

TORONTO, September 19.—An advance of 5c per gallon in linseed oil has been made in some quarters which serves to narrow the range to that extent. Supplies though fair are none too heavy. Turpentine is easier at primary points whereas rosin is considerably higher. Neither change has affected prices locally as yet. White lead in oil is ruling with a very firm undertone and an early announcement in regard to mixed paints is looked for. Business is considered good.

Linseed Oil Higher; Range Narrows

Toronto.

LINSEED OIL.—An advance of 5c per gallon has been made in some quarters in linseed oil. The decline from high levels named last week combined with advance from low prices this week has served to narrow the range of prices materially. The seed market has been active as far as price revisions have occurred, sharp advances being made early in the week and a substantial decline being made on Wednesday. Stocks of oil in some quarters are decidedly scarce, whereas others report a fair supply available and the requirements of their trade being met. The range of quotations prevailing to-day follows:

Linseed Oil—	Raw Imp. gal.	Boiled Imp. gal.
1 to 2 barrels	$2 02-$2 10	$2 04½-$2 13

Turpentine Firm; Supplies Scarce

Toronto.

TURPENTINE.—Locally the market is holding firm though a somewhat easier tone is noticeable at primary points with indications that prices may fall still further. Only about 80 per cent. of shipments abroad as compared with last year have been made, and whereas production is lighter stocks are heavier. Supplies locally are generally pretty light, in fact as one jobber stated, "turps is too scarce to talk about." However, shipments now rolling are expected to relieve the situation, and in view of the comparatively small demand no real suffering is reported. Quotations are unchanged as follows:

Turpentine—	Imp. gal.
1 barrel (barrel included)	$0 95 $1 00
2 to 4 barrels (barrel included)	0 94 0 99
5 gallon lots	1 05 1 10

White Lead in Oil Firm; Demand Only Fair

Toronto.

WHITE LEAD IN OIL.—The market is ruling with a very strong undertone. The situation in regard to pig lead is

FALL SALES

RAMSAY'S







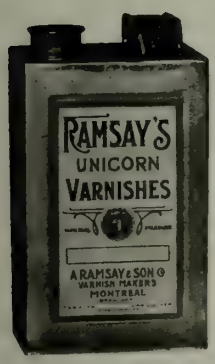


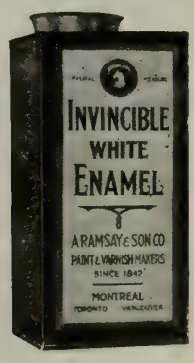


Be With the Live Ones and Keep Your Paint Department Alive During the Fall

ORDER NOW

THE RIGHT PAINT TO PAINT RIGHT





A. Ramsay and Son Company

Makers of Paints and Varnishes since 1842

TORONTO MONTREAL VANCOUVER

If interested, tear out this page and place with letters to be answered.

very difficult and the position of the corroders on spring business is hard to determine. Production of lead to-day is being largely absorbed in what is considered essential war work and how generous the allotments may be to corroders is still a matter to be determined. Prices have held unchanged, putty being quoted at $17.80 per 100 pounds in ton lots and $18.15 in small lots.

Putty Holds At Recent Advances

Toronto.

PUTTY.—Putty has held at advances put into effect last week. A very fair movement is reported, fall trade showing up quite satisfactorily. Range of quotations now effective follows:

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons.....	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

Mixed Paints Firm; Brushes Strong

Toronto.

MIXED PAINTS, BRUSHES.—Mixed paints are ruling very firmly and an announcement in regard to prices for spring is looked for at an early date. Fall business has been very good and sorting business is considered satisfactory. Brushes continue in a very firm market and manufacturers report business coming in very fair volume.

Glass is Strong; Rosin Higher

Toronto.

GLASS, ROSIN.—The feeling prevails that glass stocks must be getting rather low and when jobbers have to work on new stocks an advance is almost sure to become effective. In the meantime business is fair and the market strong, discounts prevailing being shown in current market quotations. Rosin shows a general advance of around 85c per barrel and indications are that the market will be firmer. As a matter of fact it is intimated that even at to-day's high figures these will look cheap in the course of the next few weeks or months.

PITTSBURGH MARKETS

(Continued from Page 111)

the Fuel Administration and J. Leonard Replogle, Director of Steel Supply for the War Industries Board. The motive was obvious. The Fuel Administration wants more coal to be produced and calls for more transportation facilities, while the Railroad Administration in turn wants more steel from the War Industries Board, hence Mr. McAdoo brings Mr. Calloway and Mr. Replogle together.

Other Steel Restrictions

The only precise fresh restriction in the use of raw steel in finishing departments is that mentioned above in the case of tin plate. Other restrictions are being considered, relating to the use of steel in merchant bar mills, pipe mills and wire mills. In the past few weeks these three classes of mills have been operating at an average rate of not more than 60 per cent. of capacity. Possibly decision in these matters will be aided by the inventory now being made of stocks of steel in the country, as a result of a questionnaire recently sent out by the Census Bureau in behalf of the War Industries Board, whereby steel producers, finishing mills, jobbers and manufacturing consumers are required to report their stocks in detail. Some stocks may be found that can be utilized for distribution to plants engaged in war work.

Production

The monthly report of the American Iron and Steel Institute indicates that steel ingots were produced in August at the rate of about 40,300,000 gross tons a year, against rates of 42,250,000 tons in July and 43,500,000 tons in June. The June rate was the best on record, barring only the rate last October. The July and August decrease reflects summer weather, particularly the record hot weather that prevailed in the central west during the first 12 days of August. On the whole, the midsummer drop in production was less than usually occurs, and there is good reason for expecting the June rate, or a higher rate, to be attained this month or next. Already there are reports of individual mills doing much better thus far this month than in the corresponding period of August. Some statistics gathered last May indicated an output of finished rolled steel equal to 78 per cent. of the production of ingots. Prior to the war the proportion was almost constant at about 76 per cent., the loss being in roll scale, scrap, etc., practically all of which is recovered. When shell steel manufacture for the Allies was undertaken the proportion dropped a trifle, on account of the heavy discards, but now it appears that some relaxation in the specifications, more skill on the part of the mills, and the employment of discard steel for various war uses are having their effect in pulling up the percentage. Using this factor, the ingot production in July and August would point to the production in the two months of about 6,000,000 net tons of finished rolled steel. This is to be considered in connection with the War Industries Board's recently increased estimate of 23,000,000 net tons of steel being required in the half year, with its very conservative estimate that only 17,000,000 tons production could be counted upon. If the two midsummer months produce 6,000,000 tons the half year ought to show at least 19,000,000 tons. This would still be 4,000,000 tons short of the estimate and the less important of the commercial uses, recognized as helpful in winning the war, cannot be allowed much steel.

TRADE ENQUIRIES

693. **Metals.**—A Milan firm invites correspondence from Canadian companies desirous of exporting metals.

695. **Aluminum sheets and utensils.**—A Milan house will buy on its own account or act as a representative of Canadian companies manufacturing sheet aluminum and aluminum utensils.

696. **Cutlery.**—A well-known Italian importing house is desirous of representing Canadian manufacturers of cutlery.

PARLIAMENT BUILDINGS, OTTAWA.

Tenders Wanted for "Iron Stairs and Ladders, etc.," for Boiler House.

SEALED TENDERS will be received by the undersigned until noon, September 27, 1918, for the Iron Stairs and Ladders, etc., required for the Central Heating Plant of the above building.

All tenders to be based on the execution, erection and completion; together with the furnishing of all material, tools, appliances, labour, etc., as required and described by the Plans and Specifications for the "Iron Stairs and Ladders, etc.," for Boiler House.

The work included under this contract shall be commenced immediately upon the signing of the same and continued as may be directed and in such a manner as to ensure the completion thereof by December 31, 1918.

Plans and Specifications and any other information required can be obtained at the offices of the General Contractors, P. Lyall & Sons Construction Company, Limited, Ottawa.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Minister of Public Works, for a sum not less than five per cent. (5%) of the amount of the tender, which will be forfeited if the parties tendering decline to enter into a contract when called upon to do so. If the tender is not accepted the cheque will be returned. If the tender is accepted, an additional cheque for a sum equivalent to five per cent. (5%) of the amount of the tender must be deposited before the contract is signed. The total security will be forfeited if the contractor fails to complete the work contracted for.

Certificates of payment shall be issued monthly as the work progresses and shall not exceed in the aggregate, ninety per cent. (90%) of the value of labour and material furnished and set out in the work.

The lowest or any tender not necessarily accepted.

Envelopes containing tenders to be marked: "Tenders for Iron Stairs and Ladders, etc., for Boiler House" and addressed to the undersigned.

JOHN A. PEARSON,
Architect.
J. O. MARCHAND,
Associate.

Centre Block, Parliament Hill, Ottawa.
Sept. 16-18-23.

Hockey Stick Specialists

Our hockey sticks are made in the largest factory in Canada. They are manufactured out of select 2nd growth air-seasoned Rock Elm.

Write for latest price list.

St. Marys Wood Specialty Co., Ltd.
ST. MARYS, ONT.

TOO LATE TO CLASSIFY

HARDWARE—AN OLD ESTABLISHED HARDware, stove and house furnishing business, in a good Western Ontario town, and a fine farming district. Box 767, Hardware and Metal.

Canada's Trade Position With U.S.A. Improves

A FIFTY MILLION DOLLAR improvement in Canada's trade balance with the United States is noted from records of the first seven months of 1918. Canada is buying less in the States, and America is buying more from Canada. This is good business, and offers an encouraging outlook. The details are contained in THE FINANCIAL POST of Sept. 14.

WHEAT CROP CONDITIONS

Threshing is now general throughout the North-West, and the yield is in almost every case ahead of expectations. The quality also is very good, the berries plump and of fine color. This matter is dealt with in detail, with the latest facts on the new method of financing the wheat harvest, in THE FINANCIAL POST of Sept. 14th.

FOOD CONTROLLER MAY FIX MILK PRICES.

"One of the most radical steps yet taken by the government in relation to price control" would be the fixing of milk prices. THE FINANCIAL POST of Sept. 14, from which the words are quoted, gives the latest business news developments in this direction.

$15,000,000 FOR DOMINION STEEL GROWTH.

The new plate mill being built for the Dominion Steel Co. will occupy a building a quarter of a mile long. Orders for it for five years' operation have been guaranteed by the Government. It is only a small part of the developments being undertaken though it will cost about $5,000,000. Total cost of the extensions going ahead will be over $15 000 000. On page 1 of THE FINANCIAL POST for Sept. 14 you will find further details.

OTHER CONTENTS OF THE POST

All the foregoing important business news items affecting Canada and eventually affecting your own business welfare are on the front page of THE POST of Sept. 14, and they are by no means all the interesting items on page 1, or one-tenth of the valuable contents of THE POST. Here is a partial list of other headings from the current issue:—

Millions Being Asked for 1919 Wheat Seed.
Allied Nations to Associate on a Business Basis.
Sir Thos. White Points Out Firm Position of Canada.
Canada Steamships Co. May Earn $4,500,000 in 1918.
Ten Million Munitions Order for Canada Cement Co.
Bank Clearings in Eastern Canada Are Much Higher.
"Financial Policeman" For the Allied Countries.
Lloyd's Opinion of Big Business and Big Banks.
Canada's Bonds Are Advancing in U.S. Market.
Victory Loan Organization a Main Factor.
Prospects of Life Insurance Never Brighter.
Building to be Restricted in the United States.
Improvement in Canadian Building During August.
The Part of Gas in Solving Our Fuel Problems.

To ascertain the business value to you of a closer acquaintance with these and the other interesting contents of THE FINANCIAL POST OF CANADA for Sept. 14, just fill in and send this form:—

The Maclean Publishing Company,
154 University Ave., Toronto.

Send me a sample copy of THE FINANCIAL POST OF CANADA. I am interested in .....

Name .....

Address .....

H.&M. 9C



A SALES-MAKING LABEL

Sixty years' experience in varnish-making is sealed up in every can bearing Berry Brothers' label. That is why Berry products are as dependable and so generally preferred by discriminating buyers. Another practical reason for this preference is the unvarying quality of Berry Brothers' finishes, which not only insures beautiful interiors, but the lasting quality that means real economy.

The Berry label is the buyers' guide to all that is best in varnishes, stains and enamels.

Write for dealers' descriptive price list.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

Established 1858
Walkerville, Ont. (702)

In Answering Advertisements

It will greatly oblige our advertisers and facilitate matters generally if you will give the following information:

(1) Are you a manufacturer, wholesale merchant, agent or consumer?
(2) What are the actual working conditions under which the goods are to be used?
(3) What is the most desirable shipping point—St. John, N.B., Montreal, or New York in bond.
(4) Is special packing desired?
(5) Can you give Canadian or United States references, as to your financial standing?

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/16.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.....	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Diamond King (glass).....		6 00
Bench—No 2, doz...	12 50	13 20
No. 3, doz...	13 50	14 20
No. 4, doz...	14 50	15 25

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to $1.15 a lb.

BARS, CLOTHES

No. 4, dozen	$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb..$1.40-$1.75
Cut Lace Leather, lb... 1.60- 1.95
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.....	$4 00
No. 2 x 50, lb.....	5 00
No. 3 x 60, lb.....	7 50
No. 4 x 100 lb.....	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz...	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net lists.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...12-14c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 44
Rods, base ½ to 1 in., round	0 41
Tubing, seamless, base	53-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.....45½-50	
Copper tubing, iron pipe size, base, ¾ in. up to 3 in....	0 57

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy ....$14.50-$17	
30-gal. Standard	14 00

BOARDS (Wash), Zinc

	Doz.
Pony	$2 25
Improved Globe	4 90
Neptune	4 90
Standard Globe	4 90
Original Globe	5 40
Jubilee	5 50
Newmarket King	5 50
Western King (enamel)	7 00
Beaver (brass)	7 00

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4.....	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5,000), 33 1-3%
Chicago Relax Floor (6,000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3,000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.

CHAIN

	Fire Welded Proof Coil Mont'l	Tor'to	Welded Mont'l	Tor'to
3-16 in...	$22.75	$17.00	$.....	$.....
¼ in. ..	16.75	14.50	21.75	23.70
5-16 in...	14.15	12.50	19.00	18.35
⅜ in. ..	13.00	11.50	15.90	14.00
7-16 in...	12.75	11.30	15.65	13.80
½ in. ..	12.50	11.15	15.50	13.65
⅝ in. ..	12.35	10.95	15.25	13.45
¾ in. ..	12.25	10.70	15.10	13.20
⅞ in. ..	12.05	10.60	15.00	13.10
1 in. ...	11.90	10.50	14.85	13.00

	Electric Welded B.B.	B.B.B.	
3-16 in.	$18.00	$19.00	$.....
¼ in. .	14.95	16.00	16.20
5-16 in.	12.55	13.50	13.80
⅜ in. .	11.35	12.25	12.60
7-16 in.	11.10	12.00	12.35
½ in. .	10.95	11.80	12.20
⅝ in. .	10.70	11.55	11.95
¾ in. .	10.40	11.25	11.65

Montreal and Toronto

	American Proof Coil Chain B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 5, 10%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement per bbl., $2.80 in carlots; $3.40-$3.50 bbl. in small lots.

Paris plaster, five-barrel lots $3.50; single barrel, $3.50. F.O.B. Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11, No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. Wood Drills, 37½%.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD Universal (doz.)

No. 0	$19 25
No. 1	23 30
No. 2	28 35
No. 3	36 45

F.O.B. Montreal, Toronto.

Russwin—	
No. 0	$19 20
No. 1	23 20
No. 2	28 40
No. 3	38 40

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths..	$7 80
17—7-strand, 50 ft. lengths...	8 00
18 —6-strand, 100 ft. lengths..	5 40
18 —6-strand, 50 ft. lengths..	5 45
19—6-strand, 100 ft. lengths..	4 75
19—6-strand, 50 ft. lengths..	5 00

F.O.B. Montreal, Toronto, London.

COPPER .. ... Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.....$43 50	$43 00	
Plain sheets, base, 16 oz. and heavier....	48 00	50 00
Copper sheet, tinned, 14x60 in., 14 oz...	49 00	.....
Copper sheet, planished, base 16 oz. and heavier	58 00	50 00
Braziers' in. sheets, 6x4 base	46 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets.	$11 75	$ 9 50
Do., 60 sheets.		9 65

	Apollo	Crown	Gorbals
18x24x52	....	....	
60	....	....	

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	
IX, 20x28 base (nominal)...	
IXX, 20x28 base (nominal)..	
IXXX, 20x28 base (nominal)	

F.O.B. Toronto

Raven and Murex Grades—
IC, 20x28 base, 112 sheets..
IX, 20x28 base, 112 sheets..
IXX, 20x28 base, 56 sheets..
IXXX, 20x28 base, 56 sheets

(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C. 20x28, 112 sheets..

F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheets $28 00

F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

Nominal

IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	2 00

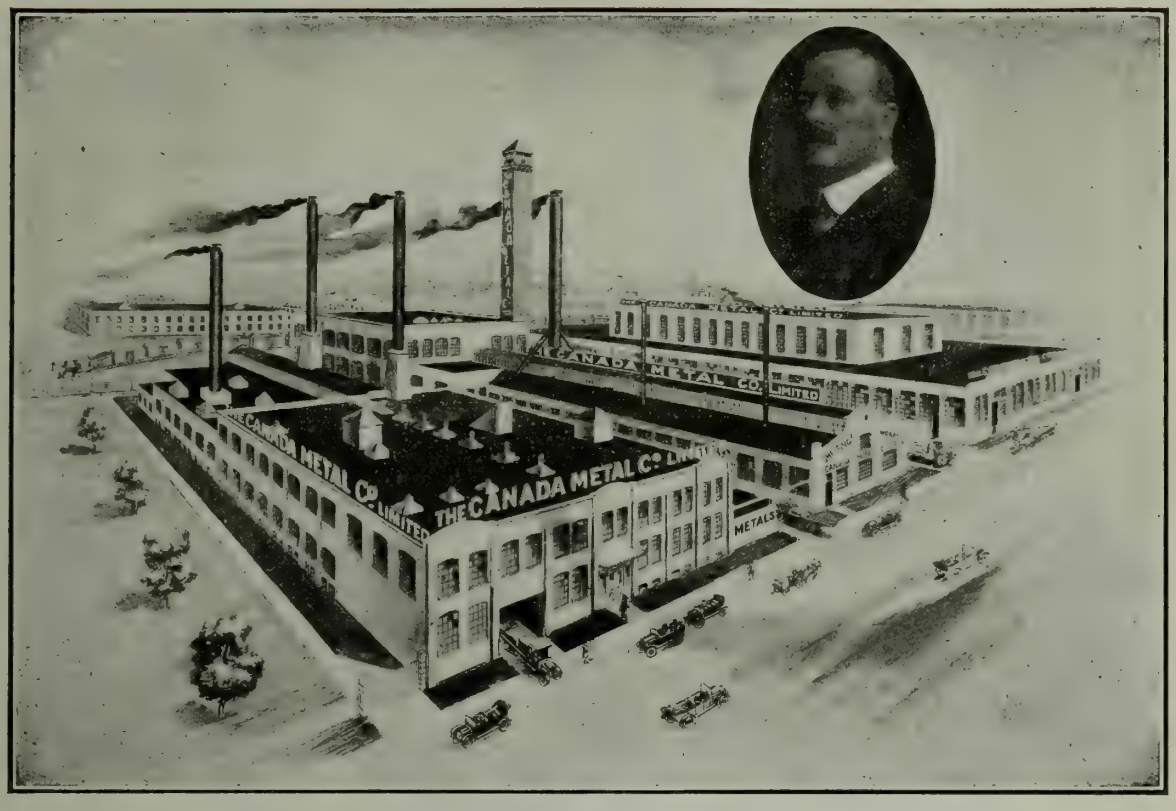
F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $9.65 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.
Marys.

THE BEST EQUIPPED FACTORY IN THE DOMINION OF CANADA



FOR MANUFACTURING

BABBITT METAL, SOLDER, LEAD PIPE, SHEET LEAD



Harris Heavy Pressure
IS
An Ideal Babbitt
FOR
The Hardware Trade

WE GUARANTEE
IT WILL GIVE EXCELLENT SERVICE
Order a box from our nearest factory.

THE CANADA METAL CO., LTD.
TORONTO

34 JACKSON ST. E.	50 BRENNAN ST.	301 CHAMBERS ST.	1428 GRANVILLE ST.
HAMILTON	MONTREAL	WINNIPEG	VANCOUVER

If interested, tear out this page and place with letters to be answered.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; Nos. 2 and 3, $28.20 to $30.00 doz. F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	30-32½
Black Diamond	32½
Delta Files	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 15-20%; cast bushings, 15-18%; unions, 30%; plugs, 10-15% off list. Net prices: Class B, black, 27-28c lb.; Class C, black, 18-19c lb.; galvanized, Class B, 37-39c lb.; Class C, 27-28c lb. Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	2 50-3 00
Under 40 lbs.	2 75-3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap	Tee
	Doz. pairs.	
4-inch	$2.55-$2.70	$2.18-$2.30
5-inch	3.15- 3.30	2.72- 2.85
6-inch	3.40- 3.55	3.06- 3.20
8-inch	4.60- 4.85	3.49- 3.65
10 inch	8.16- 8.56	6.20- 6.50
12-inch	10.12	9.86-10.35
14-inch	11.56	10.05

Light, Net Prices, figured at discount 10%; 15% discount also offered.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 10	1 00
5-inch	1 25	1 15
6-inch	2 25	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 25%.

F.o.b. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $10 50 11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent	6 00	....

F.o.b. Montreal. Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	Price per keg No. 1 and smaller
		Less 20c	
Light iron	0-7	$7 25	$7 50
Long heel light iron	3-7	7 25	....
Medium iron	1-8	7 25	7 50
Heavy iron	6-8	7 25	....
Snow	1-6	7 50	7 75
New-light "XL" steel	1-6	7 70	7 95
Fetherweight "XL" steel	0-4	9 10	....
Special-countersunk	0-4	9 60	....
Toe-weight(front only)	1-4	10 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2, and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in., 100 ft.	23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal Toronto, Hamilton London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2.30-2.40
Mrs. Potts' handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4, and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders Per ft.

Crescent	0 19
Household	0 19
Standard, 4-12 ft.	0 21
Electrician	0 30
Heavy duty	0 47
Extension	0 35
Perfect, 6 to 10 ft. only	$0 31
Hercules, 4 to 10 ft.	0 33
Hercules, 12 to 14 ft.	0 28
Faultless, 4 to 10 ft. only	0 29
Ontario, 4 to 10 ft. only	0 26
Shelf Lock, 4 to 8 ft. only	21

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Extension Ladders Per ft.

Up to 32 ft.	0 23
36 to 40 ft.	0 26

F.O.B. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	7 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	0 95- 1 10

3 doz. cases, 85-90c doz.; 6 doz. cases, 85c dozen.

Cold blast, genuine ruby	$4.75

F.o.b. Toronto, London, Hamilton, and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2, per doz.	1 85
Steel Thumb, No. 3, per doz.	2 40
Steel Thumb, No. 4	4 70
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING) List Each

Canadian	$ 9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.50

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 00	$12 50
Pick, doz.	12 00	12 50

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—		
No. 4, dozen	$29 40	
No. 8, dozen	33 60	
Universal—		
No. 4, doz.	$38 10	39 60
No. 8, doz.	46 40	48 60

MOPS

O-Cedar, doz, net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 00
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz.	3 35
Crank wringing, doz.	6 90

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.30 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.35 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $5.42½.

Sault Ste. Marie, Port Arthur, Fort William, $5.05-$5.35 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65; no equalization of freights.

Roofing Nails—American, large head, keg, $9. London, $10.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$22 00
No. 6	21 00
No. 7	20 00
No. 8	19 00
No. 9 and up	18 00

Discount, 10%.

Prominently Displayed The Jamieson Line Sells Itself!



R. C. Jamieson & Company, Limited

CALGARY Montreal VANCOUVER

Owning and Operating P. D. DODS & CO., Limited

If interested, tear out this page and place with letters to be answered.

"M.R.M." BRAND

No.	Net Lengths	Price List Per box of 25 lbs.
3	1⅝"	$19 50
4	1¾"	9 50
5	1 15-16"	4 50
6	2⅛"	4 25
7	2 5-16"	4 00
8	2½"	4 00
9	2 11-16"	3 75
10	2⅞"	3 75
11	3 1-16"	3 75
12	3¼"	3 75

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch...	10 50	36 inch...	$15 00
30 inch...	12 75		

½ inch mesh and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application

Toronto — Canadian netting 12½% off list.

Montreal, 12½% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
" 1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	$10 00- 10 50

F.o.b. Montreal, Toronto

OIL	Montreal	Toronto
Royalite	0 19	0 18
Palacine	0 22	0 21
Gasoline, gal.	0 34	0 33
Black oil (Summer)	0 16½	0 15½
Black oil (Winter)	0 18½	0 16
Imperial Cylinder		0 71
Capital cylinder	0 55	0 54
Machine oil, regular grades	31-41	29-39
Standard gas engine oil	0 44	0 43
Paraffine	0 25½	0 24½
XXX machine	0 40	0 39
Fuel oil, bbls.	0 14½	0 13½
Fuel oil, tank cars	0 13	0 12

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 30
Tarred Fibre, No. 2 roll	0 83
Surprise Fibre	0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	0 15
Carpet Felt, 16 oz., per 10 lbs.	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$10 75	$11 80
6 to 7 lbs., doz.	11 50	12 60
7 to 8 lbs., doz.	12 25	13 50

Rock—

7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 15
4 gross (cartons), 4½ in.	1 15

F.o.b. Montreal and Toronto.

WROUGHT IRON

Price List No. 47

Standard Buttweld Steel

Per 100 feet.

	Blk.	Gal.	Blk.	Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	$.....
¼ in..	5 22	7 35	5 52	7 65
⅜ in..	5 22	7 35	5 52	7 65
½ in..	6 63	8 20	7 06	8 71
¾ in..	8 40	10 52	8 97	11 09
1 in..	12 41	15 56	13 26	16 41
1¼ in..	16 79	21 05	17 94	22 20
1½ in..	20 08	25 16	21 45	26 54
2 in..	27 01	33 86	28 86	35 71
2½ in..	43 29	54 11	.....	.....
3 in..	56 51	70 76	.....	.....
3½ in	71 76	88 78	.....	.....
4 in..	85 02	105 19	.....	.....

Gen. WROT IRON—

Standard Lapweld Steel

	Blk.	Gal.	Blk.	Gal.
2 in..	$31 82	$38 30	$33 70	$40 20
2½ in..	47 97	58 21	50 90	61 10
3 in..	62 73	76 12	66 66	79 90
3½ in..	78 20	96 14	82 80	100 00
4 in..	92 65	114 00	98 10	119 00
4½ in..	112 00	137 00	125 00	149 00
5 in.	130 00	159 00	145 00	174 00
6 in..	169 00	206 00	188 00	226 00
7 in..	219 00	268 00	243 00	292 00
8 L in..	230 00	281 00	255 00	306 00
9 in..	317 00	388 00	.....	.....
10L in.	294 00	360 00	326 00	392 00
10 in.	379 00	464 00	420 00	505 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Net List

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	35, 2½	30
8" soil pipe	30	25
Medium and extra heavy fittings, 6" and under	40, 2½	40

F.o.b. Montreal, Toronto

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto

POLISH (O-Cedar)

4-oz bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	$2 25
Samson, 2-ply, roll	2 70
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 50
R. S. Special, 2-ply	1 75
R. S. Special, 3-ply	2 00
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Black Diamond tarred felt	4 10
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal

ROPE	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., 1c; 9-16 to 7-16 in. inclusive 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	48
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Italian rope basis...On application	
Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	0 77½
¼ in. and up	0 76¼

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 5% to 15% on list.

B. & A. emery cloth, 5% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	15 50

F.o.b. Toronto, London

SNATHS	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	87½
Wood, R. H., brass	82½
Wood, O. H., brass	82½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$11 00
U.S. 28	10 70
U.S. 26	10 40
22 and 24	10 25
18 and 20	10 10
16	9 95
14	9 85

F.o.b. Hamilton and Toronto

Colborne Crown — 16-20 gauge $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 9 85
16 gauge	11 05	9 95
18-20 gauge	11 20	10 10
22-24 gauge	11 40	10 25
26 gauge	11 60	10 40
28 gauge	11 90	10 70
10¾ ozs.	12 25	11 00

Add 25c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	"best-best"
16	$12 55		$12 55
18-20	12 55		12 55
22-24	12 25		12 25
26	12 25		12 25
28	13 00		13 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES	Per sq.
Standard galvanized	$11 00
Shipping weight 90 lbs	
Standard painted	8 50
Shipping weight, 80 lbs	

Discount 7½%

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$9 25
Standard painted	7 50

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount 25% off list.

Freight allowed on shipments of 24 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto Ottawa

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.

Freight allowed on shipments of 24 heaters.

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

Your C.C.M. Bicycle Agency for Next Season

Have you secured it?

Contracts for 1919 are now being closed. Agencies awarded and orders accepted for spring deliveries at present prices.

If you are handling bicycles at all, why not sell the best?

To avoid trouble and ensure satisfaction for yourself and your customers, secure the Agency for one of these well-known C. C. M. nameplates:

C·C·M MADE IN CANADA

Massey Columbia Perfect
Cleveland Brantford Red Bird
Ivanhoe or Gendron

How Is Your Stock of Automobile Skates

Skating time is not far off now.

Are you ready for it?

In the 14 models of Automobile Skates there is a size and style to fit every customer, and each will give perfect satisfaction and yield a good profit.

How is your stock?

CANADA CYCLE & MOTOR COMPANY, LIMITED

Montreal Toronto WESTON Winnipeg Vancouver

HOUSEWIVES WANT IT



The Stratford Clothes Bar

A display of Stratford Clothes Bars will attract purchasers. Women recognize the utility and convenience of them. No. 6 here illustrated has eighteen bars and can be supplied in three sizes.

No. 4—4 ft. high
No. 5—5 ft. high.
No. 6—6 ft. high.

All stock smooth turned. Get a few of each size on your floor and see how fast they will sell. They are good Fall sellers.

The Stratford Mfg. Co., Limited
STRATFORD, CANADA
If you have not got our catalog send for it

"Write for HARDWARE and METAL Electro Booklet"

Alex. McArthur & Co., Ltd.

TRADE MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND
TARRED FELTS
and SHEATHINGS

Made at our own Paper Mills.

SAVE COAL
BY USING
BUILDING PAPER

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades..	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	....
Hollow Back Scoops	25 and 25	....	25 and 25
Sand Shovels	25 and 25	....	25 and 25
Hollow Back Shovels	25 and 25	....	25 and 25
Hollow Back Coal Shovels	25 and 25	....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades..	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET — Bissell's Doz.

American Queen, Nickeled Fittings, Cyco Ball Bearing	$43 00
Boudoir, Nic., Cyco B.B.	40 00
Club, Jap. Cyco Bearing	96 00
Champion, Nickeled Fittings	35 00
Champion, Japanned Fittings	31 00
Elite, Nic., Cyco B.B.	46 00
Grand, Nic. ,Cyco B.B.	56 00
Grand, Jap., Cyco B.B.	52 00
Grand Rapids, Nic., Cyco B.B.	40 00
Grand Rapids, Jap., Cyco B.B	36 00
Parlor Queen, Nic., Cyco, B.B.	46 00
Princess, Nic., Cyco B.B.	41 00
Standard, Nickeled Fittings	37 00
Standard, Japanned Fittings	33 00
Universal, Nic., Cyco Bearing	38 00
Universal, Jap., Cyco Bearing	34 00

SWEEPERS, VACUUM — Bissell's Doz.

Grand Rapids, Nic.	$84 00
Household, Jap.	72 00
Superba, Nic.	99 00

F.o.b. factory Niagara Falls, Ont., and other jobbing points in Eastern Canada.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b Toronto, Hamilton, London.

TACKS — Discount

Wire Tacks .....60 and 10%

Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%

Double pointed tacks....60 10%

Shoe findings list adopted July 5, 1917—Net list.

List of Capped Goods adopted Jan. 1, 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wires.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount. F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	Net List.	

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) — Doz. with chain

Victor, No. 1	2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	4 70

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) — Per lb.

500 ft.	$0 23½
550 ft.	0 25¼
500 ft.	0 26½
550 ft.	0 28

In 5-ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 77-80¾

4-ply, wrapping, lb. 81¼-85

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES — %

Ground work	42
Compression work, standard	47
High grade	41
Cushion work	40
Fuller work, standard	45
High grade	38
Basin cocks, No. 0 Standard	40
High grade	40
Bath cocks	50
Flatway stop and waste cocks, standard	50
High grade	47
Roundway stop and waste cocks, standard	50
High grade	47
Brass steam cocks, standard.	10% advance on list
Radiator valves, standard	10
High grade	Net
Patent quick opening valves.	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc, 5% advance	on list

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 40-10%.
Colonial, 27½%.
Imperial Ware, net list.
Pearl, 27½%.
Premier, net list.
Canada Ware, net list.
Diamond, net list. White Ware, 45%
Japanned Ware, list plus 30%.
Japanned Ware, White, list, plus 40%.
Plain and Jap Sprinklers, list plus 30%.
Stamped Ware, plain, 45%.
Stamped Ware, retinned, 40%.
Copper Bottoms list, plus 10%.
Tinners' Trimmings, plain, 45%.
Tinners' Trimmings, retinned, 40%.
Tinners' Trimmings, general, list plus 20%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list ,plus 25%.
Railroad Cans, list, plus 30%.
Pieced Tinware, C.R., list, plus 70%.
Sheet Iron Ware, list, plus 20%.
Pieced Ware, ordinary, list, plus 50%. Fry Pans, 40%.
Spiders, steel, net list; cast iron, 10%.
Fire Shovels, Japanned, list, plus 20%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, galvanized, list plus 25%.
Light Galv Pails and Tubs, list plus 30%.
Heavy Galv. Pails and Tubs, list, plus 20%.
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus 40%.
Galv. Coal Hods, list, plus 50%.
Paper Lined Boards, 30 and 10%.
Wood Lined Boards, 30%.
Stove Pipe, patent, per 100, 6 in., $22.38; 7 in., $23.87.
Common, made-up, per 100, 5 and 6 in., ...; 7 in., ...
Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...
Stove Pipe Thimbles, 45%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
Nickel-plated Ware, 50%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l	
Sectional, 1 lb. per 100 lbs.	$5.50	$5.85	$5.50	$5.35
Section, ½ lb. per 100 lbs.	5.50	5.85	5.50	6.00
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	4.25	

WHEELBARROWS

Navvy, steel wheel, doz. .37.50-51.50
Garden steel wheel, doz. .51.00-72.00
Light garden, doz. 37.00-62.00
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire — Per 100 lbs

No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	9 00
No. 19	9 50

Hay Wire in Coils

No. 13	6 85
No. 14	7 00
No. 15	7 20
No. 16	7 45

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$4 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. — Toronto

Barb	$6.25-$6.50
No. 9 pl. galv.	5.35- 6.00
No. 12 pl. galv.	5.50- 6.15
No 13 pl. galv.	6.00- 6.25
No. 9 coil sp.	5.50- 6.00
No. 12 coil sp.	5.80- 6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 50
Fence staples, galvanized.$6.25-6.50
In 25-lb. boxes add 25c extra

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.....10%
Brass wire, 3 to 24 gauge, add 40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls		$3 50
In 50-ft. rolls		3 55
Galvanized, per 100 sq. ft. in 100 ft. rolls	4 75	5 50
Bronze, sq. ft.		0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 10%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report.

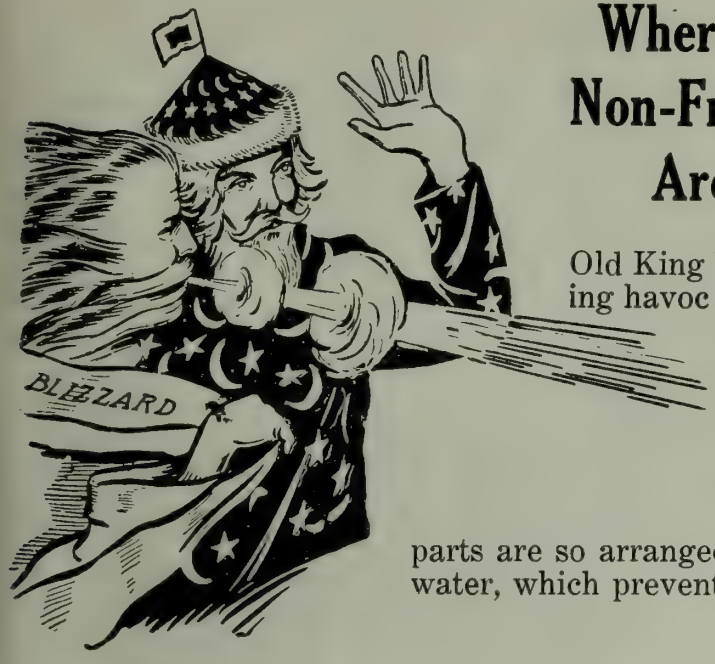
WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$15 60	18 in.	$35 00
10 in.	17 40	24 in.	50 60
14 in.	24 45		

Coes—	Doz. net		Doz. net
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		

Stillson—	Each	Doz. net
6 in.	$1 20	$14 00
8in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 35	50 60
36 in.	....	94 20
48 in.	....	139 20

"Jack Frost" *Can't* Play Havoc With Unprotected Plumbing



Where EMPIRE Non-Freezing Closets Are Installed!

Old King Winter will soon be playing havoc with unprotected plumbing—that is to say, in buildings where **"Jack Frost"** Anti-Freezing closets are not installed.

The secret of the Empire "Jack Frost" is that all parts are so arranged as to draw free from water, which prevents freezing.



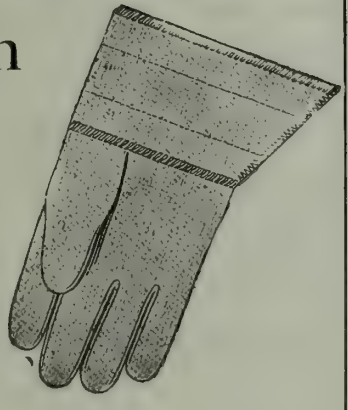
It works automatically. Get in touch with us re prices in time for Fall trade.

Empire Manufacturing Company, Limited

LONDON TORONTO

Every Man In Your Town

is a good prospect when you display the comfortable, carefully made TAPATCO Glove line.



TAPATCO
REGISTERED BRAND TRADE MARK

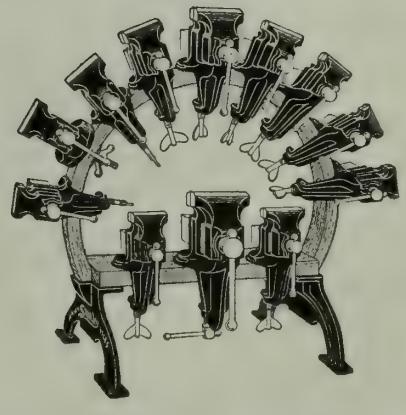


Ask Your Jobber

TAPATCO Gloves are made in many styles and weights to meet the requirements of the many. See how well they'll sell in your store.

The American Pad and Textile Company
Chatham, Ontario

Stanley Tools



JERSEY VISES"

Made in Canada

To increase your small Vise business, put in a line of "JERSEY" VISES.

They are a necessary addition to the Tool Kit of every Mechanic, Amateur and Householder.

Made with either Clamp or Swivel Bases, with iron or steel jaws, and in six sizes.

Send for special circular containing complete description of all styles, also an attractive display card.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

If interested, tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1. $1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE Montreal Toronto
Per lb. 13-14 14-16

BRUSHES
Acme, 15 lbs. each..... $2 25
Acme, 20 lbs., each..... 2 75
Acme, 25 lbs. each..... 3 25
F.o.b. Toronto.

COLORS (DRY) Per lb
Raw Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Raw Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Imp. green, 100 lb. kegs.... 0 25
Chrome green, pure 0 35
Chrome yellow 17-31
Brunswick green, 100 lb. k.. 0 12
Indian red, 100-lb. kegs.... 0 15
Indian red, No. 1, 100 lb. k.. 0 06
Venetian red, best bright... 0 04
Venetian red, No. 1 ..... 0 02½
Drop black, pure dry..... 0 15
Golden ochre, 100 lb. kegs.. 0 06½
White ochre, 100 lb. kegs.. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 0 03½
French ochre, barrels 0 06
Spruce ochre, 100-lb. kegs... 7-8c
Canadian red oxide, bbls....2 -2¼
Super magnetic red..... 2¼-2½c
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE
1 lb. tins—
Venetian red 0 21
Indian red 0 35
Chrome yellow, pure 0 53
Golden ochre, pure 30-32
French spruce ochre, pure...25-28
Greens, pure 28-35
Siennas 0 32
Umbers 0 32
Ultramarine blue 0 52
Prussian blue 1 50
Chinese blue 1 50
Drop black 0 30
Ivory black 0 31
Signwriters' black, pure 0 40
Lampblack 0 40
Marine black, 5 lb. irons..... 0 20
F.o.b. Montreal, Toronto.

ENAMELS (white) Gal.
Duralite $6 50
Albagloss 3 50

GLUE Per lb
Brantford All Round Glue—
Case No. 7—50-lb. pkgs.....$28 00
Case No. 8—100 ½-lb. pkgs.. $1 00
Case No. 9—200 ¼-lb. pkgs.. 38 00
Discount.
French medal (prices withdrawn)
English common sheet..... 32-34
English prima 35-38
White pigsfoot 0 50
Cake bone, 112-lb. bags..... 0 35
Hide, 112-lb. bags 0 45
Gelatine, 112-lb. bags..... 45-60
Ground glues, 112-lb. bags, No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags.. 24

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	28 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 35
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 25%.
Sheet glass, 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each			$0 80
Plates from	1 to 2	feet, each	0 90
"	2 to 3	"	0 95
"	3 to 4	"	1 15
"	4 to 5	"	1 35
"	5 to 7	"	1 50
"	7 to 10	"	1 70
"	10 to 12	"	1 75
"	12 to 15	"	1 85
"	15 to 25	"	1 95
"	25 to 50	"	2 15
"	50 to 75	"	2 20
"	75 to 90	"	2 25
"	90 to 100	"	2 30
"	100 to 120	"	2 60
"	120 to 140	"	2 90

Plates 101 to 110 wide containing not over 100 ft. each... 3 00
Plates 111 to 120 wide containing not over 100 ft., each... 3 40
Plates 101 to 110 wide containing over 100 ft., each..... 3 40
Plates 111 to 120 wide containing over 100 ft., each..... 3 75
Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 10 0lbs. F.o.b. Toronto and Hamilton. 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure	$17 50	$17 80
Crown Diamond	17 50	17 80
Crown, pure	17 50	17 80
Green Seal	17 50	17 80
Ramsay's Pure	17 50	17 80
Moore's Pure	17 50	17 80
Tiger, Pure	17 50	17 80
O.P.W. Dec. Pure...	17 50	17 80
Red Seal	17 50	17 80
Decorators' Pure ...	17 50	17 80
O.P.W. English	17 70	18 00
Elephant Genuine ..	18 00	18 30

B.B. Genuine Lead, less than tons, $19.70, Toronto; $19.40, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt....	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.....	14 75	15 50
Less quantity	16 00	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Pound	Pound
Barrels, 600 lbs...	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO
Tints, 5-lb. packages, per 100 lbs.. $8.40; white, 5-lb. packages $7.80.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon

Elephant, white	3 95
Elephant, colors	3 55
B.H. English, white	4 05
B.H. English, colors	3 80
B.H. Floor	3 15
B.H. Porch Floor	3 80
Minerva, white	3 90
Minerva, colors	3 65
Crown Diamond, white	3 80
Crown Diamond, colors	3 55
Crown Diamond, floor	3 05
B.H. Fresconette, white	3 35
B.H. Fresconette, colors.....	3 25
Moore's House Colors, white..	3 75
Moore's House Colors, colors.	3 65
Moore's Egyptian Paint, all colors	3 00
Moore's Floor Paint	3 00
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor....	3 30
C.P.C. Pure, white	4 05
C.P.C. Pure, colors	3 80
O.P.W. Canada Brand, white	3 80
O.P.W. Canada Brand, colors	3 50
O.P.W. Canada Brand, floor.	3 05
O.P.W. Flat Wall, white.....	3 30
O.P.W. Flat Wall, colors.....	3 10
Ramsay's Pure, white	3 90
Ramsay's Pure, colors	3 60
Martin-Senour, 100%, white..	4 05
Martin-Senour, 100%, colors..	3 80
Martin-Senour, Porch Paint...	3 80
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 15
Sherwin-Williams, white	4 05
Sherwin-Williams, colors	3 80
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros. H.S., white.....	4 05
Lowe Bros. H.S., colors.....	3 80
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 05
Maple Leaf, colors	3 80
Maple Leaf, floor	3 25
Pearcy's Prepared, colors	3 15
Pearcy's Prepared, white	3 50

F.o.b. Montreal, Toronto.

PARIS GREEN

	C.P. Berger's and Munro's Per lb.	
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250		
In 50 lb. and 100 lb. drums	0 61¼	0 62
In 25 lb. drums.....	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case.....	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY

Standard	Montreal Less than tons	Toronto
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums..	6 45	6 75
Bulk, 25-lb. drums ..	6 70	7 00
Bulk, 12½-lb. irons..	6 95	7 25
Bladder, in bbls.....	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c, Hamilton 30c, London and Windsor 40c per 100 lbs. over Montreal quotations.

ROSIN

Barrels, 100 lbs.....	$5 90	$6 00
Kegs, 100 lbs.		7 00
Less, per lb.	0 07	0 08

SHELLAC
Pure White, gal.... $4 75-$4 90
Pure Orange, gal.... ....- 4 50
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER
Taxite, 1 gal. cans $3 30
B.H. Vanisher 3 00
Cumoff 3 30
Takof 3 25
O.P.W. Presto 3 00
Lingerwett 2 80-3 25
Solvo 3 00
F.o.b. Montreal, Toronto.

VARNISHES Per gal. same
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins .....$1.32-$1.45
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz... 1 40
Depend-on, list 3 50
B.H. Maritime Spar, list.... 7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.
Elastilite 3 25
Granitine Floor Finish 3 25
Hydrox Spar 3 65
Sun Varnish 2 60
Sun Spar 4 63
Sun Waterproof Floor..... 3 40
Jasperite Interior and Exterior 2 65
Jasperite Pale Hard Oil ... 1 90
Jasperite Indestructo Floor Finish 2 65
Jamieson's Copaline 3 02
M-S Marble-Ite Floor 3 29
M-S Wood-Var 3 29
M-S Double Spar 4 57
M-S Finest Interior 3 86
Elastic Interior 2 64
Mar-not 3 40
Quick Action House 2 47
Rexspar 4 62
Sear-Not 3 34
Kyanize Spar 4 95
Kyanize Cabinet Rubbing .. 3 85
Kyanize Interior 3 85
Luxeberry light 3 30
Luxeberry granite 3 52
Luxeberry spar 4 95
Ramsay's Universal 2 92
Crown Diamond Floor 2 60
F.o.b. Montreal, Toronto

WATER PAINTS
Opalite, 300 lb. bbls..... 0 13½
Opalite, 100 lb. kegs..... 0 14
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg... 0 40
Coralite, 5-lb. pkgs., white 0 07
Coralite, 5-lb. pkgs., colors 0 07½
B.H. Frescota, 5-lb. pkge., white 7 80
B.H. Frescota, 5-lb. pkge., colors 8 40
F.o.b. Montreal, Toronto

WASTE
Cream, Polishing $0 21

WHITE

XXX	0 20
XX	0 18
X	0 17
XC	0 16
Japanese	0 15
XXX Extra	0 21
X Grand	0 19¾
XLCR	0 18½
X Empire	0 17¼
X Press	0 16

COLORED

No. 5	15
No. 1	14
No. 7	13
No. 1A	11½
No. 1B	10½
Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	10½

Above lines subject to trade discount for quantity.

WAX Per lb.
C. & B. Floor Wax $0 40
B.H. Wax 0 40
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 34
Imperial Floor Wax 0 40
Anchor 0 38
O.P.W. Lion Brand 0 35
Old English 0 58 0 62
Johnsons 0 57 0 62
Jamieson's liquid wax, gal... 2 75
Gold Medal 0 42
Edwards, lb. 0 40
Ramsay's 0 45
S & W. 0 54
Crown Diamond 0 45
F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls. $2 50
F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls..... 3 00

WOOD ALCOHOL ..... per gal.
In five gallons.....$1.80-$1.90
In barrels ....- 1.7
$1 extra for barrels
F.o.b. Montreal, Toronto, London

GLASS

Now is the time to sort up on

WINDOW GLASS

We can take care of your requirements from our branch warehouses and make prompt shipments.

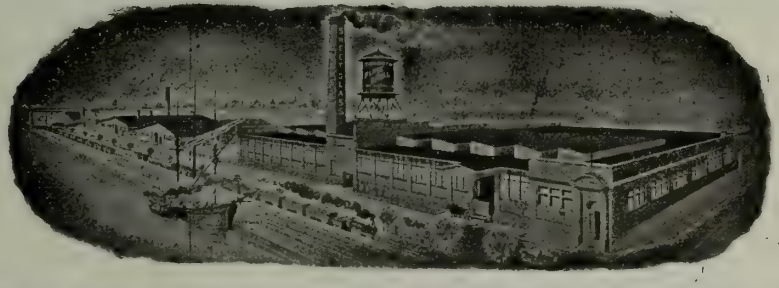
We stock and manufacture Plate, Bevelled Plate, Mirrors, Window, Figured, Leaded, Wired and Prism Glass.

Catalogues and price lists will be sent free upon application.
WRITE, PHONE OR WIRE your wants.

HOBBS MANUFACTURING COMPANY, LIMITED

Montreal Toronto London Winnipeg

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

CARTER'S

The Best Quality of Genuine Dry Red Lead and Genuine Dry Powdered Litharge

Paper manufacturers want a Red Lead to protect their steam and water pipes, and a Litharge to reline their digesters. Rubber and Color Makers need them. Shipbuilding firms must have them. Railways and Ironworks use them. Are you ready to supply the requirements of such firms in your district. Also

YOUR PAINTER

must have Genuine Red Lead and Litharge to meet his requirements. Do not delay in putting in a stock or you will lose good business which is rightly yours.

The Carter White Lead Co. of Canada, Limited, 91 Delorimier Avenue, Montreal

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Dougle Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $10.25 per 100 lbs.

BAR IRON

Bar Iron—$5.50 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 37½% off list.

Standard, 30% off list. 25% extra.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.65 per lb.; cut, $1.85 per lb.; rawhide, sides, $1.60; cut, $1.80.

Blue Stone (Vitriol), 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 20%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil,: 3-16 in., $18.40; ¼, $16.00; 5-16 in., $13.60; ⅜, $12.40; 7-16, $12.20; ½, $12.00; 9-16, $12.00; ⅝, $11.75; ¾, $11.50; 1 in., $11.25; Logging, 5-16 in., $15.40; ⅜, $14.20; ½, $13.80; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 65

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10	72c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. bbls., 30c lb.; 100-lb. bbls, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$14 00	18 50
26 to 40	15 00	21 00
41 to 50	18 50	23 75
51 to 60	19 50	24 25
61 to 70	20 50	25 75

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.75.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, net list.

Corrugated Strap Hinges — 4, $1.75; 5, $2.35; 6, $3.10; 8, $4.95; 10, $7.35; 12, $11.35.

Corrugated Tee Hinges—4, $2.15; 5, $2.65; 6, $3.50; 8, $6.00; 10, $10.10; 12, $14.40.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"	
10¾ oz. or 28 Eng.	$11 70	$11 70
28 Am. or 26 Eng.	11 40	11 40
26 Am. or 26 special	11 10	11 10
24	10 95	10 95
22	10 95	10 95
18 and 20	10 80	10 80
16 Am.	10 65	10 65

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 10
Mrs. Pott's No. 50, set	2 25

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $7.80, per doz., $1.05; B. per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$13 00
No. 25. Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 30
3	2 95
4	5 25

Barn Door

5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$5 65
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, $12.60; cutter, $12.60.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 25

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 25	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.80 base; Winnipeg, $6.25 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$5 95
30 in.	7 20
36 in.	8 50
2 in. mesh x 24 in.	2 90
30 in.	3 40
36 in.	4 05
48 in.	5 25
60 in.	6 55
72 in.	7 80

NETTING. Poultry, Hexagon, 15%

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 37½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 37c; Family safety coal oil, 24½c; "Engoline" engine coal oil, 20½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 20c; Standard gas engine oil, 48c; Prairie Harvester oil, 49½c.

PAINTS

Stephens' Out White, $4.20; Stephens' House, $3.95; Stephens' Floor, $3.40; Silkstone, $3.15; Stephens' Barn Paint, $1.85.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)

GLASS

Now is the time to sort up on

WINDOW GLASS

We can take care of your requirements from our branch warehouses and make prompt shipments.

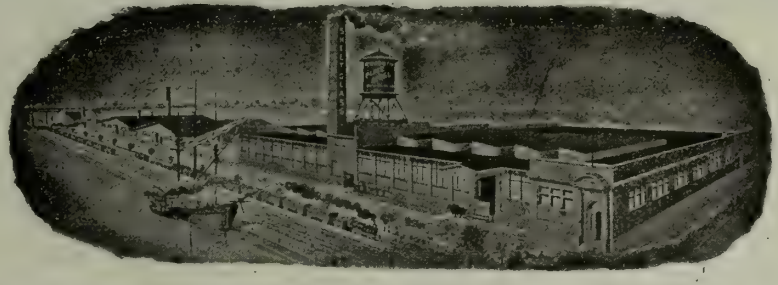
We stock and manufacture Plate, Bevelled Plate, Mirrors, Window, Figured, Leaded, Wired and Prism Glass.

Catalogues and price lists will be sent free upon application.
WRITE, PHONE OR WIRE your wants.

HOBBS MANUFACTURING COMPANY, LIMITED

Montreal Toronto London Winnipeg

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

CARTER'S

The Best Quality of Genuine Dry Red Lead and Genuine Dry Powdered Litharge

Paper manufacturers want a Red Lead to protect their steam and water pipes, and a Litharge to reline their digesters. Rubber and Color Makers need them. Shipbuilding firms must have them. Railways and Ironworks use them. Are you ready to supply the requirements of such firms in your district. Also

YOUR PAINTER

must have Genuine Red Lead and Litharge to meet his requirements. Do not delay in putting in a stock or you will lose good business which is rightly yours.

The Carter White Lead Co. of Canada, Limited, 91 Delorimier Avenue, Montreal

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Dougle Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $10.25 per 100 lbs.

BAR IRON

Bar Iron—$5.50 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 37½% off list.

Standard, 30% off list. 25% extra.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.65 per lb.; cut, $1.85 per lb.; rawhide, sides, $1.60; cut, $1.80.

Blue Stone (Vitriol), 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 20%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil,: 3-16 in., $18.40; ¼, $16.00; 5-16 in., $13.60; ⅜, $12.40; 7-16, $12.20; ½, $12.00; 9-16, $12.00; ⅝, $11.75; ¾, $11.50; 1 in., $11.25; Logging, 5-16 in., $15.40; ⅝, $14.20; ½, $13.80; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 65

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10	72c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. bbls., 30c lb.; 100-lb. bbls, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$14 00	18 50
26 to 40	15 00	21 00
41 to 50	18 50	23 75
51 to 60	19 50	24 25
61 to 70	20 50	25 75

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.75.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, net list.

Corrugated Strap Hinges — 4, $1.75; 5, $2.35; 6, $3.10; 8, $4.95; 10, $7.35; 12, $11.35.

Corrugated Tee Hinges—4, $2.15; 5, $2.65; 6, $3.50; 8, $6.00; 10, $10.10; 12, $14.40.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.	$11 70	$11 70
28 Am. or 26 Eng.	11 40	11 40
26 Am. or 26 special	11 10	11 10
24	10 95	10 95
22	10 95	10 95
18 and 20	10 80	10 80
16 Am.	10 65	10 65

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 10
Mrs. Pott's No. 50, set	2 25

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $7.80, per doz., $1.05; B. per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$13 00
No. 25. Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 30
3	2 95
4	5 25
Barn Door	
5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 65
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, $12.60; cutter, $12.60.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 25

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 7 75	$ 8 25
Empress	10 00	10 60
Daisy	6 25	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.80 base; Winnipeg, $6.25 base. Cut f.o.b. Winnipeg, $6.55.

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POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)





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Paint and Varnish Makers

WINNIPEG AND CALGARY

If interested, tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 00	$ 8 35
⅜ inch	6 05	8 45
½ inch	7 85	9 60
¾ inch	9 95	12 30
1 inch	14 70	18 20
1¼ inch	20 00	24 70
1½ inch	23 75	29 35
2 inch	32 00	39 50
2½ inch	51 25	63 15
3 inch	66 20	82 60
3½ inch	86 85	.....
4 inch	103 00	.....
4½ inch	118 50	.....
5 inch	138 00	.....
6 inch	179 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $11; full polished $12.50; 18 x 24, half polished, $11; full polished, $12.50; 20 x 28, half polished, $11; full polished, $12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½ x 14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$5 70
25-lb. irons, per cwt.	6 30
1½-lb. tins	0 12

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39¾c base; British Manila, 33¾c base; lath yarn, 28¼c base; African hemp, 33¾c base; cotton rope ¼ and over, 65c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0 ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $10.00; Watch Spring, $10.40; Lance Tooth or Lightning Blades, $10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—	
No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$ 87 00
Household, Jap.	75 00
Superba, Nic.	102 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 30
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 69 to 70.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $8.00 base; other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $8.50; ¾ in. $8.75; ¾ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE—

20 x 28 I.C.	$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.C.	40 00
Terne plates	24 00

TRAPS, GAME— Doz.	Victor	H.& N.	Jumbo
No. 0	$1 95	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$23 80
No. 1	18 80	20 45
No. 2	16 40	16 95
No. 3	14 00	14 45

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 75
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus, 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs 17½% discount.

Jap. Coal Hods, list, plus 35%

Galv'd Coal Hods, list, plus 50%

WASHERS—

Iron, small lots, 15% on list plus 75c; full boxes, iron, 10% on list plus 75c.

WHITE LEAD—

Decorators' pure, ton lots, $18.25; less than ton lots, $18.60.

WIRE, BARB—

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William $5.10 Winnipeg; Baker, 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized Ft. William, No. 9, $5.65; No. 12 $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 50
8 in.	7 80
10 in.	9 10
12 in.	11 70
15 in.	15 60
Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$ 1 10
8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45
Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

	Dozen	
Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $58.85 per doz.; Reliance, $70 50 per doz.; Emperor, $132.

Royal Canadian, $54.50 per doz.;





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4½ inch	118 50	.....
5 inch	138 00	.....
6 inch	179 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $11; full polished $12.50; 18 x 24, half polished, $11; full polished, $12.50; 20 x 28, half polished, $11; full polished, $12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½ x 14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$5 70
25-lb. irons, per cwt.	6 30
1½-lb. tins	0 12

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39¾c base; British Manila, 33¾c base; lath yarn, 28¼c base; African hemp, 33¾c base; cotton rope ¼ and over, 65c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0 ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $10.00; Watch Spring, $10.40; Lance Tooth or Lightning Blades, $10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$ 87 00
Household, Jap.	75 00
Superba, Nic.	102 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 30
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 69 to 70.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $8.00 base; other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $8.50; ¾ in. $8.75; ¾ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE—

20 x 28 I.C.	$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.C.	40 00
Terne plates	24 00

TRAPS, GAME—	Doz. Victor	H.& N.	Jumj
No. 0	$1 95	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$23 80
No. 1	18 80	20 45
No. 2	16 40	16 95
No. 3	14 00	14 45

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus, 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%

WASHERS—

Iron, small lots, 15% on list plus 75c; full boxes, iron, 10% on list plus 75c.

WHITE LEAD—

Decorators' pure, ton lots, $18.25; less than ton lots, $18.60.

WIRE, BARB—

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William $5.10 Winnipeg; Baker, 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized Ft. William, No. 9, $5.65; No. 12 $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 50
8 in.	7 80
10 in.	9 10
12 in.	11 70
15 in.	15 60
Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$ 1 10
8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45
Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

	Dozen Black	N.P.
Always Ready—		
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $58.85 per doz.; Reliance, $70.50 per doz.; Emperor, $132.

Royal Canadian, $54.50 per doz.;

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS, MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON, FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER — THE RETAILER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

NONOLIO NATIONAL POLISH

KEEPS CARS NEW, CLEANS, POLISHES, PROTECTS FINISH. HAS NO EQUAL.



Auto Owners Want the Best. Give Them *NONOLIO NATIONAL* in the Can with the RED, WHITE and BLUE LABEL.

Note the Label



Be prepared for the demand. Write for our proposition, or send order for sample dozen cans. *A REAL LEADER FOR LIVE DEALERS.*

ASK US FOR AUTOMOBILE SUPPLY BOOKLET

D. ACKLAND & SONS, LIMITED

WINNIPEG, CANADA

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Plewes Ltd., Winnipeg, Man.

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British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

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Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Ware Mfg. Co., Oakville, Ont.

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Caverhill, Learmont & Co., Montreal.
W. B. Dalton & Sons, Ltd., Kingston, Ont.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
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Canada Sales Co., Toronto.
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Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
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Homer & Wilson, Hamilton, Ont.
W. W. Hicks, Winnipeg, Man.
Hyslop Bros., Toronto.
C. Kloepper, Limited, Toronto, Ont.
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North American Hardware Co., Ltd., Montreal.
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Prairie Motor Sales Co., Moose Jaw, Sask.
Rock Island Mfg. Co., Chicago, Ill.
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Samuel Trees & Co., Toronto.
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Wilkinson & Kompass, Hamilton.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties Co., Hamilton, Ont.

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Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Carriage Factories, Ltd., Brockville, Ont.
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

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Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg Co., Ltd., Otterville, Ont.

Barrel Liners
J. N. Warmington & Co., Montreal Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal,
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls,

Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Empire Mfg Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
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Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

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Thermoid Rubber Co., Trenton, N.J.

Brass Goods
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Plewes Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Bolts and Nuts
Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Kloepner, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boiler Tubes
Baines & Peckover, Toronto.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Eye
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

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J. E. Beauchamp & Co., Montreal.
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Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
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The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

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Stanley Rule & Level Co., New Britain, Conn.
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Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John.
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Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
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Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Blowers, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

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National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont.
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STEEL IRON METALS

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REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS, MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON, FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

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Canadian Winckley Co., Ltd., Windsor, Ont.
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Homer & Wilson, Hamilton, Ont.
W. W. Hicks, Winnipeg, Man.
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Northern Electric Co., Ltd., Montreal.
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Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
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Samuel Trees & Co., Toronto.
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Northern Electric Mfg. Co., Montreal.

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Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls,

Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.

Brass Goods
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto
Plewes Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Bolts and Nuts
Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boiler Tubes
Baines & Peckover, Toronto.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Eye
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warmington & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.
The Toronto Lock Mfg. Co., Toronto, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Blowers, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

"In A Class By Itself"

Dougall Varnish

It may cost a little more by the gallon, but owing to its great covering power it costs less by the job, and it is "The Varnish That Lasts Longest."

This is the varnish to sell and recommend to your customers in the sure and safe knowledge that it means entire satisfaction to them.

Send a postcard for our dealer proposition.

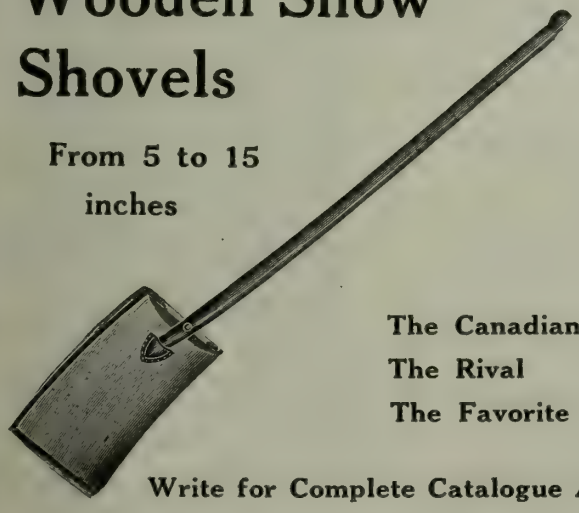
The Dougall Varnish Co., Ltd., Montreal

QUALITY DOUGALL VARNISHES FIRST

J.E.B. Quality Co.

Wooden Snow Shovels

From 5 to 15 inches



The Canadian
The Rival
The Favorite

Write for Complete Catalogue A.

J. E. BEAUCHAMP & CO.
Manufacturers of Hardware, Toys, Woodenware, etc.

Agents: { *Ives' Modern Bedstead, Winnipeg.*
Towe & Towe, London, Ontario.

PLEWES LIMITED

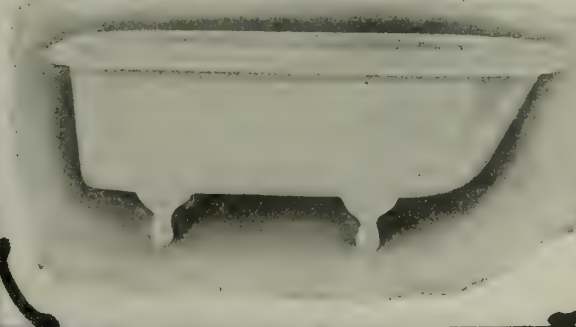
This Ware is Guaranteed

There is a real satisfaction in handling "Beaver" Porcelain Enameled Ware to know that you are backed up by the manufacturers' guarantee. You can give your customer ware that he'll be proud of, and which is guaranteed to be first class in every particular.

This is the "Beaver" "Rose" Porcelain Enameled Bath with 3-inch Rolled Rim, for Fuller Double Bath Cock and connected Waste and Overflow. Painted exterior.

You can rely on getting good service from us.

A good concern to do business with.



WINNIPEG

THE BUYERS' GUIDE

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.
Camp Furniture
Otterville Mfg. Co., Ltd., Otterville, Ont.
Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.
Canoes
Canadian Canoe Co., Peterboro, Ont.
Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Cash Carriers
Gipe-Hazard Store Service Co., Toronto.
Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville
The Toronto Lock Mfg. Co., Toronto, Ont.
Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Carpet Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.
Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.
Cable Carriers
Gipe-Hazard Store Service Co., Toronto
Ceilings and Walls, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.
Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.
Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.
Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.
Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Vel-Peek Mfg. Co., Montreal.
Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
Chucks, Tap
Wells Bros. of Canada, Galt.
Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.
Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.
Clocks
Western Clock Co., La Salle, Ill.
Clothes Racks
Walter Woods & Co., Hamilton.
Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Williams & Co., J. H., Brooklyn, N.Y.
Clippers
American Shearer Mfg. Co., Nashan, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.
Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.
Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont
Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.
Clothes Pins
Canadian Woodenware Co., St. Thomas, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.
Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.
Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.
Cotton Gloves
American Pad & Textile Co., Chatham.
Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.
Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.
Concrete, Reinforcing Steel
Barnes & Peckover, Toronto.
Conductor Pipe, Hooks, Heads, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.
Connecting Rods
Williams & Co., J. H., Brooklyn, N.Y.
Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Corner Bead, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Cornices, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Cooking Ware
Corning Glass Works, Corning, N.Y.
Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.
Crowbars
B. J. Coghlin & Co., Montreal.
Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.
Cultivators
C. S. Norcross & Sons, Bushnell, Ill.
Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Clyde Cutlery Co., Clyde, N.Y.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
J. Wiss & Sons, Newark, N.J.
Wilkinson Sword Co.
Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).
Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.
Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.
Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.
Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.
Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.
Display Racks and Stands
Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.
Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.
Doors, Screen
Kasement Skrene Dore Co., Toronto.
Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.
Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.
Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.
Doors, Fireproof, Metal
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
The Toronto Lock Mfg. Co., Toronto, Ont.
Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.
Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.
Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Drills, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.
Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.
Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.
Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Drop Forgings
Williams & Co., J. H., Brooklyn, N.Y.
Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Dusters
Channell Chemical Co., Toronto.
Dynamite
Du Pont American Industries, Wilmington, Del.
Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.
Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.
Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.
Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.
Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Factory Products Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.
Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.
Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man
Toronto Lock Mfg. Co., Toronto.
Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.
Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Superior Electrics, Ltd., Pembroke, Ont.
Electrical Toys
A. C. Gilbert Co., New Haven, Conn.
Electro-plating
Toronto Lock Mfg. Co., Toronto.
Enamels
Boston Varnish Co., Everett Station, Boston, Mass
Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.
E. T. Wright Co., Hamilton, Can.
Engines
Cushman Motor Works, Ltd., Winnipeg, Man.
Emery Glass and Papers
John Oakey & Sons, London, Eng.
Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.
Alexander Gibb & Co., Montreal, Que.

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It may cost a little more by the gallon, but owing to its great covering power it costs less by the job, and it is "The Varnish That Lasts Longest."

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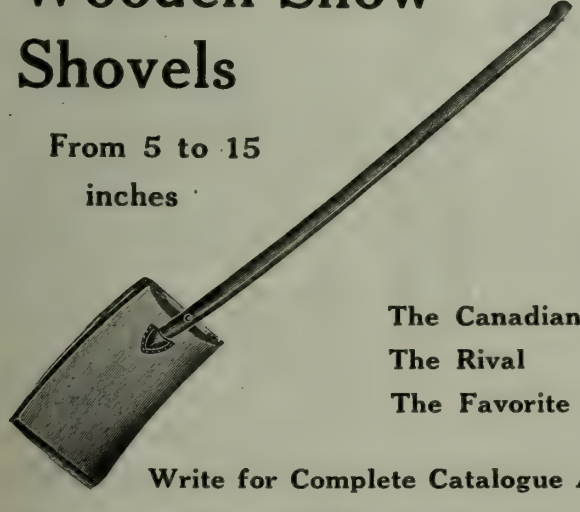
The Dougall Varnish Co., Ltd., Montreal

QUALITY DOUGALL VARNISHES FIRST

J.E.B. Quality Co.

Wooden Snow Shovels

From 5 to 15 inches



The Canadian
The Rival
The Favorite

Write for Complete Catalogue A.

J. E. BEAUCHAMP & CO.
Manufacturers of Hardware, Toys, Woodenware, etc.
Agents: { *Ives' Modern Bedstead, Winnipeg.*
Towe & Towe, London, Ontario.

PLEWES LIMITED

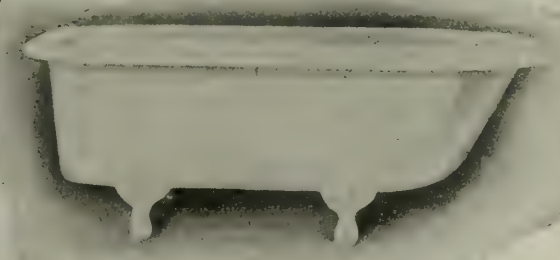
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A good concern to do business with.



WINNIPEG

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Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.
Camp Furniture
Otterville Mfg. Co., Ltd., Otterville, Ont.
Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.
Canoes
Canadian Canoe Co., Peterboro, Ont.
Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Cash Carriers
Gipe-Hazard Store Service Co., Toronto.
Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville.
The Toronto Lock Mfg. Co., Toronto, Ont.
Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Carpet Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.
Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.
Cable Carriers
Gipe-Hazard Store Service Co., Toronto
Ceilings and Walls, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.
Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.
Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.
Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.
Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Vol-Peek Mfg. Co., Montreal.
Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
Chucks, Tap
Wells Bros. of Canada, Galt.
Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary,
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.
Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.
Clocks
Western Clock Co., La Salle, Ill.
Clothes Racks
Walter Woods & Co., Hamilton.
Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Williams & Co., J. H., Brooklyn, N.Y.
Clippers
American Shearer Mfg. Co., Nashan, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.
Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.
Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont
Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.
Clothes Pins
Canadian Woodenware Co., St. Thomas, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.
Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Collar Bails
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.
Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.
Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.
Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.
Concrete, Reinforcing Steel
Baines & Peckover, Toronto.
Conductor Pipe, Hooks, Heads, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.
Connecting Rods
Williams & Co., J. H., Brooklyn, N.Y.
Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Corner Bead, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Cornices, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Cooking Ware
Corning Glass Works, Corning, N.Y.
Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.
Crowbars
B. J. Coghlin & Co., Montreal.
Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.
Cultivators
C. S. Norcross & Sons, Bushnell, Ill.
Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Clyde Cutlery Co., Clyde, N.Y.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
J. Wiss & Sons, Newark, N.J.
Wilkinson Sword Co.
Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).
Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.
Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.
Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.
Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.
Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.
Display Racks and Stands
Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.
Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.
Doors, Screen
Kasement Skrene Dore Co., Toronto.
Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.
Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.
Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.
Doors, Fireproof, Metal
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
The Toronto Lock Mfg. Co., Toronto, Ont.
Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.
Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

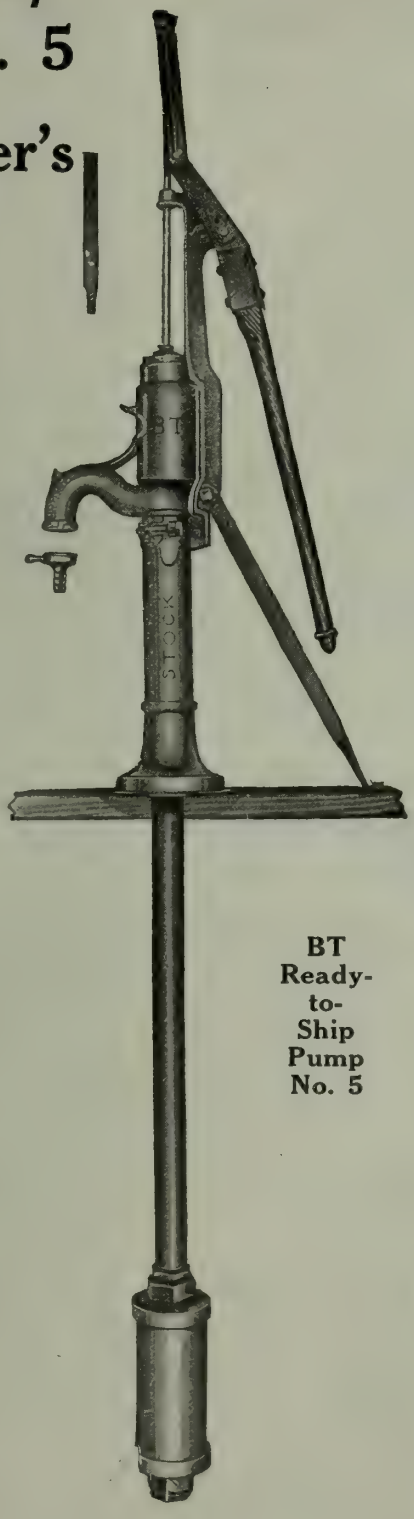
Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Drills, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.
Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.
Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.
Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes L.d., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Drop Forgings
Williams & Co., J. H., Brooklyn, N.Y.
Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Dusters
Channell Chemical Co., Toronto.
Dynamite
Du Pont American Industries, Wilmington, Del.
Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.
Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.
Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.
Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.
Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Factory Products Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.
Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.
Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man
Toronto Lock Mfg. Co., Toronto.
Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.
Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Superior Electrics, Ltd., Pembroke, Ont.
Electrical Toys
A. C. Gilbert Co., New Haven, Conn.
Electro-plating
Toronto Lock Mfg. Co., Toronto.
Enamels
Boston Varnish Co., Everett Station, Boston, Mass
Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.
E. T. Wright Co., Hamilton, Can.
Engines
Cushman Motor Works, Ltd., Winnipeg, Man.
Emery Glass and Papers
John Oakey & Sons, London, Eng.
Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.
Alexander Gibb & Co., Montreal, Que.

BT

Ready to Ship

Pump No. 5 is The Farmer's Friend

Because of the tremendous volume of water this pump throws and the quantity (1500 to 1800 gallons per hour), this pump has the old wood pumps beaten, both for capacity and easy pumping, and is an immensely popular seller in rural communities.



BT Ready-to-Ship Pump No. 5

Specifications

Stock Force or Lift Standard with patented clip.

Superior style head.

Malleable cross head.

Wood handle, patented handle socket and ⅝-inch steel pins.

Six, eight, and ten-inch strokes.

Reversible spout head.

2-inch syphon spout.

Steel brace.

3-ft. or 6-ft. electro galvanized set length 2-inch.

5x12-inch all iron cylinder, brass seat.

Why not stock up on B.T. products? There are none better than "The seven pumps that take the place of 700."

We are giving six months' protection in price which enables you to protect yourselves for future requirements.

Our salesmen will be calling on you soon. You will do well to place your order when he comes.

Beatty Bros., Limited

Fergus, Ontario

St. John, N.B. Montreal Winnipeg Vancouver

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

Quick-Action Advertising

Condensed Ad. Column

2 cents per word, per insertion.

Replies to Box Numbers 5 cents.

If interested, tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Eveners
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garanoque, Ont

Extinguishers, Fire
Great West Electric Co., Ltd., Winnipeg, Man
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fanning Mills
Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd , Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.

Fibre Ware
E. B. Eddy Co., Hull, Que.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.

Flag Holders
International Sales Co., Winnipeg, Man.

Flashings, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.

Forges, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Fixtures, Store
Milbradt Mfg. Co., St. Louis, Mo.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary,
Record Fdry. & Machine Co., Ltd., Moncton, N.B.
Saunders & Co., Montreal, Que.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co , Winnipeg

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Granary Lining
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Gloves
American Pad & Textile Co., Ltd., Chatham, Ont.
Hamilton-Carhartt Co., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases
Prairie City Oil Co., Ltd., Winnipeg Man.

Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters
Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hammocks
Galt Robe Co., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Barn Door
Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

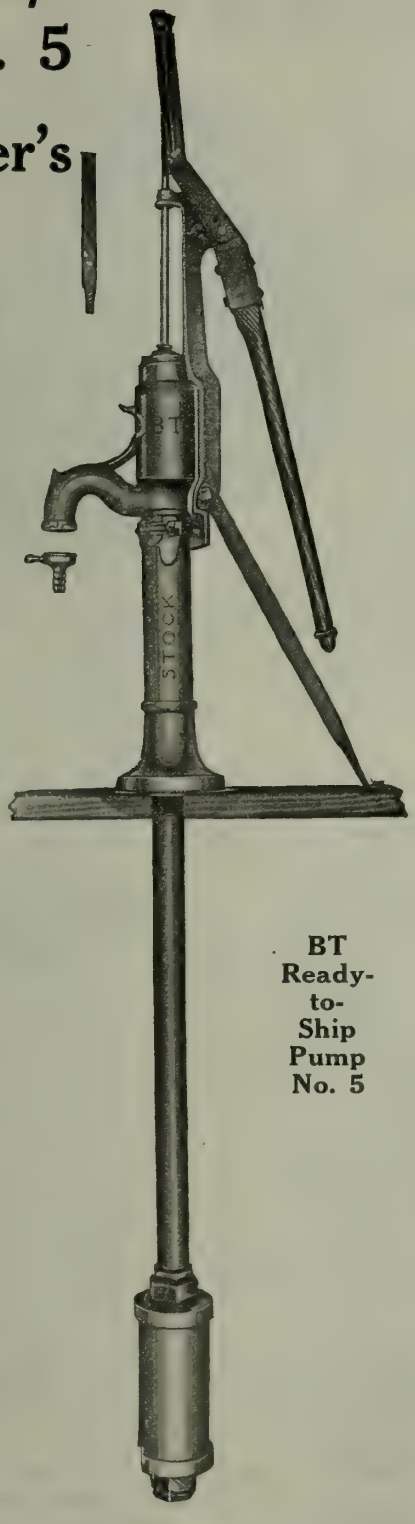
Hardware Fixtures
Duluth Show Case Co., Duluth, Minn.

Hardware Shelving
Duluth Show Case Co., Duluth, Minn.

BT

Ready to Ship
Pump No. 5
is
The Farmer's Friend

Because of the tremendous volume of water this pump throws and the quantity (1500 to 1800 gallons per hour), this pump has the old wood pumps beaten, both for capacity and easy pumping, and is an immensely popular seller in rural communities.



BT Ready-to-Ship Pump No. 5

Specifications

Stock Force or Lift Standard with patented clip.

Superior style head.

Malleable cross head.

Wood handle, patented handle socket and ⅝-inch steel pins.

Six, eight, and ten-inch strokes.

Reversible spout head.

2-inch syphon spout.

Steel brace.

3-ft. or 6-ft. electro galvanized set length 2-inch.

5x12-inch all iron cylinder, brass seat.

Why not stock up on B.T. products? There are none better than "The seven pumps that take the place of 700."

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Our salesmen will be calling on you soon. You will do well to place your order when he comes.

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St. John, N.B. Montreal Winnipeg Vancouver

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THE BUYERS' GUIDE

Eveners
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garanoque, Ont

Extinguishers, Fire
Great West Electric Co., Ltd., Winnipeg, Man
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fanning Mills
Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.

Fibre Ware
E. B. Eddy Co., Hull, Que.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.

Flag Holders
International Sales Co., Winnipeg, Man.

Flashings, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.

Forges, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Fixtures, Store
Millbradt Mfg. Co., St. Louis, Mo.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary,
Record Fdry. & Machine Co., Ltd., Moncton, N.B.
Saunders & Co., Montreal, Que.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co, Winnipeg

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Granary Lining
Metallic Roofing Co., Ltd., Toronto and Winnipeg

Gloves
American Pad & Textile Co., Ltd., Chatham, Ont.
Hamilton-Carhartt Co., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases
Prairie City Oil Co., Ltd., Winnipeg Man.

Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters
Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hammocks
Galt Robe Co., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Barn Door
Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hardware Fixtures
Duluth Show Case Co., Duluth, Minn.

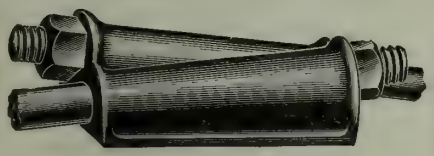
Hardware Shelving
Duluth Show Case Co., Duluth, Minn.

Linseed Oil

THE CANADA LINSEED OIL MILLS LIMITED
MONTREAL & TORONTO
WARRANTED PURE LINSEED OIL

"Warranted Pure"

is the slogan of this Company



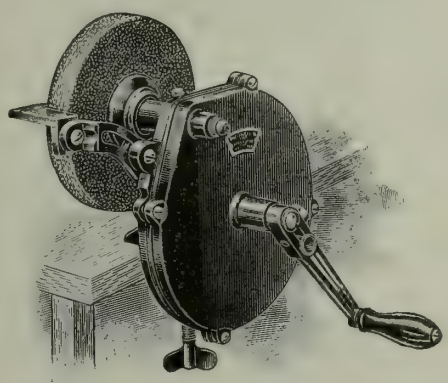
Malleable Iron Lugs

SILOS TANKS
WOOD PIPE LINES

Variety of patterns, using round and flat bands.

Otterville Manufacturing Co.
LIMITED
OTTERVILLE, ONT.





GRINDERS

The Mehasco Line—well and favorably known throughout the West. Stocked in 4, 5, 6 and 7-inch fine carborundum wheels, spiral steel cut gears completely enclosed and entirely noiseless; working parts run in a bath of oil, no wear and tear. **The Champion** is a cheaper line, but exceptional value. It is stocked in 4, 5 and 6-inch wheels.

The **No. 6 Tilting Grinder** runs in oil and on ball bearings, is offset from the handle, and is easily adjusted to any position without the use of set screws. The **No. 5 Sickle Grinder** has the gears completely enclosed, and is furnished with two grinding wheels, one for grinding sickles, and the other general purpose farm work. We also have the **No. 60 Power Grinder,** driven by belt. We have a special proposition of a display stand with a one-dozen assortment. Write us for information.

MEHASCO

ANOTHER MEHASCO MESSAGE
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MERCHANTS HARDWARE SPECIALTIES
LIMITED
CALGARY

If interested, tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Superior Electrics, Ltd., Pembroke, Ont.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Plewes Ltd., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.

Horse Nails
C. Kloepper, Limited, Toronto, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Empire Mfg. Co., London, Ont.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto

Iron and Steel, Structural
Baines & Peckover, Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extention, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
Evan L. Reed Mfg. Co., Sterling, Ill.

Lath, Metallic
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
Basters Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Churton & Taylor, Toronto.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lath, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.
Lumber Products Ltd., Winnipeg, Man.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Leather Belting and Soles
Beardmore & Co., Toronto.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.
Toronto Lock Mfg Co., Toronto, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.

Mantles, Gas
Hamilton Gas Mantle Co., Hamilton, Can.

Marine Brass Work
Empire Mfg. Co., London, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Expanded
Baines & Peckover, Toronto, Ont.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mics
A. G. Martin, Ottawa, Ont.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

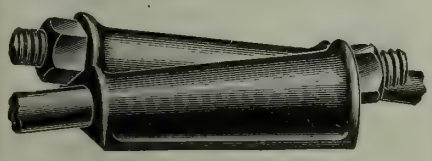
Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Linseed Oil

THE CANADA LINSEED OIL MILLS LIMITED
WARRANTED PURE LINSEED OIL
MONTREAL & TORONTO

"Warranted Pure"

is the slogan of this Company



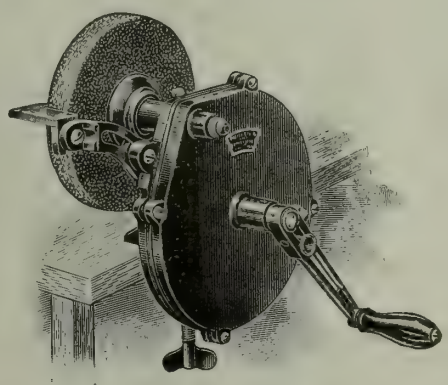
Malleable Iron Lugs

SILOS TANKS
WOOD PIPE LINES

Variety of patterns, using round and flat bands.

Otterville Manufacturing Co.
LIMITED
OTTERVILLE. ONT.





GRINDERS

The Mehasco Line—well and favorably known throughout the West. Stocked in 4, 5, 6 and 7-inch fine carborundum wheels, spiral steel cut gears completely enclosed and entirely noiseless; working parts run in a bath of oil, no wear and tear. **The Champion** is a cheaper line, but exceptional value. It is stocked in 4, 5 and 6-inch wheels.

The **No. 6 Tilting Grinder** runs in oil and on ball bearings, is offset from the handle, and is easily adjusted to any position without the use of set screws. The **No. 5 Sickle Grinder** has the gears completely enclosed, and is furnished with two grinding wheels, one for grinding sickles, and the other general purpose farm work. We also have the **No. 60 Power Grinder.** driven by belt. We have a special proposition of a display stand with a one-dozen assortment. Write us for information.

MEHASCO

ANOTHER MEHASCO MESSAGE
13

MERCHANTS HARDWARE SPECIALTIES LIMITED
CALGARY

If interested, tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Superior Electrics, Ltd., Pembroke, Ont.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Plewes Ltd., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Conselidated Rubber Co., Montreal.

Horse Nails
C. Kloepper, Limited, Toronto, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Empire Mfg. Co., London, Ont.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

Iron and Steel, Structural
Baines & Peckover, Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works. Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extention, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
Evan L. Reed Mfg. Co., Sterling, Ill.

Lath, Metallic
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
Basters Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Churton & Taylor, Toronto.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungster Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lath, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.
Lumber Products Ltd., Winnipeg, Man.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Leather Belting and Soles
Beardmore & Co., Toronto.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.
Toronto Lock Mfg Co., Toronto, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.

Mantles, Gas
Hamilton Gas Mantle Co., Hamilton, Can.

Marine Brass Work
Empire Mfg. Co., London, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Expanded
Baines & Peckover, Toronto, Ont.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mica
A. G. Martin, Ottawa, Ont.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal,
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.



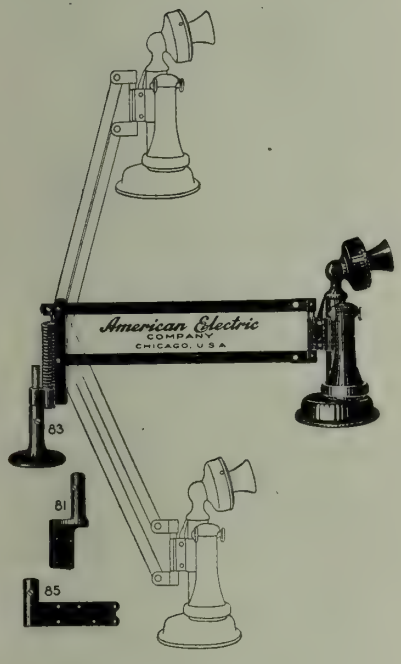
Talk No. One Hundred and Sixty-Five

We operated in August 88 per cent. on war work. The only galvanized sheets available now are for war use—direct or closely related purposes.

TINKER TOM

Look for Talk No. 166 next week.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA



The E-Z Telephone Bracket

Telephone brackets are very necessary in the home as well as in the office. They save time, valuable desk space, and eliminate accidents such as overturned inkwells and disarranged papers. They prevent the phone from falling.

UP OR DOWN

Always ready and in place

The phone is always out of the way, yet within easy reach, and several persons can use it without inconvenience to anyone.

Install one in your store, it will make sales for you

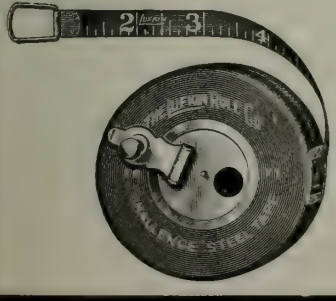
Great West Electric Company, Limited

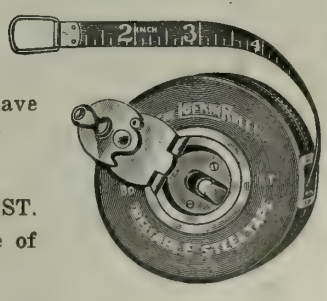
WINNIPEG

Distributors of Laco Tungsten and Nitro Lamps

LUFKIN

Measuring Tapes





are the market's staple in their line, and while guaranteed, have a reputation for dependability better than any guarantee.
ACCURACY is the backbone of that reputation.
Our tapes are well fitted in every way to do their work.
ON SALE EVERYWHERE. CATALOGUE ON REQUEST.
Ask also for circular of *Instantaneous* Readings, one of the many improvements brought out by us.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

If interested, tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Tarbox Bros., Toronto, Ont.
Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.
Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Que.
Ford Motor Co., Ford Ont.
Motors
Canadian General Electric Co., Ltd., Toronto.
Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.
Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.
Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.
Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.
Neckyokes
Gregg Mfg. Co., Ltd., Winnipeg, Man.
Oakum
Scythes & Co., Ltd., Toronto, Ont.
Oil Cans
Cannon Oiler Co., Keithsburg, Ill.
Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.
Oil, Coal
Imperial Oil Co., Toronto.
Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
Oil Hole Covers
Canadian Winkley Co., Windsor.
Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.
Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.
Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal
Sheet Metal Products Co. of Canada, Toronto.
Orange Derinders
J. E. Beauchamp & Co., Montreal.
Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.
Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.
Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville
Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville
Ornamental Iron and Wire Work
Dennis Wire & Iron Works, London, Ont.
Packings
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.
Paint, Ready Mixed, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.
Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.
Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.
Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.
Paper Bags
Walter Woods & Co., Hamilton.
Paper, Wrapping
Walter Woods & Co., Hamilton.
Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.
Pads
D. Ackland & Sons, Winnipeg.
Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.
Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.
Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.
Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.
Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.
Piston Rod Pocking
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pitch
Scythes & Co., Ltd., Toronto, Ont.
Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.
Phonographs
Canadian Phonograph & Sapphire Disc Co. Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg
Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton
Pins, Escutcheon
Parmenter & Bulloch, Gananoque
Pipe Cleaner (sewer and drain)
Chamberlain Desolvo Co., Ltd., Toronto, Ont.
Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.
Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt
Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.
Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto
Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto
Planters, Corn
Otterville Mfg. Co., Otterville, Ont.
Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Goodell-Pratt Co., Greenfield, Mass.
Plowshares
D. Ackland & Son, Winnipeg
Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal
Plumbers' Tools
Empire Mfg. Co., London, Ont.
Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.
John Stevens Co., Ltd., Winnipeg, Man.
Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.
Plates, Plain and Chequered
Baines & Peckover, Toronto.
Polishes, Auto and Furniture
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Polishes, Knife
Jno. Oakey & Sons, London, Eng.
Poles, Electric Light
Northern Electric Co., Montreal
Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.
Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.
Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.
Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.
Powder, Gun
Hercules Powder Co., Delaware.
Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.
Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.
Pumps
Aylmer Pump Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.
Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal
Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto
Pulleys
Canada Foundries & Forgings. Brockville
Stover Mfg. & Engine Co., Freeport, Ill.
Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Radiators
Empire Mfg. Co., London, Ont.
Radiator Valves
Jenkins Bros., Ltd., Montreal
Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.
Rakes
Ward & Payne, Sheffield, Eng.
Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.
Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.
Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.
Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto
Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.
Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Rifles
Harrington & Richardson Arms Co., Worcester, Mass.
Rivets
Parmenter Bulloch Co., Gananoque, Ont.
Stowell Screw Co., Ltd., Montreal.
Roofing, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.



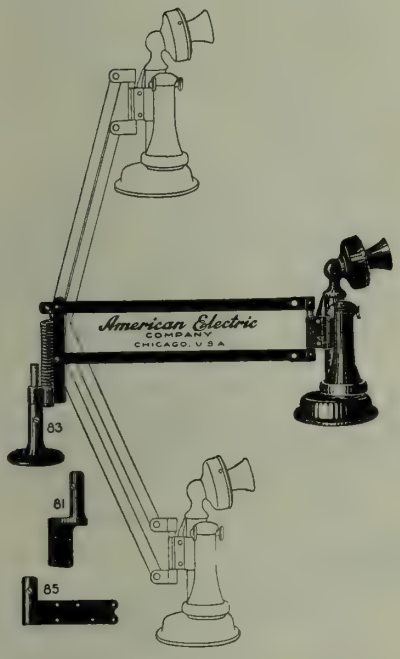
Talk No. One Hundred and Sixty-Five

We operated in August 88 per cent. on war work. The only galvanized sheets available now are for war use—direct or closely related purposes.

TINKER TOM

Look for Talk No. 166 next week.

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Telephone brackets are very necessary in the home as well as in the office. They save time, valuable desk space, and eliminate accidents such as overturned inkwells and disarranged papers. They prevent the phone from falling.

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The phone is always out of the way, yet within easy reach, and several persons can use it without inconvenience to anyone.

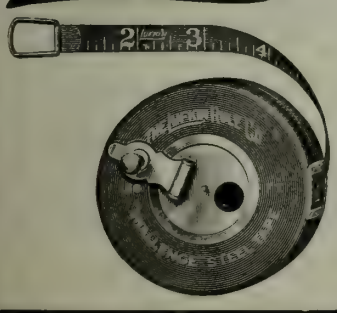
Install one in your store, it will make sales for you

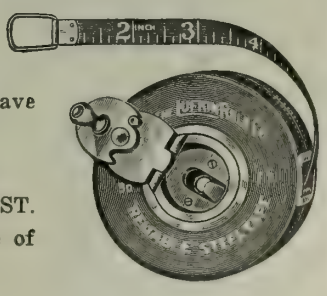
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WINDSOR, ONT.

If interested, tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Tarbox Bros., Toronto, Ont.
Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.
Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Que.
Ford Motor Co., Ford Ont.
Motors
Canadian General Electric Co., Ltd., Toronto.
Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.
Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.
Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.
Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.
Neckyokes
Gregg Mfg. Co., Ltd., Winnipeg, Man.
Oakum
Scythes & Co., Ltd., Toronto, Ont.
Oil Cans
Cannon Oiler Co., Keithsburg, Ill.
Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.
Oil, Coal
Imperial Oil Co., Toronto.
Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
Oil Hole Covers
Canadian Winkley Co., Windsor.
Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.
Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.
Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.
Orange Derinders
J. E. Beauchamp & Co., Montreal.
Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.
Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.
Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville
Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville
Ornamental Iron and Wire Work
Dennis Wire & Iron Works, London, Ont.
Packings
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.
Paint, Ready Mixed, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.
Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.
Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.
Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.
Paper Bags
Walter Woods & Co., Hamilton.
Paper, Wrapping
Walter Woods & Co., Hamilton.
Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.
Pads
D. Ackland & Sons, Winnipeg.
Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.
Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.
Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.
Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.
Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.
Piston Rod Pocking
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pitch
Scythes & Co., Ltd., Toronto, Ont.
Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.
Phonographs
Canadian Phonograph & Sapphire Disc Co. Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg
Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton
Pins, Escutcheon
Parmenter & Bulloch, Gananoque
Pipe Cleaner (sewer and drain)
Chamberlain Desolvo Co., Ltd., Toronto, Ont.
Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.
Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt
Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.
Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto
Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto
Planters, Corn
Otterville Mfg. Co., Otterville, Ont.
Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Goodell-Pratt Co., Greenfield, Mass.
Plowshares
D. Ackland & Son, Winnipeg
Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal
Plumbers' Tools
Empire Mfg. Co., London, Ont.
Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.
John Stevens Co., Ltd., Winnipeg, Man.
Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.
Plates, Plain and Chequererd
Baines & Peckover, Toronto.
Polishes, Auto and Furniture
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Polishes, Knife
Jno. Oakey & Sons, London, Eng.
Poles, Electric Light
Northern Electric Co., Montreal
Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.
Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.
Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.
Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.
Powder, Gun
Hercules Powder Co., Delaware.
Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.
Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.
Pumps
Aylmer Pump Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.
Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal
Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto
Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.
Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Radiators
Empire Mfg. Co., London, Ont.
Radiator Valves
Jenkins Bros., Ltd., Montreal
Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.
Rakes
Ward & Payne, Sheffield, Eng.
Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.
Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.
Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.
Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto
Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.
Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Rifles
Harrington & Richardson Arms Co., Worcester, Mass.
Rivets
Parmenter Bulloch Co., Gananoque, Ont.
Stowell Screw Co., Ltd., Montreal.
Roofing, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

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We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.
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London Rolling Mills Co., Limited, London, Canada

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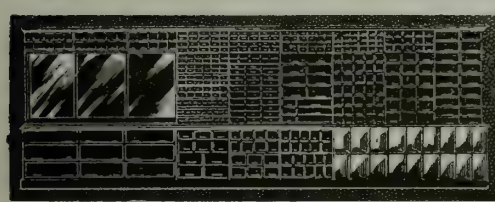
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ALL LEADING JOBBERS.

THE BUYERS' GUIDE

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Rope
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Fred Smith, Toronto, Ont.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Sawset
Chas. Morrill, Inc., New York.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Siding, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Machinery Co., Ltd., Renfrew, Ont.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, On
Stowel Screw Co., Ltd., Montreal.

Screw and Bolt Cases
Duluth Show Case Co., Duluth, Minn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Separators
Dominion Sewing Machine & Phonograph Co., Winnipeg, Man.
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
B. & S. H. Thompson, Montreal, Que.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

Shingles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Shower Baths
Empire Mfg. Co., London, Ont.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Skylights, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.
Supplies Ltd., Kentville, N.S.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1694 St. Urbain St., Montreal
Hyslop Bros., Toronto
Northern Electric Co., Ltd., Toronto
Sharp Spark Plug Co., Cleveland, Ohio.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, On

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Stampings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Clare Bros., Preston, Ont.
Bert Conway, Winnipeg, Man.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont
Galt Stove & Furnace Co., Ltd., Galt, Ont.
Gurney Foundry Co., Toronto
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary
D. Moore Co., Ltd., Hamilton, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves and Ranges, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
O-Rib-O Mfg. Co., Winnipeg, Man.
Safety Stove Pipe Co., Ltd., Toronto, Ont.
Sheet Metal Products Co. of Canada, Toronto.

Steel, Cold Rolled Band
J. N. Warmington & Co., Montreal, Que.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Supply Pipes, Iron and Brass, Bath and Basin
Empire Mfg. Co., London, Ont.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Cistern
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Empire Mfg. Co., London and Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Scythes & Co., Ltd., Toronto, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q.

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal,
Vokes Hardware Co., Ltd., Toronto, Ont.

Tires and Tubes, Bicycle
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Kribs, Wm. A., Hespeler, Ont.

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Can. Blower & Forge Co., Ltd., The, Kitchener.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal
A. C. Gilbert Co., New Haven, Conn.
Lumber Products, Ltd., Winnipeg, Man.

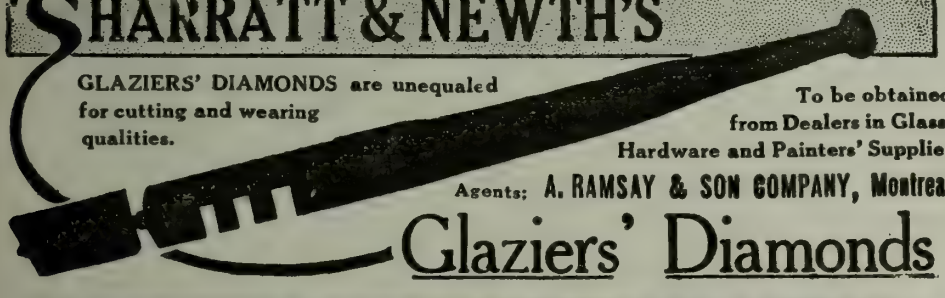
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We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.
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Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

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Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg: British Columbia, McPherson & Teetzel, Vancouver.

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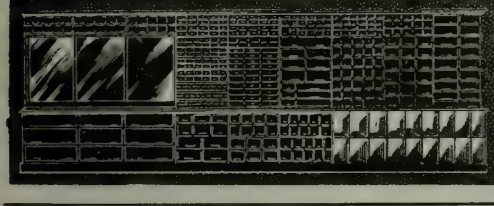


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To be obtained from Dealers in Glass, Hardware and Painters' Supplies

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Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

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DELTA

If the "Delta" Dealer never said a word about these good files but just kept handing them across his counter day by day he would gradually build up an enviable reputation for the quality of files he sells. But we believe in hurrying up that good reputation by telling our agents' customers facts about "Delta"—facts which interest file users and induce them to buy "Delta."

If you want to take on the "Delta" File Agency in your district we will help you make it the most profitable line in your stock. We'll help you interest all the big users of files and show you how to close them up.

This is a genuine plan we want you to try, so write and get full particulars.

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Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS.

THE BUYERS' GUIDE

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Rope
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Fred Smith, Toronto, Ont.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Sawset
Chas. Morrill, Inc., New York.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Siding, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Machinery Co., Ltd., Renfrew, Ont.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stowel Screw Co., Ltd., Montreal.

Screw and Bolt Cases
Duluth Show Case Co., Duluth, Minn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Separators
Dominion Sewing Machine & Phonograph Co., Winnipeg, Man.
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
B. & S. H. Thompson, Montreal, Que.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

Shingles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Shower Baths
Empire Mfg. Co., London, Ont.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Skylights, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.
Supplies Ltd., Kentville, N.S.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1664 St. Urbain St., Montreal
Hyslop Bros., Toronto
Northern Electric Co., Ltd., Toronto
Sharp Spark Plug Co., Cleveland, Ohio.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Stampings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Clare Bros., Preston, Ont.
Bert Conway, Winnipeg, Man.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont
Galt Stove & Furnace Co., Ltd., Galt, Ont.
Gurney Foundry Co., Toronto
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary
D. Moore Co., Ltd., Hamilton, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves and Ranges, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
O-Rib-O Mfg. Co., Winnipeg, Man.
Safety Stove Pipe Co., Ltd., Toronto, Ont.
Sheet Metal Products Co. of Canada, Toronto.

Steel, Cold Rolled Band
J. N. Warmington & Co., Montreal, Que.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary,
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Supply Pipes, Iron and Brass, Bath and Basin
Empire Mfg. Co., London, Ont.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Cistern
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Empire Mfg. Co., London and Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Scythes & Co., Ltd., Toronto, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q.

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal,
Vokes Hardware Co., Ltd., Toronto, Ont.

Tires and Tubes, Bicycle
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Kribs, Wm. A., Hespeler, Ont.

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Can. Blower & Forge Co., Ltd., The, Kitchener.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal
A. C. Gilbert Co., New Haven, Conn.
Lumber Products, Ltd., Winnipeg, Man.

The Woman in the Store!

Of course she can sell Gargoyle Mobiloils correctly.

Women clerks in hardware stores! Improbable? Not a bit!

Hundreds of sales clerks and other trusted hardware store employees have answered their Country's call.

Whether women, older men or boys take their places, there is and will continue to be an undoubted necessity for *new* clerks.

No need to worry about their learning to sell nails, hammers and other general hardware.

No need to worry either about their ability to sell lubricating oils correctly—if you stock Gargoyle Mobiloils.

The Gargoyle Mobiloils Charts of Recommendations for automobiles and tractors have made scientific oil-selling easy for anyone who can read. This is how it works:

A car draws up to your door. The car-owner wants oil. Your new clerk inquires, "Your car and model, please." "McLaughlin 1914." A quick finger runs down the Chart—the Chart your customer knows — the chart whose authority he respects. "Gargoyle Mobiloil Arctic is the oil for your car, Sir"—comes the answer. That answer bears scientific finality. Quick acceptance. A quick and satisfactory sale. And the same is true in selling Gargoyle Mobiloils for tractor lubrication.

In the same way your newest clerk can quickly and scientifically sell Gargoyle Mobiloils for any passenger car, commercial vehicle, tractor, motorcycle or motor-boat engine that you may be called upon to lubricate.

The testimony of an increasingly large number of successful Canadian hardware dealers is that Gargoyle Mobiloils take the uncertainty and dissatisfaction out of oil selling. And that a stock of Gargoyle Mobiloils attracts to their stores customers of the most desirable class.

GARGOYLE

Mobiloils

A grade for each type of motor

If you do not sell Gargoyle Mobiloils—write for booklet "Correct Lubrication" containing Charts of Recommendations and for full information regarding our offer to dealers.

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES



The T-235 Gilbert & Barker Automatic Return Five Gallon Curb Pump

THIS PUMP GIVES YOU ALL THE PROFIT POSSIBLE IN GASOLINE SALES

If you sell gasoline to motorists, this pump will increase your profits by preventing spilling waste, giving quick service, saving your own and the customer's time. Exact measurement fairly treats both dealer and customer; indicator shows customer what he's getting; pump discharges five gallons at one stroke in twenty seconds, or single gallons, as desired. Mechanism always enclosed; absolutely dust and dirt-proof. No fire hazard.

If you are not handling gasoline, you are not only losing easy profits, but also additional profits on motor accessories that motorists buy where they get their gasoline. Install a Gilbert and Barker Gasoline Pump; it attracts trade. Get your share of the gasoline profits which growing commercial motor transportation makes bigger every day.

Write for our catalogue of gasoline and oil storage equipment for progressive dealers. Full information can be secured from

IMPERIAL OIL LIMITED

Canadian Distributors of Gilbert & Barker Gasoline and Lubricating Storage Outfits

BRANCHES IN ALL CITIES



THE WORST MONTH IN THE YEAR FOR AUTOMOBILE ACCIDENTS

Brakes are worn down after a summer's use and need inspection

SEPTEMBER is the worst month in the year for automobile accidents, according to records kept by the police departments and safety societies. Here is the reason:

The cars have been used all summer—the brakes are worn down. Then, when the emergency comes, the brakes fail.

Your customers cannot afford to tolerate poor brakes. The protection of their cars and their own safety depend on the brakes being efficient. Their cars will be in service at least two or three months longer. In some cases they will be used right through the winter.

Your customers should have their brakes inspected regularly

Point out to your customers why there are so many accidents in September. Urge them to have their brakes inspected at regular intervals.

When their brakes need relining, put on Thermoid, the brake lining that is made for long, certain service.

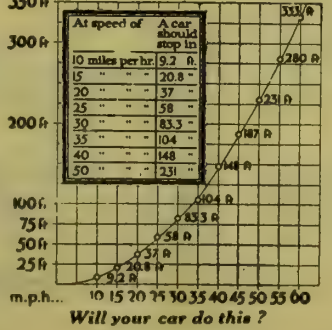
Three reasons why Thermoid satisfies your customers

1st—Over 40% more material and 60% more labor is used in the manufacture of Thermoid than in any woven brake. This gives longest service.

2nd—Thermoid is the one brake lining that is Grapnalized. This exclusive process resists moisture, oil and gasoline.

3rd—Thermoid is hydraulic compressed. It wears down slowly and can be used until cardboard is thin.

Thermoid dealers are given the heartiest cooperation in building up a profitable volume of relining business. If you are not handling Thermoid, write to-day for information about the assistance which we give our dealers.



Will your car do this ?

Every foot of Thermoid Hydraulic Compressed Brake Lining is backed by *Our Guarantee: Thermoid will make good—or WE WILL.*

Thermoid Rubber Company

Factory and Main Offices: Trenton, N.J.

Factory Branches:
New York, Chicago, San Francisco, Detroit, Los Angeles, Philadelphia, Pittsburgh, Boston, London, Turin, Paris

Canadian Distributors:
The Canadian Fairbanks-Morse Co., Limited, Montreal
Branches in all Principal Canadian Cities

Thermoid GRAPNALIZED WONT GRAB OR SLIP

Thermoid HYDRAULIC COMPRESSED 100% BRAKE LINING

Thermoid GRAPNALIZED WONT GRAB OR SLIP

Makers of "Thermoid Crolide Compound Casings" and "Thermoid Hardy Universal Joints"

THE BUYERS' GUIDE

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Towel Bars
Kinsinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal,
Vivid Electric Lamp Co., Toronto.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Eddy & Co., E. B., Hull, Que.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Turpentine
Brown Corporation, Portland, Maine.
Fred Smith, Toronto.

Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Vaccuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Milwaukee Valve Co., Milwaukee, Wis.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
Jenkins Bros Co., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.

Varnishes
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Glidden Varnish Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Vehicles, Business
Canada Carriage Factories, Ltd., Brockville, Ont.
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Ventillators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Wagons
Woodstock Wagon Mfg. Co., Woodstock, Ont.

WALLBOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
The Toronto Lock Mfg. Co., Toronto, Ont.
Otterville Mfg. Co., Otterville, Ont.
Wilkinson & Kompass, Hamilton

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cushman Motor Works, Ltd., Winnipeg, Man.
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man.
Kribs, Wm., Hespeler, Ont.
Maytag Co., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Nineteen Hundred Washer Co., Toronto, Ont.
Northern Electric Co., Montreal
John Watson Mfg. Co., Winnipeg, Man.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Wash Tubs
E. B. Eddy & Co., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Water Supply Systems
Empire Mfg. Co., London, Ont.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Swan Mfg. Co., Winnipeg

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wholesale Hardware
Thos. Birkett & Co., Ottawa, Ont.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice, Lewis & Sons, Ltd., Toronto
Wm. Stairs, Son & Morrow, Ltd., Halifax, N.S.
W. H. Thorne & Co., Ltd., St. John, N.B.
White's, Ltd., Collingwood, Ont.
Wood Vallance & Co., Winnipeg, Man.
Vokes Hardware Co., Ltd., Toronto, Ont.

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Windows and Doors, Kalameined and Metal
Metallic Roofing Co., Toronto and Winnipeg

Wipers
Scythes & Co., Ltd., Toronto, Ont.

Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Rope
Baines & Peckover, Toronto.

Wrapping Paper
Alex. McArthur & Co., Montreal, Que.

Wrenches and Accessories
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
Plewes Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y.

Wrench Sets
Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Connor & Son, Ltd., Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary, Alta.
White Mop Wringer Co., Fultonville, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

Why You Should Be A Michelin Dealer

No. 23



Only Michelin Tubes Fit Perfectly

The inner tube shown herein is another evidence of the superiority of Michelin Red Inner Tubes.

This tube was made by cementing together half a Michelin Tube and half a tube of another make. The composite tube was then slightly inflated and laid in half a casing cut longitudinally.

Notice the superior fit of the Michelin Tube (shown on the right).

This amazing difference is due to the fact that Michelin Tubes are made ring-shaped on ring-shaped mandrels, like the casing itself, whereas all other tubes are made on straight cores and hence are simply pieces of straight tubing cemented at the ends.

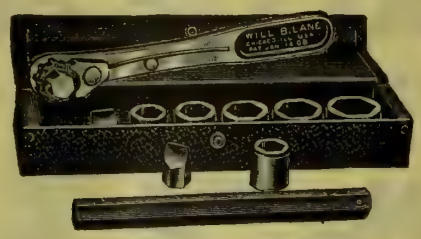
No matter what tube is used with the Michelin in this experiment, the difference is just as striking as shown in this photograph.

The great majority of motorists use Michelin Red Inner Tubes. Are you taking full advantage of this remarkable popularity? Write for dealer's terms and discounts.

Michelin Tire Co. of Canada, Limited
782 St. Catherine St. W., Montreal

Remember this :—
Michelin Tubes - Ring-Shaped
***All Others* - Straight**

MICHELIN



FORD SET

The Ford Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.



STANDARD SET

Standard Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex nuts, as follows: U.S. Standards from ¼ to ⅛ in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 in. to ⅝ in.

Autoists like that ratchet feature

Lane's Unique Ratchet Wrench is ideal for close work

The autoist who has once discovered a few of the hard-to-get-at nuts and screws on his car is only too pleased to have some one introduce to him Lane's Unique Ratchet Wrench. He sees at a glance how effective the ratchet feature would be in close quarters where an ordinary tool would be absolutely useless.

Play up this ratchet feature and so arrange auto accessory displays that when motorists get up against the tool problem they will remember Lane's Unique Ratchet Wrench and come to you for a set.

Representatives

BRITISH COLUMBIA
Millen & Son, Ltd. - Vancouver
Wood-Vallance & Legatt - Vancouver

ALBERTA
Marshall-Wells Alberta Co. - Edmonton
Wood-Vallance & Adams - Calgary
Merchants Hdwe. Specialties - Calgary
The Chapin Company - Calgary
Motor Car Supply Co., Ltd. - Calgary
Great West Saddlery Co. - Edmonton
Great West Saddlery Co. - Calgary

SASKATCHEWAN
J. H. Ashdown Hdwe. Co. - Saskatoon
Bowman Brothers - Saskatoon
Western Motor Supply, Ltd. - Regina
W. W. Cooper Co. - Swift Current
Great West Saddlery Co. - Regina
Great West Saddlery Co. - Saskatoon

MANITOBA
J. H. Ashdown Hdwe. Co., Ltd. - Winnipeg
Marshall-Wells Hdwe Co., Ltd. - Winnipeg
Wood-Vallance & Co. - Winnipeg
Great West Saddlery Co. - Winnipeg
Merrick-Anderson Co., Ltd. - Winnipeg
Miller-Morse Hdwe. Co., Ltd. - Winnipeg
Michael Ert, Ltd. - Winnipeg

ONTARIO
Hobbs Hardware Co. - London
D. H. Howden & Co., Ltd. - London
London Engine Supply Co. - London
Wood-Vallance & Co. - Hamilton
Alexander Hardware Co. - Hamilton
H. S. Howland, Sons Co., Ltd. - Toronto
Kennedy Hdwe. Co. - Toronto
Aikenhead Hdwe., Ltd. - Toronto
Rice Lewis & Son, Ltd. - Toronto
Millen & Son, Ltd. - Toronto
A. Chown & Co. - Kingston
Edwin Chown & Son - Kingston
W. B. Dalton & Sons, Ltd. - Kingston
Thomas Birkett & Sons Co. - Ottawa

QUEBEC
Caverhill, Learmonth & Co. - Montreal
Lewis Brothers, Ltd. - Montreal
Millen & Son, Ltd. - Montreal
Mechanics Supply Co. - Quebec
J. H. Mitchell & Co. - Sherbrooke
La Cie Codire & Fils - Sherbrooke

Will B. Lane - Chicago, Ill.

180 North Dearborn Street

Automobile, Motor Boat and Gas Engines Need Ignition Batteries Right Now. Are You Selling Your Share?





North Star Multiples are especially designed for Auto, Motor Boat and Farm Engine ignition.

Selected cells put up in an attractive blue moisture-proof case. Every cell is insulated from the other cells and from the case.

No loose connections—maximum life.

Made in several sizes to give various voltages and capacities.

Make sure your jobber understands it's "North Star" Multiples you want.

The Western Battery for the Western Need.



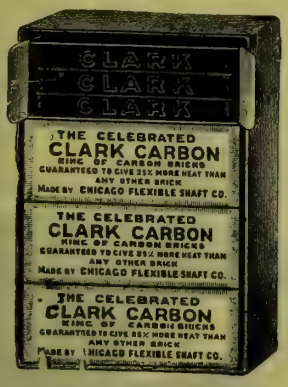
Canada Dry Cells, Ltd.

Winnipeg

If interested, tear out this page and place with letters to be answered.

Clark Carbon

The most efficient, satisfactory and economical heater fuel.



A scientifically prepared carbon densely compressed into bricks and yielding a much higher percentage of heat than any other heater fuel.

Clark Heaters



No. 5B Clark Heater

Oval type, end ventilators; strong, durable and of good appearance. Covered with Brussels carpet, asbestos lining. Used by farmers, mail carriers, cab drivers, etc. 12 inches long.

No. 3D, same as 5B, but 14 in. long.



No. 7C Clark Heater—Slanting Top.

Clark indestructible riveted steel body. Drawn steel ends, nickeled and polished. Heavy asbestos lining. Adjustable end ventilators. Covered with best quality green Brussels carpet. 14 inches long. Weight, 9 lbs.



No. 7D Clark Heater—Slanting Top.

Clark indestructible riveted steel body. Drawn steel ends, heavily nickel plated. Side and end adjustable ventilators, allowing perfect regulation of heat. Thick asbestos lining. Covered with extra quality of green Brussels carpet. A beautiful heater. 14 inches long. Weighs 9 lbs.

Above are three of our popular models. Catalogue of complete line sent on request. **Your Jobber can supply you. Insist on the genuine.**

ORDER NOW

Dealers Do This Before You Buy

Automobile, sleigh or carriage foot warmers.

Take a tube, package or cake of any heater fuel offered and test it beside a brick of Clark Carbon for heat-giving and lasting qualities, also for freedom from odors, gas and smoke.

The wonderful difference in favor of Clark Carbon will be apparent at once.

Clark Carbon radiates its maximum heat immediately, lasts much longer and is far more satisfactory in every way, also far more economical to use. From thirty years' experience in making foot-warmers and fuel we know that to satisfy users the heat must be quick and in good volume. A small amount of heat may do in some devices but is of no value in an automobile, sleigh or carriage heater.

Can You Beat It?

One brick of Clark Carbon in a Clark Heater will furnish a strong and steady heat for a period of from 12 to 16 hours. For short drives part bricks are used. Don't offer your customers untried and impractical heaters or heater fuel.

"The proof of the pudding is in the eating." Make the above test and you will stick to Clark Heaters and Clark Carbon Fuel—the old tried and reliable line that has made good.

Chicago Flexible Shaft Company

Twelfth Street and Central Avenue,
CHICAGO, U.S.A.

If interested, tear out this page and place with letters to be answered.

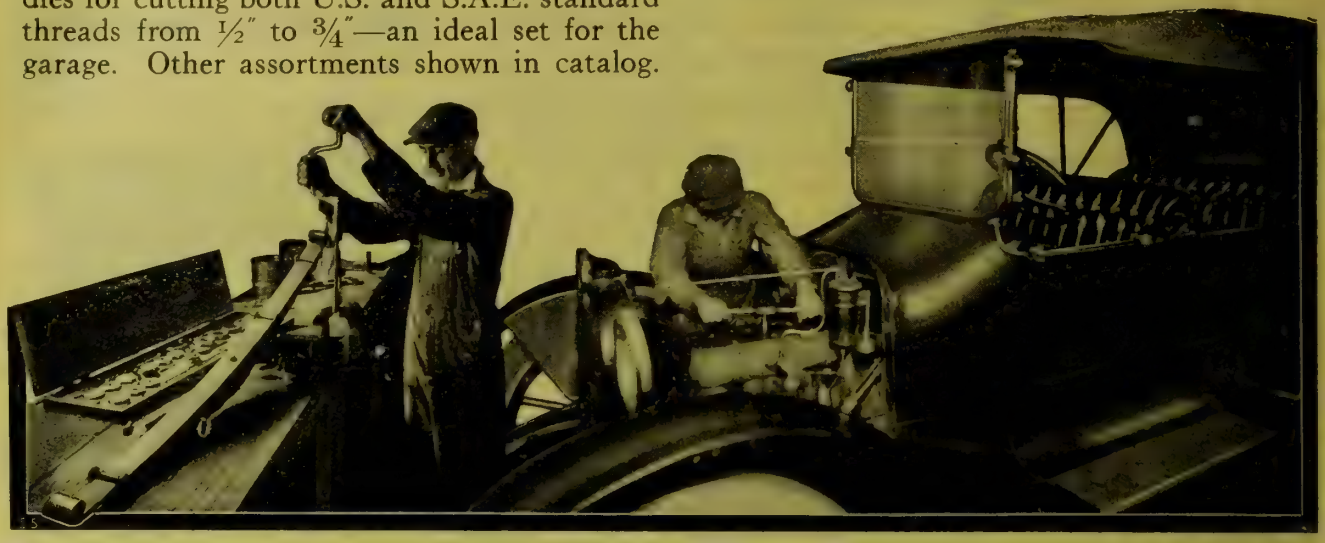


No. 311 (set illustrated) contains taps and dies for cutting both U.S. and S.A.E. standard threads from ½″ to ¾″—an ideal set for the garage. Other assortments shown in catalog.

Easy Cutting Taps and Dies

Little Giant taps and dies are sharp, clean cutting tools. The dies are adjustable and can be reversed to cut close to a shoulder.

Greenfield Tap and Die Corporation
GREENFIELD, MASSACHUSETTS
New York, 28 Warren St. Chicago, 13 S. Clinton St.
Canadian Factory:
WELLS BROS. CO. OF CANADA, LTD., Galt, Ontario



CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

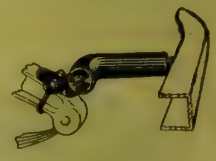
Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

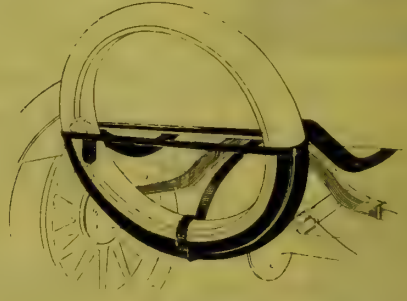
"Niagara" Bumpers
Are Reliable



Concealed Springs absorb shock in collision.

BARS In All Shapes---They are durable and highly finished.

"Niagara" Accessories
Please The Customers



"Niagara" Tire Carriers for Ford Cars

The Best Yet

MADE IN CANADA BY

Kinzinger, Bruce & Co., Ltd.
Niagara Falls



Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins


"Oil Cup"


"Ratchet"




D"

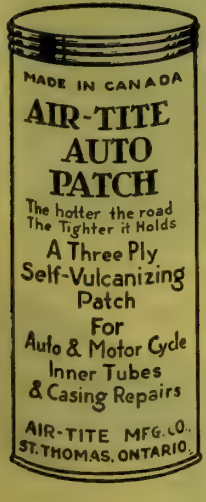



"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.

Air-Tite Auto Patch
Recommended Everywhere



FULLY GUARANTEED

The Air-Tight Auto Patch is a permanent tube repair for any size puncture or blow-out.

Self-Vulcanizing.

Recommended
in
Emergency
on
Casings,
Also on
Rubber Boots
Rubber Hose
Rubber Coats
Water Bottles
Etc.

Packed in durable cans with tin bottoms and screw tin top that will last as long as your car, not a cheap pasteboard can that allows the goods to deteriorate.

Sold Through the Jobbing Trade.

AIR-TITE MFG. CO.

St. Thomas **Ontario**

MOSSBERG

ALL STEEL **WRENCHES AND TOOLS**

That Sell and Displays That Sell Them

Mossberg thin model wrenches so exactly fill the increasing demand for this type of tool that when combined with assortment of popular selling sizes on the Mossberg Display Boards they form a most attractive offer to any dealer.


No. "Y" Display Board.

No. "Y" Display Board contains just the right selling combination in double-end wrenches in General Service Set No. 1, Automobile Set No. 3, and General Service Set No. 50 "S" Wrenches.

You need only to display this board to prove the popularity of these wrenches.

Wrenches and Tools for Fords

Every Ford owner is a logical customer of yours if you have the logical tools for Ford repairing.

Mossberg master wrench-makers have devoted years to developing exactly the right tools for every Ford repairing job No. "R" Display Board contains the right assortment of "ready sellers" needed by every Ford owner.

Each tool is absolutely guaranteed under the rigid Mossberg guarantee to be perfect, and each is just the right tool for its purpose.



No. "R" Display Board.

Dealers, send for descriptive catalog No. 203-C and prices on the complete Mossberg Line

Frank Mossberg Company
Wrenchsmiths
Attleboro, Mass.

If interested, tear out this page and place with letters to be answered.

The Sphinx Manufacturing Company

BIRMINGHAM, ENGLAND

Canadian Representative:
W. T. EVANS, 1684 St. Urbain St., MONTREAL



Dey call de old Sphinx Sah! De wonder ob de East, and de little Sphinx plug Sah! Dey call it – De wonder ob de West.

MADE IN CANADA

BUFFALO OILS

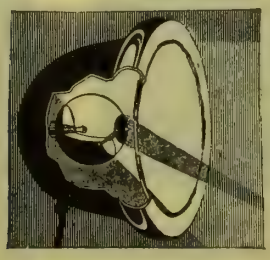
Special Cylinder Oil for Steam Engines
Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).
Tractorlene Oil (for oil burning engines).
Ideal Thresher's Machines Oil (for general use).
Automobile Oil and Transmission Greases.



These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG



The Perrin No-Glare in an Automobile Headlight

Perrin No-Glare for Auto Headlights

This device gives the best results for the money. Eliminates glare. Gives good roadlight. Is legal everywhere.
Satisfaction guaranteed or money refunded.
Retails at $2.25 per pair. Special price to dealers and garages. Heads lists of approved devices in Manitoba.

Western Distributor:

W. W. HICKS, 567 Banning Street, WINNIPEG

Elgin Wrenches



Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

Say you saw it in HARDWARE and METAL

If interested, tear out this page and place with letters to be answered.

President Wilson Says—

Hardware dealers who have never carried a stock of Auto Supplies can make this one of the most profitable departments in their store if they take advantage of the Wilson Direct-by-Mail selling plan, which insures prompt shipment of all orders and enables them to

Save From 5 To 7 Per Cent On All Auto Accessories

It will pay you to at least investigate this special offer, even though you never spend a dollar with us.

Write to-day for our illustrated price list and discount sheet and compare our prices with others. Fall and Winter Bulletin now on the press.

Wilson Auto Specialties Company
G. E. WILSON, Pres.
HAMILTON - - CANADA



The Accident Preventive

The Boon to Motorists.

The Chauffeur's Friend.

THE KLEAR-SIGHT KEEPS THE WINDSHIELD CLEAR

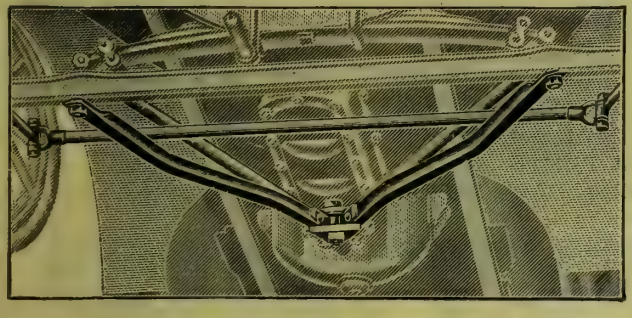
The Long Felt Want Supplied.

YOU Need one on YOUR Windshield

ALCOLA DEFIES COLD

ALCOLA is the most economical Anti-Freeze on the market to-day. Superior to Alcohol, as it does not evaporate. Alcohol lowers the boiling point of water, **ALCOLA** raises the boiling point of water 50 degrees, and one application lasts a whole season.

AUTO ACCESSORIES Limited
902 Confederation Life Building
WINNIPEG, MANITOBA
Agents Wanted where not represented





Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

LINE & [KIMBALL CO.
Manufacturers of Auto Accessories
Moose Jaw Saskatchewan

Tallman Double Action Pump

Easy on Your Back



Saves Your Tires

Tallman Brass & Metal Limited
HAMILTON, ONT.

If interested, tear out this page and place with letters to be answered.

The Canadian Fairbanks-Morse Co. Limited

Canada's Departmental House *for* Mechanical Goods



DEPARTMENTS:

FAIRBANKS SCALES
FAIRBANKS VALVES AND STEAM GOODS
AUTOMOBILE AND MOTOR BOAT ACCESSORIES
FAIRBANKS-MORSE OIL ENGINES
FAIRBANKS-MORSE ELECTRICAL MACHINERY
FAIRBANKS-MORSE PUMPS
METAL AND WOOD WORKING MACHINERY
TRANSMISSION APPLIANCES
RAILWAY AND CONTRACTORS' SUPPLIES
MACHINE SHOP SUPPLIES

SALES OFFICES:

MONTREAL - 84-98 St. Antoine Street

HALIFAX	162 Hollis Street	WINDSOR	19 Pitt Street
ST. JOHN	75 Prince William St.	WINNIPEG	300-310 Princess St.
QUEBEC	106 Du Pont Street	SASKATOON	8-10 East 23rd Street
OTTAWA	41 Bank Street	CALGARY	327 Seventh Ave. W.
TORONTO	26-28 Front Street W.	VANCOUVER	798 Beatty Street
HAMILTON	280 King Street E.	VICTORIA	510 Johnson Street

TORONTO HEADQUARTERS

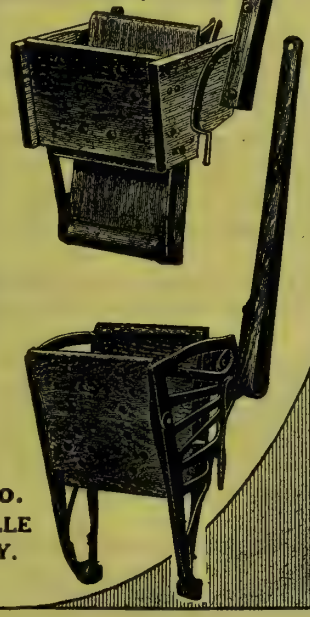
26-28 WEST FRONT STREET

If interested, tear out this page and place with letters to be answered.

"White"

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.



Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.

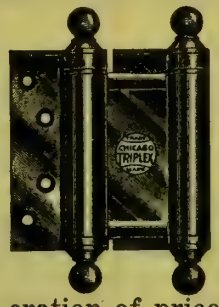
White Mop Wringer Co.
FULTONVILLE N.Y.

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO NEW YORK



"We Make and Temper Our Own Steel"

SIMONDS

"The Saw Makers."

Steel used in Simonds Crescent Ground Cross-Cut Saws is made from a special quality of steel manufactured in our crucible steel mill and tempered by our own secret process. This steel gives the teeth a toughness and hardness which enables them to hold their sharp, keen cutting edge under long and severe usage. Write for Booklet.

SIMONDS CANADA SAW COMPANY, LIMITED,
St. Remi St. and Acorn Ave.,
MONTREAL, Que.
VANCOUVER, B.C. ST. JOHN, N.B.
S-1

The best way to build a big business is to sell goods that satisfy.

Simonds Crescent Ground Cross-Cut Saws

will build and keep your business big. Stock the Simonds Line.

Simonds Canada Saw Co.
Limited

If interested, tear out this page and place with letters to be answered.

Success and Your Associates

ALWAYS associate with men who are earning more money than you are. Such is the advice given by a man whose name is known the world over for his own success and the business which he created. It is good advice of a certainty, but we are not urging that it is the best advice. At the same time it is wise to associate with better or bigger men than you are yourself, because you are likely to be lifted up to their levels.

Most of us would probably like to be the intimates of J. P. Morgan, or of John D, or of Charlie Schwab, or Canny Andrew. If we had a speaking acquaintance with John Wanamaker, or Lord Beaverbrook, or Lord Shaughnessy, and with other distinguished and successful men, we would take comfort from the fact.

And most of us would feel rather small and uncomfortable if we were placed beside President Woodrow Wilson at a dinner table, or beside Sir Robert Borden, Sir Herbert Holt or Sir Wm. Mackenzie. And the reason would probably be that we know so little of the knowledge that really counts. If these successful business men engaged us in conversation we would probably find ourselves knowing very little about the things that matter.

This will illustrate the point:

Here's a true story. A Toronto manufacturer found himself on a train going to Albany in company with a number of distinguished Americans about to attend the inaugural ceremonies of a State Governor. A washout led to a delay, and the Canadian was thrown into close association with senators and congressmen and prominent lawyers. They bantered the little Canadian about Canada. He had the pluck of a bigger man. He had been a constant reader of THE FINANCIAL POST, and had absorbed many facts about Canada. He surprised his American traveling companions with his positive, well-informed and wide knowledge of Canada. When the company reached Albany, the Canadian was persuaded to attend the ceremonies, and was introduced as the man who knew all about Canada. The Governor was interested in Canada, and said so, and the little Canadian found himself telling the story of Canada very ardently to a very attentive listener, much to the amusement of his friends who introduced him.

This man made a hit on that journey, and many friends. One of the company gave him a stock market tip worth a fortune.

The point of this story is: You, as a Canadian, can make yourself informed very fully and intelligently if you become a regular reader of THE FINANCIAL POST. You can make yourself a worthy companion and intimate of presidents and magnates. The world likes to listen to men who know something well, and who can talk interestingly and informingly on the subject of their study.

You can become worth listening to if you know your Canada well. And you can get the kind and amount of knowledge concerning Canada which will make you interesting to others if you will read THE FINANCIAL POST regularly each week.

IF you read THE FINANCIAL POST REGULARLY you will find yourself keeping company with the highest paid staff of editors engaged on any publication in Canada—trained men who know how to make others know what they know and learn.

You will find yourself living in a most interesting world—the great, throbbing world of business. You will have your thoughts tremendously stimulated and helpfully directed. You will find yourself becoming a fit table companion for big men — this because you will have knowledge of a quality that will keep you from shame.

What is it that keeps you and THE POST separated? It cannot be its subscription price of $3. Probably it is because you are not very well acquainted with this paper.

We are going to put it to you this way: If you have the desire to be worthy of association with big men, then prepare yourself for such association by reading THE POST, and to make acquaintance easy, we provide the coupon below. It offers you THE POST for four months for a dollar bill.

The MacLean Publishing Company, Limited,

143-153 University Avenue, Toronto.

Send $\frac{\text{me}}{\text{us}}$ THE FINANCIAL POST for four months for One Dollar. Money $\frac{\text{enclosed}}{\text{to be remitted}}$

(Signed)

.....

H&M .....

MILBRADT LADDERS



will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write to J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Marshall-Wells Co., Ltd., Winnipeg, or direct for catalog giving prices of a large number of styles we manufacture, suitable for all kinds of shelving.

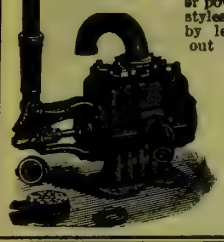
John Calander Mfg. Co.
155 E. 13th Street,
St. Paul, Minn., U.S.A.

The Pump on the Threshing Tank should be a

MYERS

for in Myers Tank Pump is found pumping service of exceptional merit inasmuch as Myers Cog Gear Double Acting Low Down Tank Pumps operate 33 1/3 % easier, have larger capacity and last much longer than the ordinary every day tank pump.

Myers Tank Pumps are built for hand or power operation, in several styles, and are distributed by leading jobbers throughout Canada.



It's an easy matter for you to get them quickly, just as it is for you to sell them. Circulars and name of Jobber gladly supplied.

F. E. Myers & Bro.
Ashland, Ohio

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



Our Specialties Are---

Eavetrough
Conductor-pipe and Fittings

Ventilators and Corrugated Iron

WHEELER & BAIN

TORONTO

VLIT

FURNITURE & AUTOMOBILE

POLISH

Velvet Finish Instantaneous,
Lighter Labour. Troubles Over.

What is Vlit?

VLIT is the trade mark of a scientific chemical process which puts a fine VELVET finish on Furniture, Automobiles, etc.

Why should I use Vlit?

1. Because VLIT saves time and labor.
2. Because VLIT cleans, polishes and preserves a great variety of articles.
3. Because VLIT contains an ingredient that repels flies.
4. Because VLIT prevents dry-rot and furniture from becoming cracked from sun or heat.
5. Because VLIT puts a polish on Automobiles which prevents mud from adhering to the enamel.
6. Use only ONE cloth with VLIT. Vlit cleans and polishes in one operation.
7. You want the best for your money—an article that will give you entire satisfaction—VLIT.

Write for free sample.

SAUNDERS & Co Selling Agents
3 St. Nicholas St., MONTREAL.

Stocked by
Messrs. Frothingham & Workman, Limited, Montreal.

Retails at 15c, 25c and 50c
Wm. Doyle, Regd., Quebec



VOL-PEEK

—a specialty that every housewife needs

Leaking pots are common in every home.

Vol-Peek mends all such quickly and easily. Pots, Pans, Graniteware, Aluminum vessels—all can be made ready for use in two minutes with a little bit of Vol-Peek.

Sells at a good profit. Write us direct if your wholesaler hasn't got it.

H. NAGLE & CO.
Box 2024, Montreal

NOW!

You've been going to send in that ad for weeks, so why not mail it now for next issue?

HARDWARE AND METAL
Classified Advertising Section
143-153 University Ave. Toronto



An Expensive Conversation

Thousands of barrels of oil are wasted annually by overflowing receptacles, spilling, leaky containers, oily funnels, measures, etc.

The

Bowser System of Handling Oils

prevents all the loss of this kind. It is positively fool-proof. It saves time, labor and oil.

Let us explain fully how it pays for itself in a very short time. Our catalog is yours for the asking.

S. F. Bowser & Co., Inc.
66-68 Fraser Ave.
TORONTO





OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E. 1., Eng.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

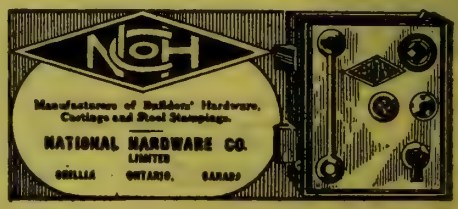
METAL STAMPINGS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

ELECTRICAL MICA

STOVE & ELECTRICAL
MICA
Stove mica in assorted sizes for the trade
A. G. MARTIN
234-236 Besserer St.
OTTAWA, ONT.



ALLEN FLUX
Non Acid Sodering Flux.



For sodering copper, brass, aluminum galvanized iron, black iron, any metal to any metal. Makes a joint three times as strong as acid flux.
Stick Paste--Liquid--Salts
Send for samples to Bissett & Webb, Ltd.
126 Lombard st., Winnipeg, Can.

CLIMAX BALER CO



MANUFACTURERS OF BALING PRESSES
HAND—BELT OR ELECTRIC POWER
EMERALD & BURTON STS. HAMILTON ONT

DENNISTEEL
Made in Canada
Lockers for Factories Stores, Offices Etc.



THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON

TRADE **SAWYER** MARK
Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG
A good concern to do business with

BATH ROOM FITTINGS

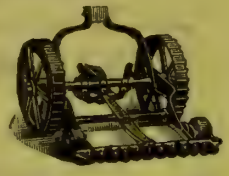
K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

PATENTS
PATENT YOUR IDEAS
Get list wanted by manufacturers and our "Reference Guide for Inventors." Send sketch for free report as to patentability. Patents secured or our fees returned.
Harold C. Shipman & Co., Patent Attys.
Central Chambers, Ottawa, Canada

THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO. Dixon, Ill.

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

GLUE
For all purposes, none better made, all qualities. Send for list prices and samples.
DOMINION GLUE & EMERY CO.,
268 Centre St., Montreal.

NORCROSS
Garden Cultivator-hoe



"Used the World Over"
Send for Catalog
C.S. Norcross & Sons, Bushnell, Ill.

Getting Results

A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

When writing advertisers, please mention this paper.

Help Wanted

An ad for help in the Classified Advertising Section will bring the right kind of replies.

Try It Out.

Hardware and Metal
Classified Advertising Section
143-153 University Ave., Toronto

Wanted

HELP WANTED

WANTED — EXPERIENCED HARDWARE clerk. Apply stating experience and salary required to Matthewson Bros., Strassburg, Sask.

WANTED—HARDWARE SALESMAN, APPLY giving plenty of information, experience and salary expected to Mills Hardware Co., Hamilton.

SITUATIONS WANTED

CATEGORY C, SINGLE MAN, THIRTY YEARS of age, seeks permanent position with good salary to start, and prospects for future; twelve years' experience in hardware, wholesale and retail, also three years on the road. Capable of managing large concern. Prefer large town or city. Send your proposition in detail. I will satisfy you as to my ability. Apply Box No. 93, Hardware and Metal, Toronto.

EXPERIENCED HARDWARE SALESMAN now in retail store desires position as city representative for wholesale hardware or manufacturer soliciting business from retail trade. Have car which would be placed at disposal of firm for city business or immediate vicinity. Twelve years' experience: not subject to draft. Box 94, Hardware and Metal.

AGENCIES WANTED

DESIRED BY RESPONSIBLE FIRM HAVING representatives calling regularly on the hardware trade, fence dealers, and kindred trades in Eastern Ontario and Quebec, sale or exclusive agency for some staple line which might interest any of above trades. Communicate with P.O. Box 1842, Montreal.

MANUFACTURING AGENCIES WANTED FOR builders' hardware, cutlery, tools, auto accessories, etc. Could carry a stock. For further information write Box 90, Hardware and Metal.

FOR SALE

HARDWARE BUSINESS IN PORT DOVER. Stock and fixtures about $4,500. Reason for selling, ill health. J. G. James, Port Dover, Ont.

GOOD HARDWARE BUSINESS FOR SALE IN a live town of about 1,000. Situated in a splendid farming district. Stock in A1 condition. Box 86, Hardware and Metal.

HARDWARE IN ONE OF BEST SMALL towns in Saskatchewan, in splendid district that has never known a crop failure. Stock, fixtures and property, $15,000; turnover, $30,000 annually. No better buy in Canada. Half cash, balance easy, or will take choice half section improved land at good value, with or without stock and implements and balance cash. Box 98, Hardware and Metal.

A SPLENDID OPPORTUNITY TO BUY PROperty, store and hardware stock, 1¼ acres of land; house in connection; store lighted by gasoline; good barns and sheds; location main road; splendid locality for garage. This business selling; help short. Established 25 years. Box promises splendid opportunities; good reason for 94, Bailieboro, Ont.

FOR SALE—HARDWARE AND FURNITURE business in the best district in the West. Stock about $5,000, fixtures $500. Building can be bought or rented. Owner must sell. Very little cash will handle this. Box 92, Hardware and Metal.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

STOVE REPAIRS FOR GARLANDS, PEN Esthers, Acmes, Sunlights, Silver Kings, Souvenirs, Welcomes, Crown Hurons, Peninsulars, Jewels, Pandoras, Favorites, Imperial Oxfords, and all kinds of Ranges and Heaters. Write for list and prices. Grundy Bros., Strathroy.

WANTED — TO PURCHASE SECOND-HAND power and drop presses for sheet metal work. Give full particulars to Box 96, Hardware and Metal, Toronto.



CANADA WITCH COMPANY, LIMITED.
Vancouver, B.C.
Distributors for Eastern Canada:
Supplies, Limited, Kentville, N.S.
Distributors for Middle West:
Moncrieff & Endress, Ltd., Winnipeg, Man.



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BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

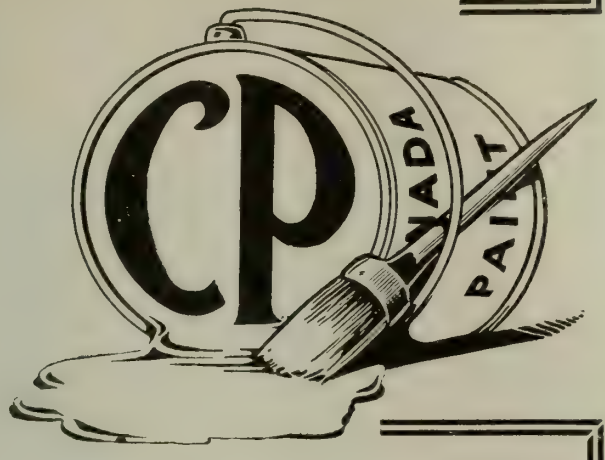
Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and place with letters to be answered.

CANADA PAINT





WHY C-P AGENTS ARE SUCCESSFUL MERCHANTS

They carry a line of Paints and Varnishes that are constantly required by the householder, the line all Canadians know is of the very highest standard quality.

C-P continual advertising brings customers to your store for paints and varnishes and makes them regular customers for the other lines you carry.

Are you a C-P Agent ?

THE CANADA PAINT CO., LIMITED

MAKERS OF THE FAMOUS

ELEPHANT BRAND WHITE LEAD

572 William Street, MONTREAL

112 Sutherland Avenue, WINNIPEG

ONEIDA JUMP



LONG SPRING ACTION -SURE TO HOLD

The **single spring** now used in all sizes of Oneida Jump Traps offers many advantages over the old-fashioned double spring used in similarly patterned game traps.

It travels much higher on the jaws, giving longer spring action and far greater holding power. No breakage due to short spring action under heavy pressure—no weakness due to rivet holes.

A typical improvement in game trap design—coming, of course, from Trapping Headquarters with seventy years' experience behind it.

ASK YOUR JOBBER

Also makers of a complete line of Mouse and Rat Traps.

ONEIDA COMMUNITY, Limited, Niagara Falls, Ont.

HARDWARE AND METAL

Vol. XXX PUBLISHED EVERY SATURDAY SINCE 1888 September 28
No. 39 1918

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

MARTIN-SENOUR
PAINTS AND VARNISHES

Made in Canada—Sold on Merit

HAVE, in spite of increased costs and scarcity of Raw Materials, still maintained their position as QUALITY LEADERS.

The MARTIN-SENOUR standard of Quality has been and will still continue to be

ALWAYS 100% PURE

The high quality of our products, together with our aggressive and most efficient selling service has been the means of helping many merchants to largely increase the business of their paint and varnish department.

MARTIN-SENOUR selling helps are legion, and include attractive window displays, poster showing, newspaper and magazine advertising, mailing campaigns, and many other strong features.

What We Have Done for Others, We Can Also Do for You

If YOUR paint and varnish department is not in healthy condition, consult us. We can show you a sure way to bigger business and increased profits.

Have we a representative in your town? If not, write us now.

We will gladly send you full particulars of our Dealer-Agency proposition.



The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX



Canadian Tube & Iron Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BOLTS AND NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, etc.

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

Canadian Rolling Mills Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BAR IRON AND STEEL (rounds, squares and flats).

TWISTED STEEL BARS FOR REINFORCING.

CANADIAN TUBE & IRON CO., LIMITED

MONTREAL

Colonial Wire Mfg. Co., Limited

Manufacturers of

SMOOTH STEEL WIRES (Bright annealed, solid and annealed).

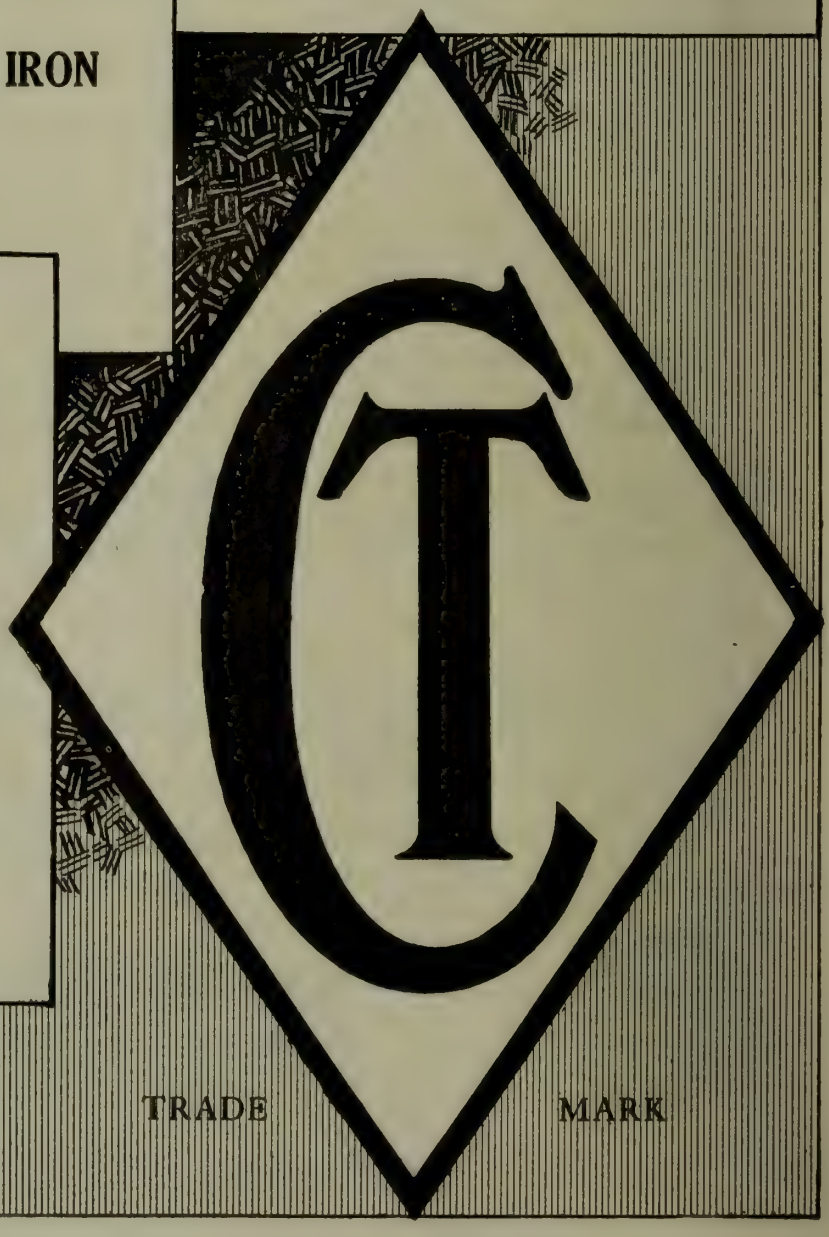
TINNED MATTRESS WIRE, BROOM WIRE, FINE WIRE (plain and galvanized).

FENCE STAPLES — WIRE NAILS — WOOD SCREWS.

PUMP RODS (plain and galvanized.

CANADIAN TUBE & IRON CO., LIMITED

MONTREAL



TRADE MARK



Priest's Toilet Clippers

Making Clippers for fifty years has given us an experience that reflects in the quality of our line. Ask your jobber about Priest's Clippers.

A. MacFarlane & Co. Montreal, Canada
Wiebusch & Hilger, Ltd. New York City

Selling Agents

"P.&W. Co." SMALL TOOLS

Taps, Dies, Reamers, Milling Cutters, Drills

Highest Grade Materials—Expert Workmen—Quality absolutely guaranteed.

PRATT & WHITNEY CO., OF CANADA, LTD.

Dundas Ontario Canada

Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.

Yale Products made in Canada

Padlocks *Door Closers*

Night Latches *Builders' Hardware*

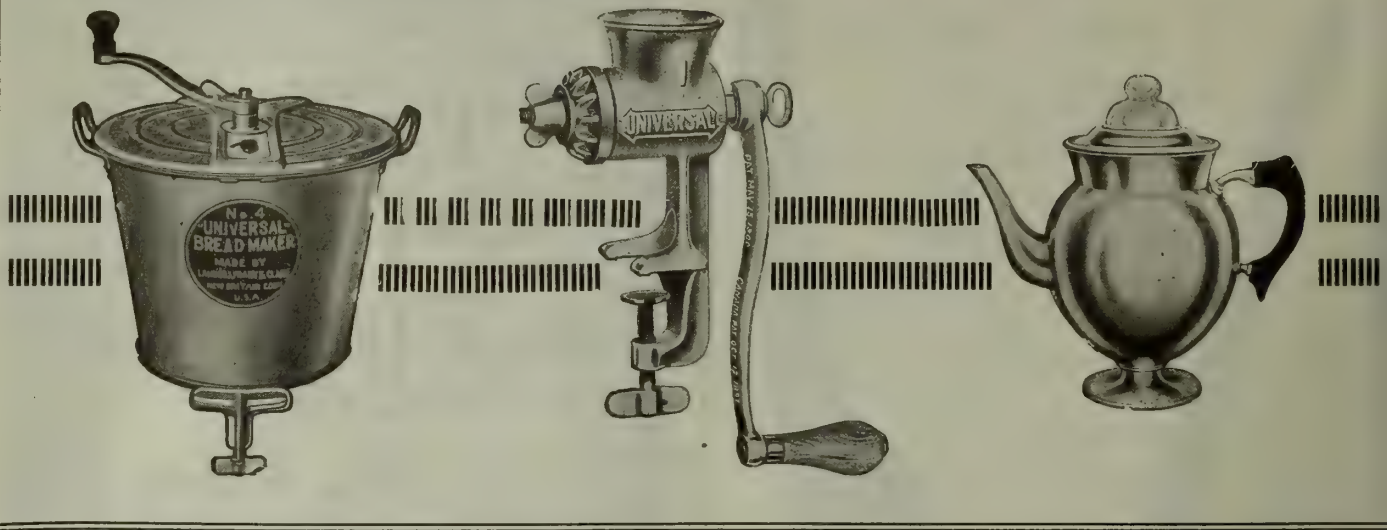


You have the right to look to the manufacturer for satisfaction. And your customer has the right to look to you. When you stock and sell the Yale line you have done the utmost in guaranteeing your own interests and your customer's.

The name "Yale" helps make the sale.

Canadian Yale & Towne Limited, St. Catharines, Ont.

If interested, tear out this page and place with letters to be answered.



Help Win the War

We are trying to help direct raw material into channels where it will help most in the prosecution of the war. The production and distribution of war essentials is our patriotic duty.

UNIVERSAL

Food Choppers, Bread Makers and Coffee Percolators are war essentials to the housewife because they help in the conservation of food.

UNIVERSAL Bread Maker—saves wheat, makes war bread without waste.

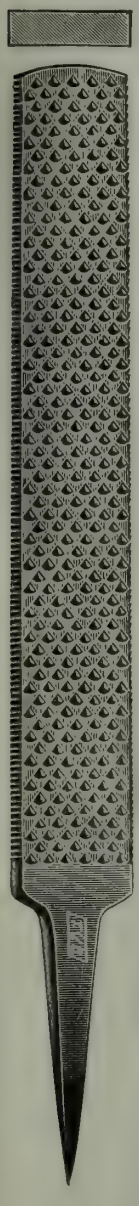
UNIVERSAL Food Chopper—saves food, makes left-overs into palatable dishes.

UNIVERSAL Percolator—makes better coffee from less coffee, with all its strength and aroma preserved.

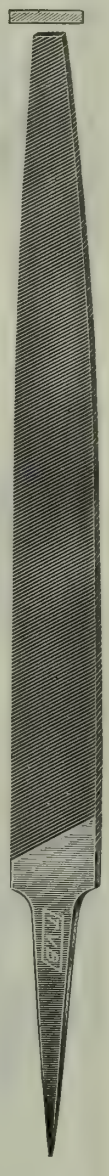
Are you taking advantage of the wonderful selling possibilities of UNIVERSAL Bread Makers, Food Choppers and Percolators? Every woman in your city needs the help these appliances can give her. Universalize the housewives with this "Win the War" trio.

LANDERS • FRARY & CLARK

• NEW-BRITAIN CONNECTICUT •



THE VERY BEST



We guarantee that Files and Rasps carrying our brand, T. V. B., "The Very Best," are made from crucible cast steel of the very best quality, and are strictly guaranteed. Generally speaking, Files are very scarce, and while we are short some kinds and sizes we have been told that our stocks are better assorted than that of any other jobber in Canada.

When It Comes To

Files and Rasps

You Can't Do Better Than Stock

T V B

THEY ARE ALL THAT THE BRAND IMPLIES

THE VERY BEST

LEWIS BROS, LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS **EVERYTHING IN HARDWARE**

RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES

SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

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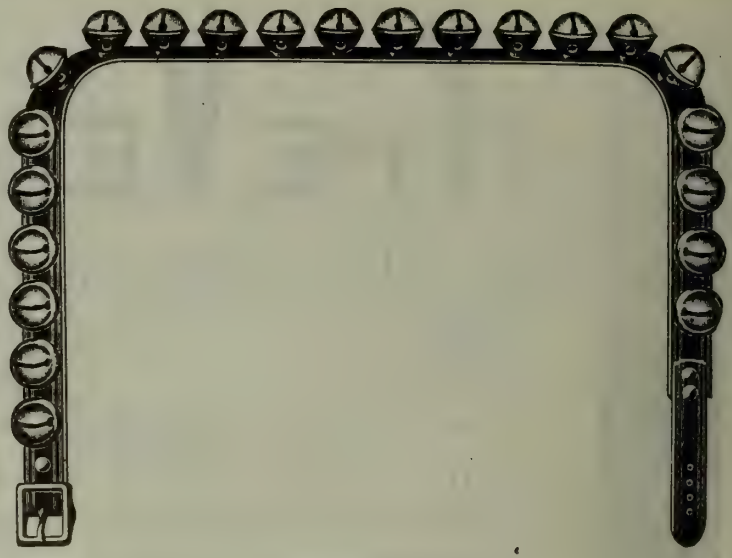
ORDER

Sleigh Bells

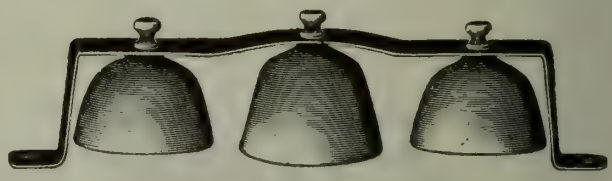
EARLY



VICTORIA BELLS
On Short Leather Straps



DEXTER BELLS
On Long Leather Straps



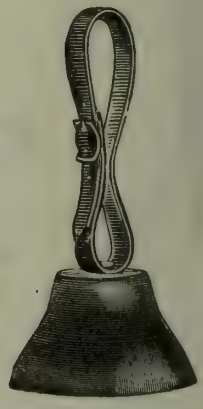
TOP SHAFT BELLS



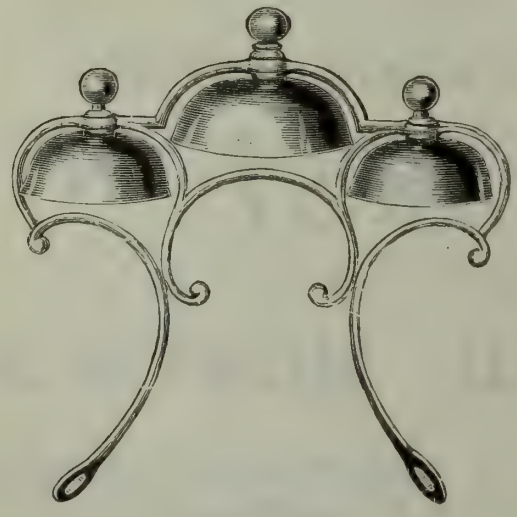
QUEBEC BELLS
On Short Leather Straps



BRASS TEAM BELLS



STRAPPED
COLLAR BELLS



FINE TONED
SADDLE GONGS

Caverhill, Learmont and Company

MONTREAL

If interested, tear out this page and place with letters to be answered.



National No. 806

Garage Door Set

The Sign of a National—

Note the neat, clean appearance from the outside. No structural iron work is visible, track and hanger being on the inside. Note also how the one door opens without disturbing the others, thus giving free access to the garage without necessitating opening of all doors.

These are two of the features which recommend this set to builders and motorists.

This set opens the doors inwards, preventing any trouble from ice and snow. Its action is easy and certain, without friction or binding. The Hanger operates on a swivel, which permits the wheels to follow the track without sticking. A gentle push opens the doors; a slight pull closes them.

Set No. 806 *includes*: *No.* 27 *Latch,* 1 *Swivel Hanger, 6-foot Braced Rail,* 4½ *pair* 4 *x* 4-*inch Jap. No.* 505 *T. P. Butts,* 1 *No.* 820 *Chain Bolt,* 1 *No.* 830 *Foot Bolt,* 1 *No.* 5 *Pull,* 1 *No.* 30 *Safety Hasp* (4½-*inch*), *and all the necessary bolts and screws.*

National Manufacturing Company

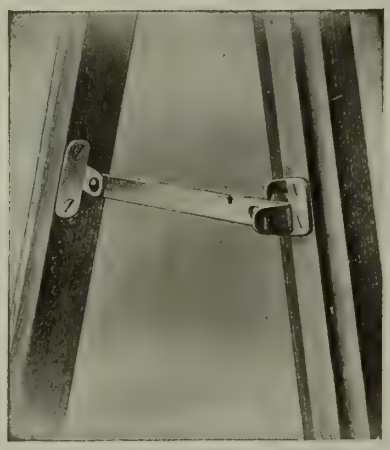
STERLING, ILLINOIS

Canadian Eastern Representative: Richardson & Bureau, 55 St. Francois-Xavier Street, Montreal

If interested, tear out this page and place with letters to be answered.



No. 1717 Hanger applied to window, holds sash secure and prevents rattling.



No. 1719 Fastener applied to window, holds sash open and when closed is self-locking.

LESS COAL TO BUY

Point out to your customer that Storm Sash hung with

PEERLESS STORM SASH HARDWARE

Makes window weather-tight, prevents drafts, and conserves fuel.

PERMITS HANGING SASH FROM INSIDE

For ventilation, or washing windows, the fastener holds sash securely open and when closed, locks automatically.

Feature this line; it will pay big profits.

Manufactured by

Canada Steel Goods Co., Limited

Hamilton, Canada

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

DIRECTOR OF EXHIBITS

SEC'Y OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



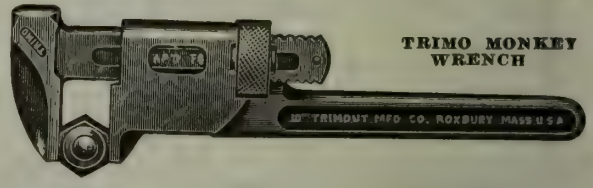
TRIMO PIPE WRENCH WOOD HANDLE



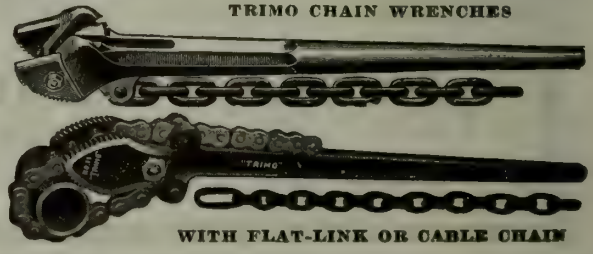
TRIMO PIPE WRENCH STEEL HANDLE



TRIMO PIPE CUTTER



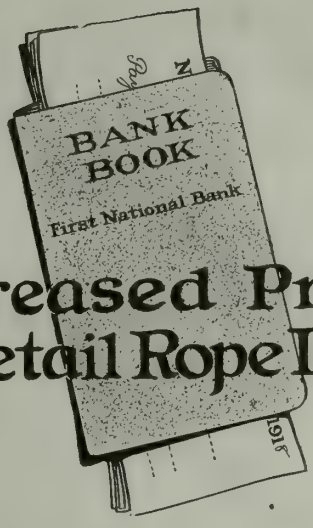
TRIMO MONKEY WRENCH



TRIMO CHAIN WRENCHES

WITH FLAT-LINK OR CABLE CHAIN

If interested, tear out this page and place with letters to be answered.



Increased Profits to Retail Rope Dealers

THAT is what thousands of retail merchants throughout the country are realizing, through the use of the Plymouth plan of selling rope by the foot. They make more money on their rope and their customers are better satisfied. A combination of results that no merchant can afford to overlook.

Plymouth Manila Rope

is good rope. There is no better rope made. It is 100 per cent. high grade Manila. Strong, durable, and flexible. It gives long service. It gives satisfactory service. It makes your customers ask for "more rope the same as I bought here before." If you sell your customer good rope he'll take a chance on your other goods being of the same quality.

PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass. **Welland, Canada**

INDEPENDENT CORDAGE CO., Ltd., Toronto, CANADA

Canadian Sales Agents

If interested, tear out this page and place with letters to b

"YANKEE" TOOLS

PUSH DRILL No. 44

Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.



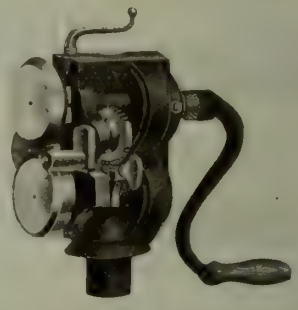
A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

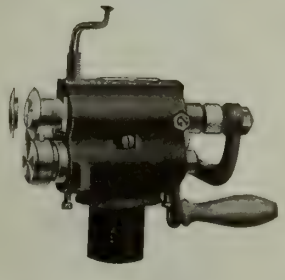
SMALL MACHINES

Are Made for Service. They Combine Durability, Speed and Accuracy



No Tinshop can afford to be without a set of these machines

We manufacture a full line of Tinners' Tools



Drop us a line for full particulars and prices

The Brown-Boggs Co., Limited
Hamilton, Canada

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TACKS



TACKS FOR EVERYBODY

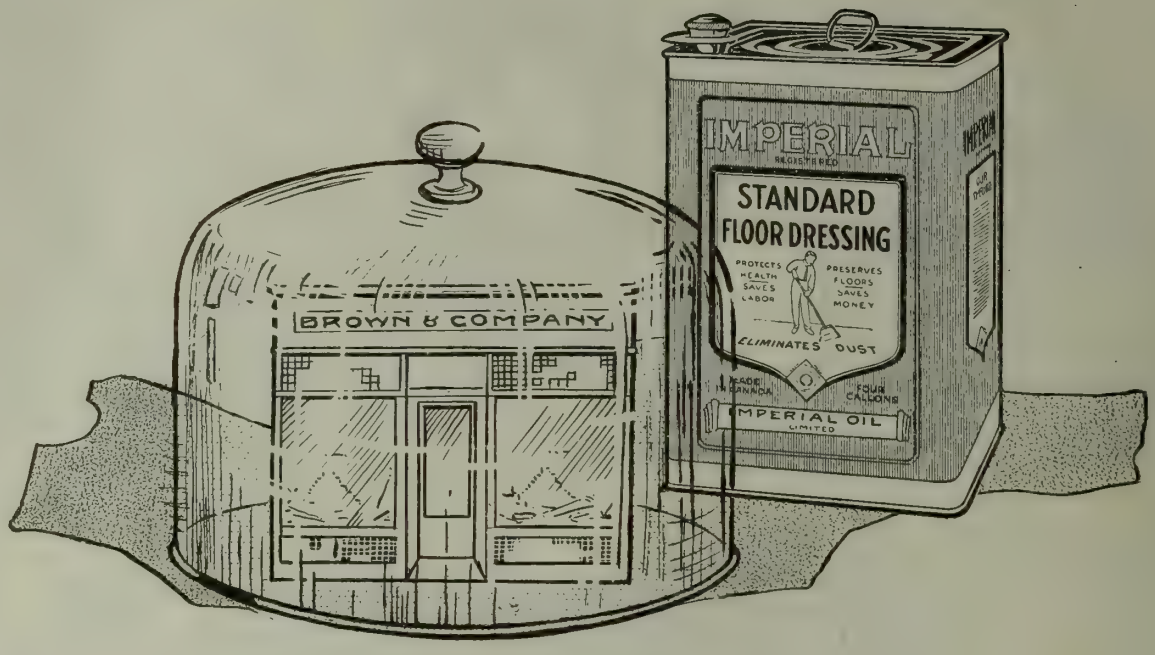
AUTO TRIMMERS
CARRIAGE TRIMMERS
BASKET MANUFACTURERS
CARPET LAYERS
SHOE MANUFACTURERS
UPHOLSTERERS

Heads that will not break off
And Points that meet the demand

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON **MONTREAL**

If interested, tear out this page and place with letters to be answered.



THE DUST-FREE STORE

DUST can never be kept out of the store, but it can be effectively controlled by the use of

STANDARD Floor Dressing

which when applied to your floors, definitely lays and holds 90% of atmospheric dust. This is a condition of affairs that the old fashioned mop and feather duster can never bring about. They only disturb the dust to settle elsewhere.

Standard Floor Dressing is economical. A single gallon suffices for 500-700 square feet of space or shelving, and lasts for several months. It may be applied with an ordinary floor sprayer. To keep the dressed surfaces in order, all that is necessary is to sweep off the accumulated dust and dirt regularly with a stiff brush or broom.

Floors treated with Standard Floor Dressing help to promote a fresher, tidier store, and cleaner, quicker-selling stock on the shelves.

Supplied in one and four gallon cans, and in barrels and half barrels.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES

If interested, tear out this page and place with letters to be answered.



WELDING

Welding with Armco Iron, either for repair work or new construction, means economy of time, labor and materials.

Armco Iron's melting point is uniform. It welds more quickly and more smoothly than any other welding material, and the joints have the maximum strength and reliability.

Armco Iron welding material is extremely useful in establishments where repairs are made on steel castings for industrial and marine construction. Also in railroad construction and repair shops for welding cracks in locomotive fire-boxes, welding in place new side sheets, repairing worn engine wheels, etc. It is used extensively in the manufacture of iron and steel barrels, grave vaults, pressure tanks, and innumerable other metal products.

The welding quality of Armco Iron sheets and plates is of great advantage in making various welded articles with or without the use of additional welding material or flux. Leading stove manufacturers use Armco Iron polished sheets, welded directly together.

Take up your welding problems directly with our welding department. We'll give you the facts and the reasons.

Write to-day.

PAGE STEEL & WIRE CO., Monessen, Pa., are manufactures and distributors of Armco Iron Wire for welding and electrical purposes. They carry an ample stock of Armco Iron Welding Wire, 16 to 8 gauge, and Armco Iron Welding Rods, ⅛ inch to ¼ inch in diameter.

AMERICAN ARMCO INGOT IRON

The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by the American Rolling Mill Company, with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

THE AMERICAN ROLLING MILL CO.

DEPARTMENT 903
MIDDLETOWN, OHIO

If interested, tear out this page and place with letters to be answered.

No effort is required in the selling of "Famous Five" files. One doesn't have to spend time explaining their merits.

Customers know they are standard tools before they come in to buy.

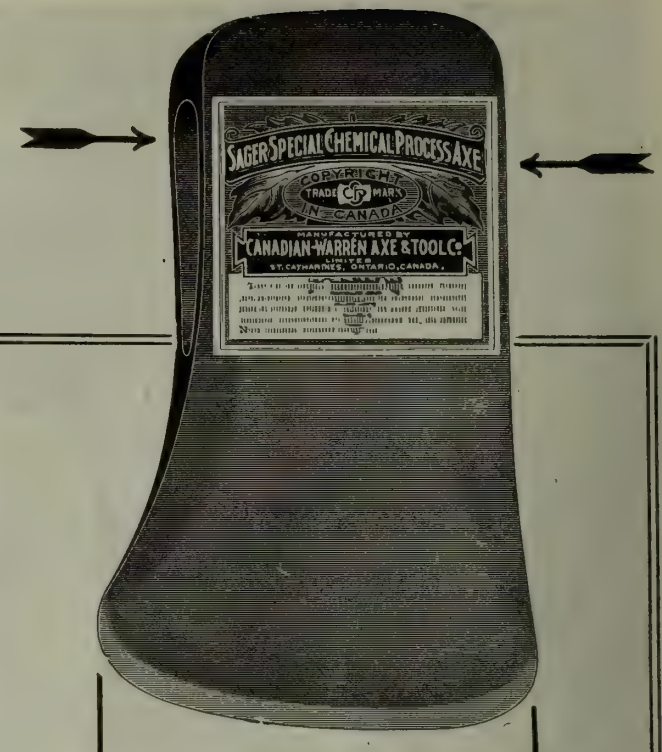
If you carry a reasonable stock of the various shapes and sizes you cannot help but make sales.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



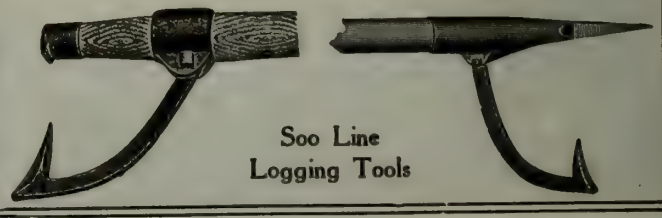


WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian Warren Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

If interested, tear out this page and place with letters to be answered.

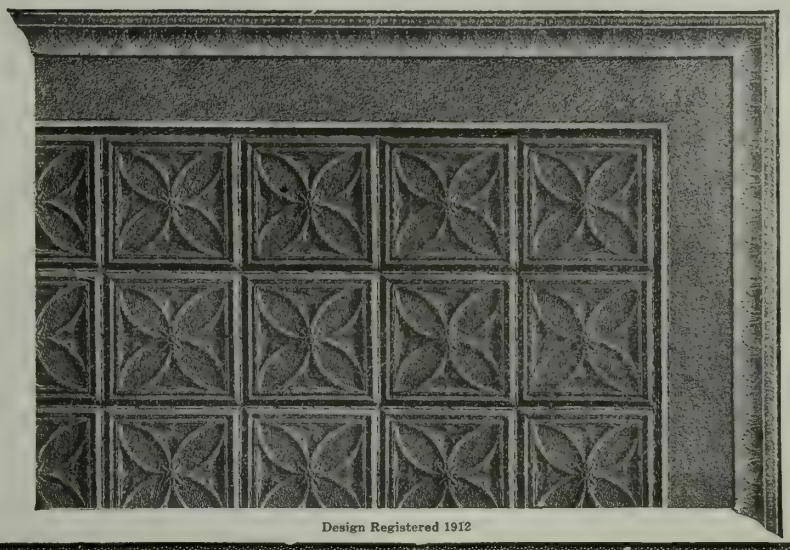
"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

The Labor Cost is Light

"Metallic" ceiling and wall jobs are profit-makers for you and satisfaction-givers to the customer from first to last. Send us a list of prospects and watch us get busy on them in your interests. We've been 32 years at the business and our service will get you big results.

Write to-day for catalogue and full particulars.

Stock carried by
GEO. W. REED & CO., LTD.
37 St. Antoine Street, Montreal



Design Registered 1912

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

THE JAS. MORRISON BRASS MFG. CO. LIMITED TORONTO, ONT.

TRADE MARK J.M.T

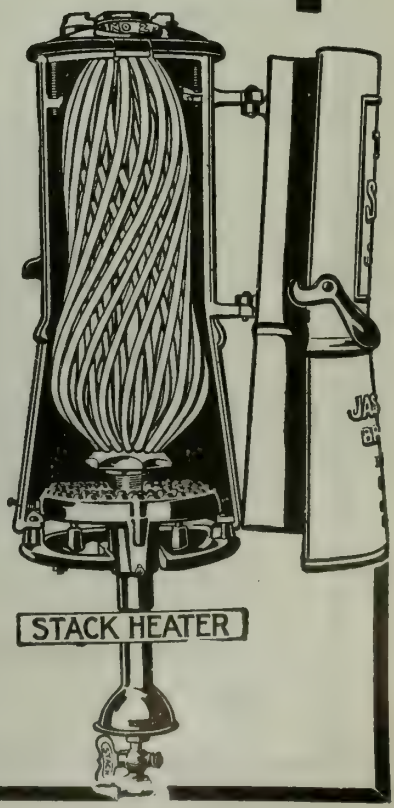
Time It!!

The Stack Makes Hot Water In *One Minute!!*

Long after the purchaser has forgotten the price he still remembers the Stack heats water **minutes** ahead of the average heater.

He knows the saving afforded makes up the difference several times over.

For the purchaser, Stack Heaters are easiest and quickest to instal. For you—it is the easiest and most profitable to handle in the long run.



James Morrison Brass Mfg. Co., Limited

93-97 ADELAIDE STREET WEST, TORONTO

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AT LAST

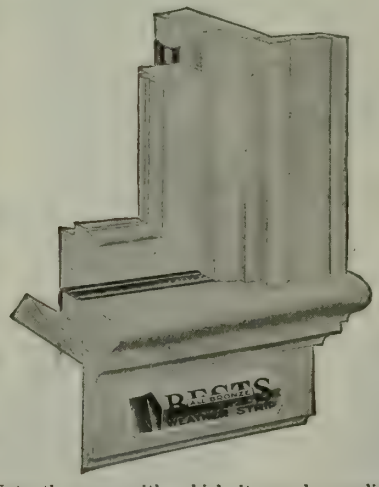
An all Metal Weather Strip that can be *applied easily*, and handled through the Hardware Store.

BESTS ALL BRONZE WEATHER STRIP

solves the problem of making a cold house PERMANENTLY WARM by simply nailing it around the doors and windows, without removing them. It is a strip of special quality SPRING BRONZE bent almost at right angles, so that the spring end excludes all drafts, and prevents all rattles. It actually DOES what other Weather Strips claim to do, and lasts a lifetime.

BESTS ALL BRONZE WEATHER STRIP

is packed in convenient lengths, 3 ft. (for windows), and 3 ft. 6 in. (for doors), with nails and illustrated instructions, and tied in packages of 21 ft., which retail for $1.25.



Note the ease with which it can be applied.

Every up-to-date Hardware Merchant in Canada should have this in his Stock this Fall.

Enquire of your Jobber, or write

Best Weather Strip Co.
Limited
Hamilton Canada

P.S.—We also manufacture the flat Spring Bronze in 100 ft. coils for doors and casements. U.S. and Canadian Patents pending.

If interested, tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

SMART'S AXES



Complete line of Axes, Hammers, Hatchets and Sledges.
Export and Domestic trade given special attention.
Highest grade steel used in all our products.
Expert workmanship in every department.

Write for our tool catalogue.
PRODUCED AT

The James Smart Plant

Brockville, Ont. Winnipeg, Man.

NUMBER ONE



The WRIGHT BROTHERS

IN 1896, Wilbur Wright and Orville Wright of Dayton, Ohio, decided to abandon several small business enterprises in which they were interested and concentrate their entire force and inventive genius on the perfection of a flying machine. Up to the time they entered the field no one had ever studied the subject with such scientific skill or such undaunted courage.

The Wright Brothers were masters in all their work. After years of concentration they gave to humanity a gift which ranks in importance with the noblest achievements the world has ever known.

The secret of Wright Brothers' success was

CONCENTRATION

The same principle of concentration, which enabled the Wright Brothers to perfect their Airplane, has enabled us to create the Victor Hack Saw Blade—which is recognized everywhere as the last word in Hack Saw Economy.

For twelve years we have focused all our force on the perfection of this one tool—the Victor Hack Saw. We have centered our powers on making exhaustive experiments and on the development of new processes.

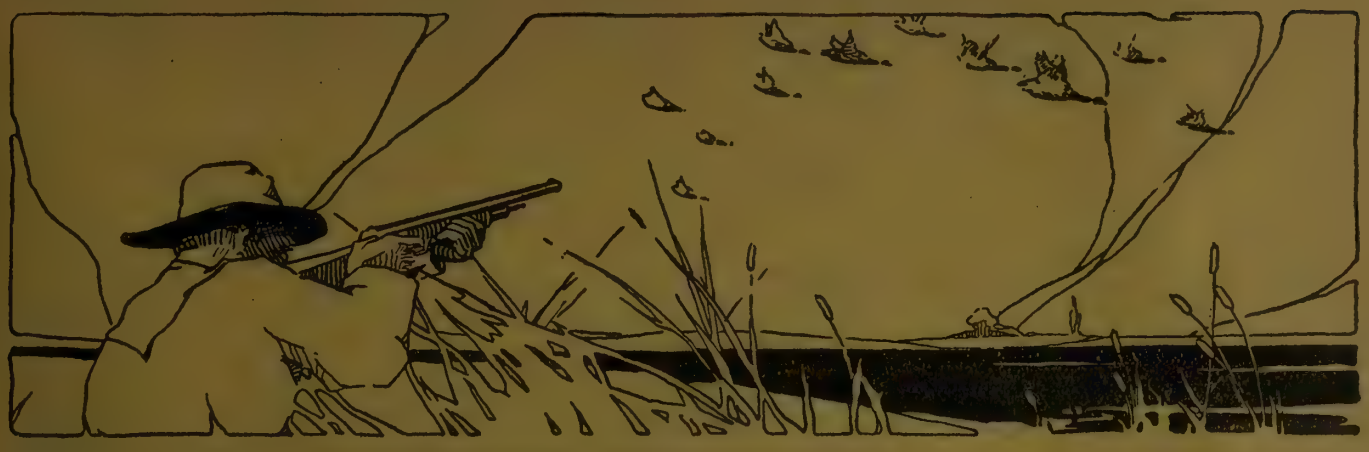
Logic told us that by concentrating all our energies on one tool, we were more likely to produce a Hack Saw Blade which would excel all others, than if we tried to perfect a dozen or a hundred different tools.

As a result of this concentration, we have created the most enduring and efficient Hack Saw Blade known to science. There is nothing vague about the economy of the Victor Hack Saw Blade. It has been proven.

VICTOR SAW WORKS, Ltd.
HAMILTON, CANADA

VICTOR





For the Old Boys

Yes, and some of the young ones, too, every dealer in Canada carries a stock of Black Powder Shot Gun Shells.

Dominion Crown

Black Powder

is the shell that the duck shooter means when he says to you, "Give me the Old Crown; I have used it for years, and it brings down the ducks."

The popularity of the Crown is due to its name, which is known throughout the Dominion—to its price, the lowest of the popular shells on the market—to its sure killing power, and to the fact that it can be used with safety in the cheaper grades of shot guns.

No stock is complete without Dominion Crown, made in 20, 16, 12, 10 gauges.

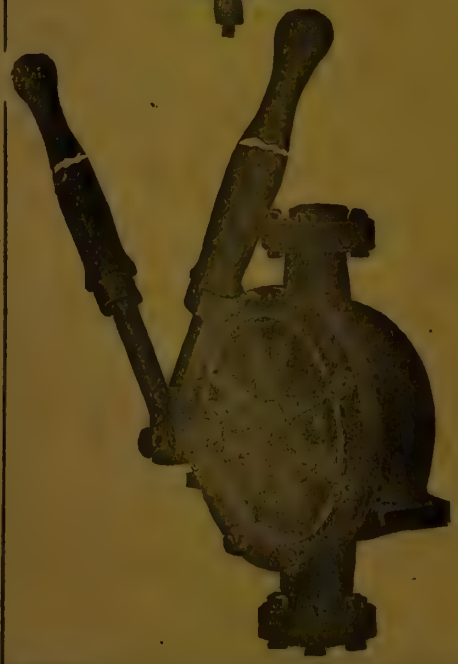
Dominion Cartridge Co., Limited
120 St. James Street
Montreal











FIVE WORKS—OVER 3,000 EMPLOYEES

It is our intention after the War to devote our energies to the intensive production of the following Specialities:

Gunmetal and Brass Valves and Cocks.
Steam, Water and Compressed Air Fittings generally.
Cast Iron Stop and Sluice Valves.
Semi-Rotary Pumps.
Extruded Brass and Bronze Bars.
Brass Bolts and Nuts, Studs and General Turned Work from the Bar.
Cast and Malleable Iron Cocks and Pipe Fittings.
Pressure and Vacuum Gauges.
Injectors and General Jet Appliances.
Engine Governors (Pickering, Proell and other types).
Spraying Machines for Insecticides and Limewashing.
Coppersmiths' Work.
"Stella" Brand Alloys, Manganese Copper, Silicon Copper, Ferro Zinc, Phosphor Copper and Tin, etc.

Business After the War

If you are interested in any or all of the lines mentioned and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office at the address below.

UNITED BRASSFOUNDERS and ENGINEERS, Limited

EMPRESS FOUNDRY

Cornbrook, Manchester, England

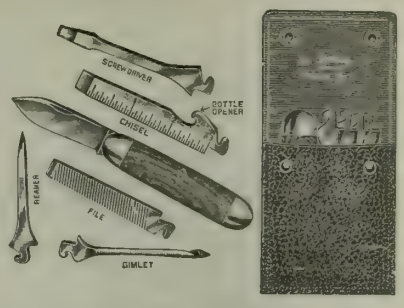
Can You Imagine a Man or Boy

Who Wouldn't Like to Own This Kit?

No matter what a man's occupation may be, he will find daily use for the "So Handy" Pocket Knife Tool Kit. Autoist, Sportsman, Hunter, Farmer, Boy Scout—these, especially, will find it a pleasing and practical pocket companion. Excellent, too, for use around the home.

Outfit comprises a splendid Jack Knife with cocoa handle and an exceptionally good blade, and the following tools which can be instantly attached to the knife handle: File, Chisel, Reamer, Screw Driver, Bottle Opener, Gimlet and Rule, all made of high grade steel, carefully hardened and oil tempered.

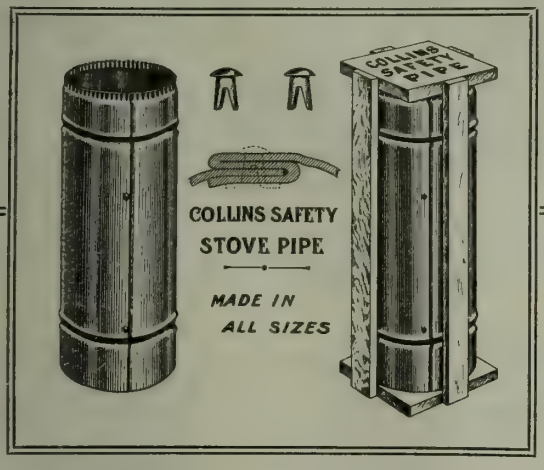
The So Handy Kit is made in five styles. Jobbers—get posted about this good specialty.



RETAIL PRICE $1.50.

THE BRIDGEPORT HARDWARE MFG. CO. BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal



Get Ready for Fall Trade

"Collins" Patent Stove Pipe

Collins' Patent Stove Pipe is easiest put up and the strongest pipe sold.

Fastened with two rivets. Holes punched true.

We want your Fall order. It's up to you to send it in **now.** We'll ship promptly.

The Collins Mfg. Company

415 Symington Ave., Toronto

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

BIG

RESULTS

from small investments. Read Hardware & Metal's Want Ad. Page.

J.E.B. Quality CO.



TOBOGGANS

Made from Birch. Very st ong and attractive finish.
Write for catalogue.

J. E. BEAUCHAMP & CO., MONTREAL

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Our Brands:

Gilt Edge, 650 feet.
Gold Leaf, 600 feet.
Silver Leaf, 550 feet.
Maple Leaf, 500 feet.

HUNDREDS of thousands of *Canada's most progressive farmers* testify to the fact that ***Brantford Binder Twines*** are the very best they have ever used.

This is not an idle statement, but is confirmed by the growth and development of our business, which is unparalleled in the history of the Twine and Cordage industry.

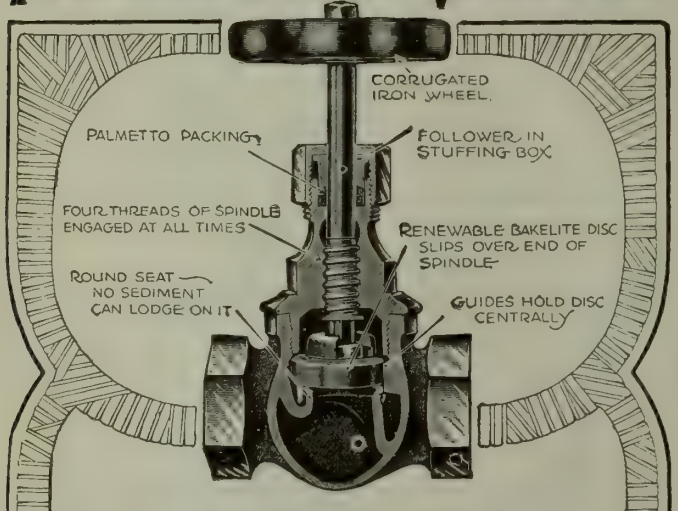
"There's a Reason." Give us a trial order and be convinced. Dealers wanted where not represented.

FULL LINE OF ROPE AND CORDAGE

Brantford Cordage Company, Limited

Brantford, Ontario

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa.
Toronto: Hamilton, Windsor, Winnipeg.
Saskatoon, Calgary Vancouver, Victoria.



Canadian Rivet Forges are built to last.

Easy running blower, powerful uniform blast, rigid steel plate construction.

Write for Catalog 100-16.

Canadian Blower & Forge Co.

Kitchener, Ont.

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Proven by the Test of Service

TONCAN METAL

Rust-Resisting **Anti-Corrosive**
Sheets and Formed Products

Last Longer in Actual Use

In these days of conservation, the economic value of a corrosion-resisting material like Toncan Metal is appreciated as never before.

Toncan Metal is dense, homogeneous, **lasting.** It removes the necessity for frequent repairs and replacements. It saves metal—it saves labor.

For these reasons the use of Toncan Metal is true economy—true conservation.

Write for our book, "Corrosion—The Cause—The Effect—The Remedy."

The Pedlar People Ltd.

Canadian Distributors: **OSHAWA, ONT.**

THE STARK ROLLING MILL CO., CANTON, O.
SOLE MAKERS

The Story of War Under The Earth

THE German sappers had discovered and broken into a Canadian tunnel. They had planted a machine gun at their end and sent a shower of bullets down the dark, narrow passage whenever the Canadians made any effort to enter their underground galleries. The story of how two Canadians nailed steel snipers' shields to the front of a push cart and shoved it ahead of them up to the very teeth of the gun, and how they dropped a can of deadly explosive, hopped on to the cart, and let it coast back down the tunnel, while bullets rattled on the shield like hail and, finally, how the explosive blew up the machine gun and its crew and blocked the passage again—this remarkable story is told by Lieut. C. W. Tilbrook (who was one of the two) in the course of an article, "An Underground Tank," in October MACLEAN'S.

Recently a Toronto newspaper declared editorially that the public was tiring of war books and war stories because of the sameness of them. The newspaper was right. But the public literally devours any story of the war that is new. The series of articles that Lieut. Tilbrook has done for MACLEAN'S has been read with an astonishing amount of interest *because they are different from anything that the public has yet read.* Warfare in the tunnels is a terrible business—grim, silent, cruel. It is a strangely technical phase of warfare and the "sappers" go about their business with queer instruments that might have figured in a Jules Verne phantasy. To read of underground fighting, as Lieut. Tilbrook tells of it, is to get a vision of a new kind of war altogether—something gripping, fearsome and mystifying.

"An Underground Tank," is the best of his series. But, after all, it is only one feature in a long array that makes the October issue of MACLEAN'S one of unparalleled interest.

A STRANGE CHANGE IN WOMAN'S WORLD. By Agnes C. Laut.
The new status of women, arising out of the war, is treated in the powerful style of this famous writer, who came from the Canadian West. It introduces a new thought.

CONSCRIPTION AFTER THE WAR. By Brigadier-General A. C. Critchley.
A young Canadian who rose from Lieutenant to General in three years and originated the "Critchley Method" of military training, tells what he thinks about the need for compulsory service after the war.

THE LIFE OF MARY PICKFORD. By Arthur Stringer.
The second of a series of articles on Canada's most famous woman. No expense has been spared to produce the beautiful illustrations specially posed for the photographs.

THE FOUR FACTIONS AT OTTAWA. By J. K. Munro.
That the House will split into four, more or less, distinct groups is the guess of the author, a trained political observer. He outlines the reasons, humorously, pungently and impartially. It is a political article on new lines and will be found refreshing.

BONEHEAD BILL—Another Service Poem.
Robert W. Service, most popular of poets, sends all his war verse to MACLEAN'S. In "Bonehead Bill" he depicts the grief of a soldier for his fallen foe.

THE EVENTS OF A MAD WORLD
are summed up in the "Review of Reviews" which gives reprints of the best articles from the magazines of the world. All the best and most important articles are selected—five dollars' worth for twenty cents!

October MACLEAN'S NOW ON SALE At All Newsdealers

20c. PER COPY, $2.00 PER YEAR

THE MACLEAN PUBLISHING COMPANY, LIMITED
143-153 UNIVERSITY AVENUE, TORONTO

Why You Should Be A Michelin Dealer

No. 24

Michelin Accessories are Best

Michelin offers the dealer a complete line of tire accessories, which are just as superior in quality as are Michelin Tires themselves.

The most important of these accessories are:—

1st. Michelin Mastic—a plastic compound used for healing cuts in casings. It is clean and easy to handle, and when it "sets" becomes practically a part of the casing itself.

2nd. Michelin Cement—this is a pure gum liquid of great binding power.

3rd. Michelin Patches—these are made of the same superior rubber that has made Michelin Tubes famous. Michelin patches are bevel-edged and made in a variety of sizes to meet all requirements.

These Michelin accessories are put up in various size cans and packages. They make good displays. By enabling motorists to make their tires go farther, they help the Michelin Dealer in building up good-will.



Write for the Michelin Proposition.

Michelin Tire Co. of Canada, Ltd.
782 St. Catherine St. W.
Montreal

MICHELIN

THE COAL SHORTAGE AND THE NECESSITY OF UTILIZING ALL OF WHAT THERE IS MEANS A HEAVY DEMAND FOR ASH SIFTERS THIS WINTER



DAVIDSON'S "CANADA" ROTARY ASH SIFTER

is substantially made of heavy steel, galvanized after being made up.

It separates the ashes from the cinders quickly and efficiently. Is easy to operate and there is nothing to get out of order.

Order to-day to ensure prompt delivery.

THE THOS. DAVIDSON MFG. CO., LIMITED

Toronto **MONTREAL** **Winnipeg**

Williams' Superior Drop-Forged Wrenches



Big Ones—
Little Ones—
Bent Ones—
Straight Ones—
Thick Ones—
Thin Ones—

40 Standard Patterns in about 1000 sizes with openings from 3/16 to 7-5/8 inches.

Ask for Booklet

J. H. WILLIAMS & CO.

"The Wrench People"

The A. G. Low Co., Ltd., 30 Pacific Avenue Saskatoon, Sask. Agents for Saskatchewan, Manitoba, Alberta and British Columbia.

General Offices: 30 Richards St., Brooklyn, N. Y.

Fatten Your PROFITS WITH

Good, old **Liquid Veneer.** Pays you over **71%** Profit on your investment. You now get

Extra Free Goods

in our Dandy Deal. Retails to your customers at the same old prices, 25c, 50c and $1.00.

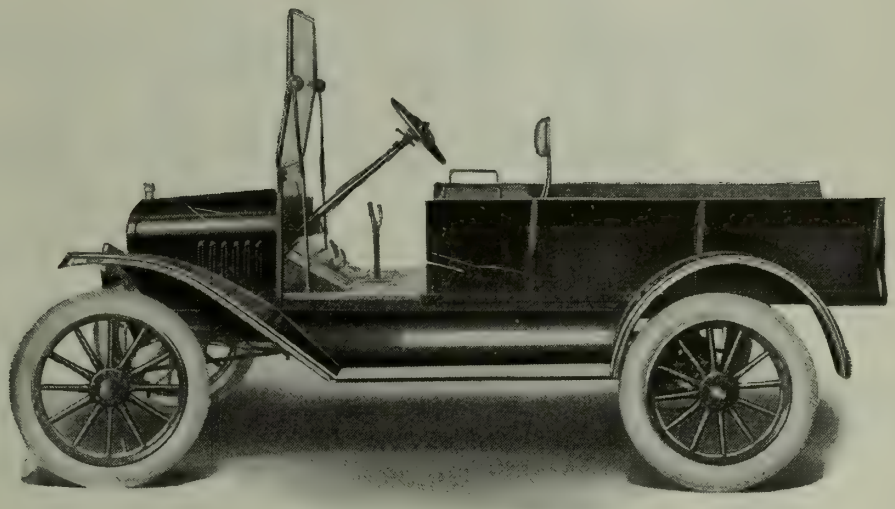
Call up your jobber or write us NOW.

Buffalo Specialty Co., Buffalo, N.Y.

Bridgeburg, Ont.



Hardware Dealers



The Base Unit for Clear Weather, $67.75.
With Top, Side Curtains and Side Screens, $135.50.

The most perfect, the strongest and most adaptable Motor Delivery Bodies for the Hardware Business, are the

Babcock Commercial Bodies

They combine **STRENGTH, BEAUTY** and **DURABILITY.** Steel skeleton construction —patented—is the secret of their unequalled rigidity and lasting powers. You can buy the No. 3 Base Unit, and by adding standardized parts, you can have the top, side curtains, screens or full panel bodies added. The most serviceable and economical Motor Delivery Body made. Name the chassis you want to put it on and we will send it to you, ready to fit, so you can do it yourself without the help of an expert mechanic. Can be shipped in "Knock down" style, saving freight charges.

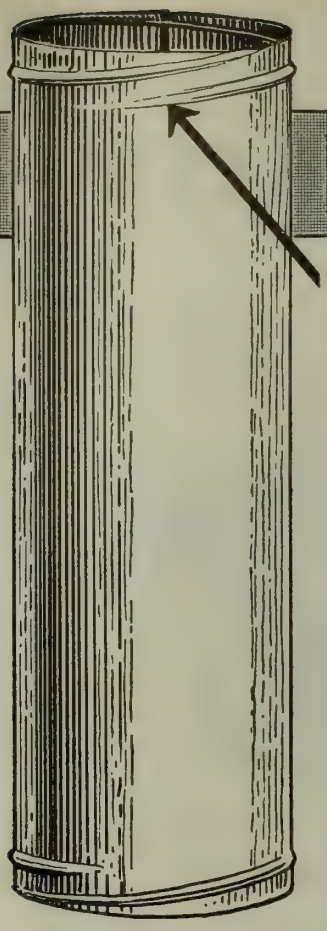


Write for full particulars, prices and terms.

CARRIAGE FACTORIES, LIMITED

Head Office: Excelsior Life Building, Toronto. Sales Offices: Montreal, Winnipeg, Toronto

If interested, tear out this page and place with letters to be answered.



NEW SAFETY STOVE PIPE

Stove Pipe Season is Here! And Here's the Best Stove Pipe!

No other stove pipe has the fixtures offered in the New Safety Stove Pipe which is the best buy and easiest installed pipe on the market bar none!

Made in 6 and 7-inch sizes. Made of 29 Gauge Iron. Telescope Pipe does away with half lengths. Pipe is nested, saving freight rates and storage room in store. New patent lock effects saving on each pipe, making a saving of one length in every 12 of ordinary pipe. Can be used any place where ordinary pipe is used, or can be used along with ordinary pipe. Patented in Canada and the United States, and "Made in Canada" by Fairgreave & Sons, Toronto, Ontario.

Just what you need for bigger sales.

Safety Stove Pipe Company, Limited

Successors to Patenaude & Berini

50 Dovercourt Rd. -:- -:- **Toronto**

If interested, tear out this page and place with letters to be answered.

LION BRAND CORDAGE

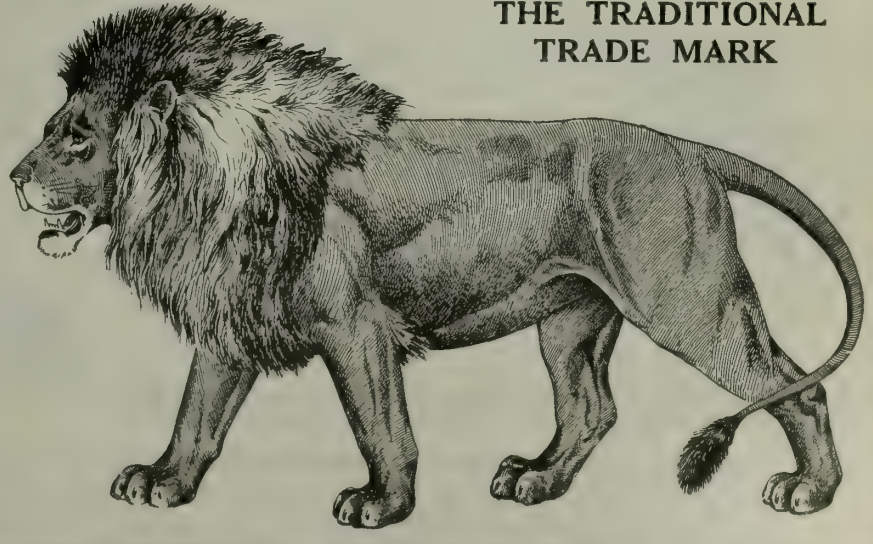
Used for heavy towing and all navigation work—*everywhere.*

The dealer that stocks LION BRAND builds his cordage business on a substantial basis, supports home industry and handles a reliable article which always insures satisfaction and profit.

The Cordage for all Purposes and Made in Canada, too

"Coast to Coast Service"

THE TRADITIONAL TRADE MARK



Consumers Cordage Co.
Limited
Mills at Montreal and Halifax

Agents and Stocks at
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TEES & PERSSE, Limited
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JAS. BISSET & CO. - QUEBEC
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"HENDRYX"

STANDARD STEEL AND BRASS CHAINS

MR. CHAIN USER: August, 1918.

For many years we have made a specialty of chain for manufacturer's use, and are well equipped for this business.

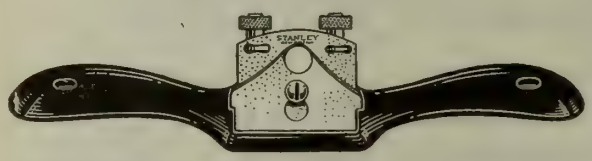
Our chain is made of special wire found by us to be best suited for the purpose. The links are well shaped, small and compact, making a heavy, strong chain.

A sample mailed to us of what you may need will be given immediate attention, and interesting prices quoted on any quantity.

Yours very truly,

The Andrew B. Hendryx Company, New Haven, Conn.

Stanley Tools



Stanley Adjustable Spoke Shaves Nos. 151 and 152

These new and improved Spoke Shaves have a Lever Cap fastening the cutter in such a manner as to bring an even pressure on the cutting edge.

The important feature is that the cutter can be quickly adjusted both endwise and sidewise by means of the adjusting screws which engage the slots near the end.

The Cutters are made from a high grade of steel, well tempered and sharpened ready for use.

The handles are japanned and through each a hole is made to enable the owner to hang the tool up out of the way.

Made in two styles—one with raised and the other with straight handles.

10 in. long, 2⅛ in. Cutters.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

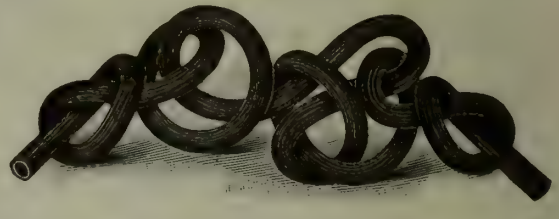
The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

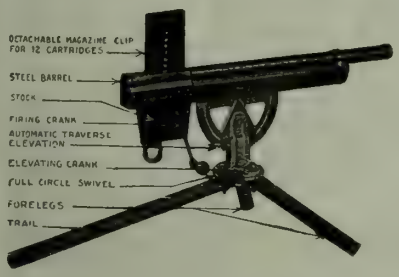
MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria

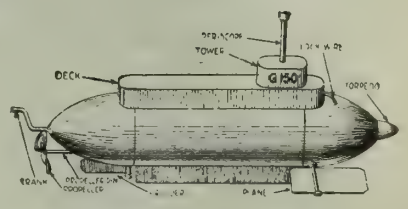
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GILBERT TOYS

For a War Christmas—Gilbert Toys



Gilbert Toys are **genuine**—that's what makes them so popular with the youngsters. They **look** like, they **work** like, they are **made** like the real article, and boys are quick to see it, and parents come where the boys lead.



Gilbert Diving Submarine

This is the real toy submarine—it passes the critical eye of the boy who knows more about how a submarine should look probably than his father does. It fights, it dives, it discharges a torpedo, it rises. The Gilbert Submarine has realistic periscope, torpedo tube, conning tower, etc., hull of steel, finished in battleship gray, and all the look of a real fighting craft. Mechanical steel spring movement almost impossible to get out of order.

Retail, $3.00

Gilbert Machine Gun

You can't fool a red blooded boy with a toy machine gun that doesn't look like the real article. The Gilbert Machine Gun is true to life—every boy who has seen war pictures at the movies, or in the Sunday supplements will recognize the Gilbert Machine Gun at once.

Retail, $4.90

Best Known Toy in the World

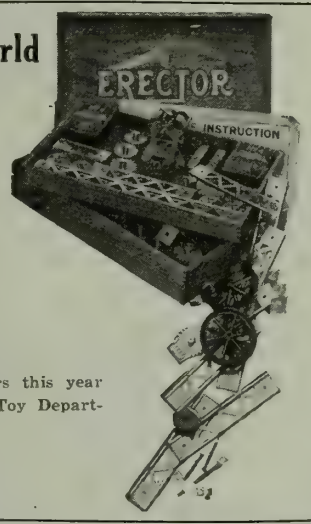
Since its inception five years ago Erector has been the most widely advertised, most talked about toy for boys, and this year, with the talk of the wondrous work of our engineers behind the lines in Europe fresh in every boy's mind, more than ever will

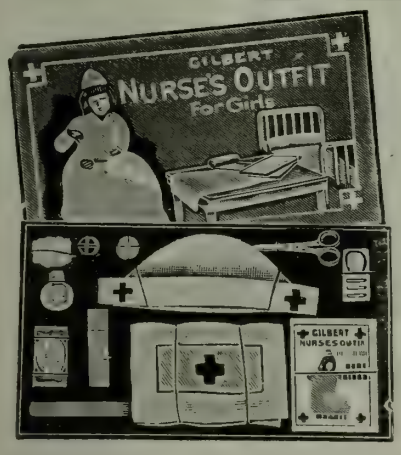
ERECTOR REG. U.S. PAT. OFF.

The Toy Like Strucutral Steel

be the toy for real boys. A display of Erectors this year will bring a sure stream of customers to your Toy Department.

Retail, $1.50 to $37.50





GIRLS TOO!

Here's the true motherly, merciful, war-plaything for girls — they can be Red Cross Nurses, make bandages, treat wounded dolls and feel the thrill of patriotism with

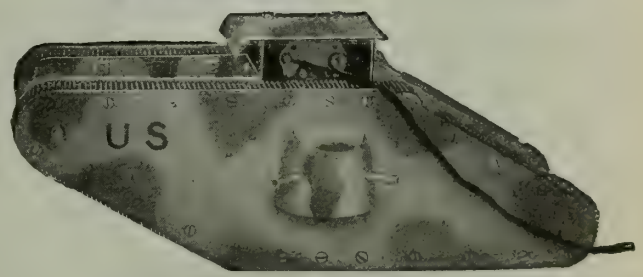
GILBERT

Nurse's Outfit

Contains all the details of a nurse's kit, true to life, and a "First Aid Primer," written in child's language. Little girls have been overjoyed with this handsome outfit—packed in most attractive cartons.

Retail, $3.75

GILBERT B-M Tank



The very latest addition to the Gilbert Toy line. This Tank is a genuine miniature model of the famous British Tank—it works in true tank style, climbing over ditches or any sort of obstacle. Will set your boy customers wild with delight. Equipped with electric motor caterpillar feet, gun houses, etc.

RETAIL $9.75

The A. C. Gilbert-Menzies Company, Limited

439 KING STREET WEST - - - TORONTO

Mfrs. Toys, Agents for Gilbert's Polar Cub Fans and Polar Cub Home Sewing Machine Motors, Vibrators, etc.

The toys illustrated on this page are just a few of the complete line of Gilbert Toys. Other fast sellers and profitable moneymakers are Gilbert Electrical Sets, Toy Motors, Phono-Set, Tele-Set, Chemistry Outfit, Mystic Magic, Mechanical Toys, etc.

They are all described in the Gilbert Catalog. Send for copy.

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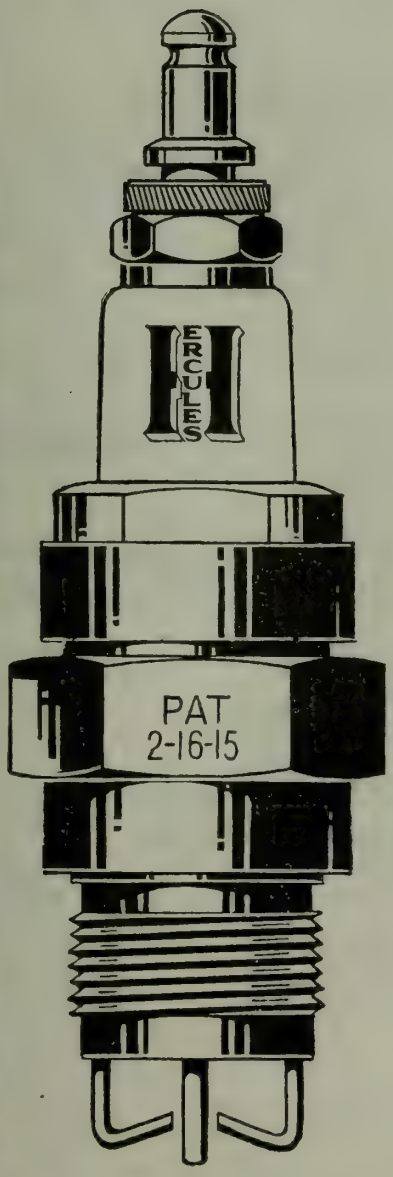
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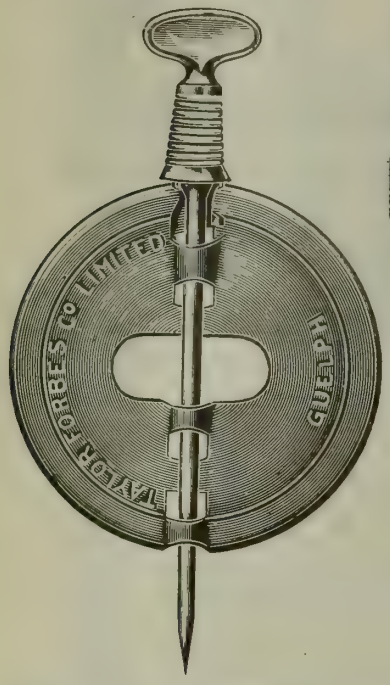
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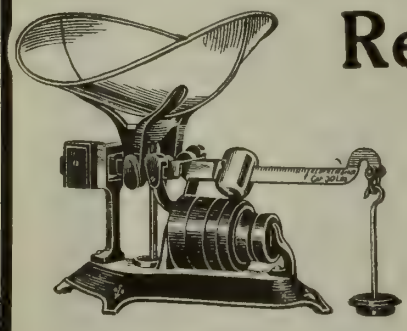
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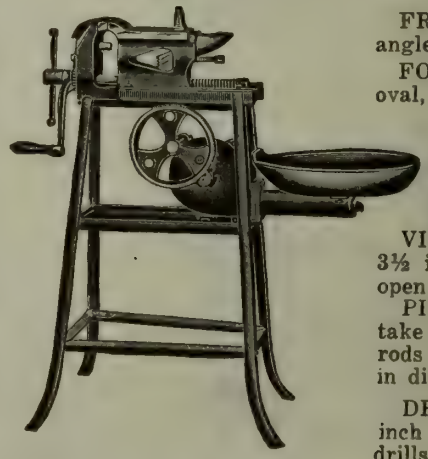
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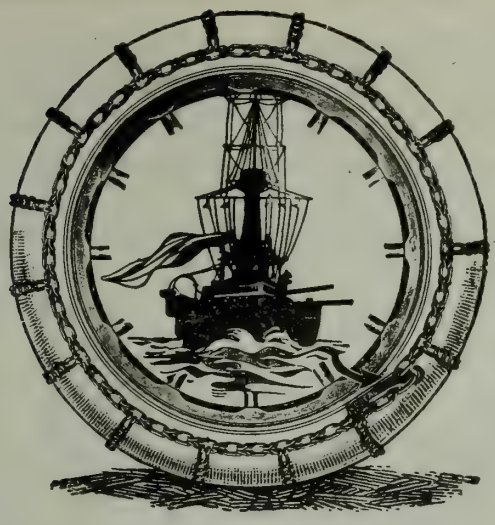
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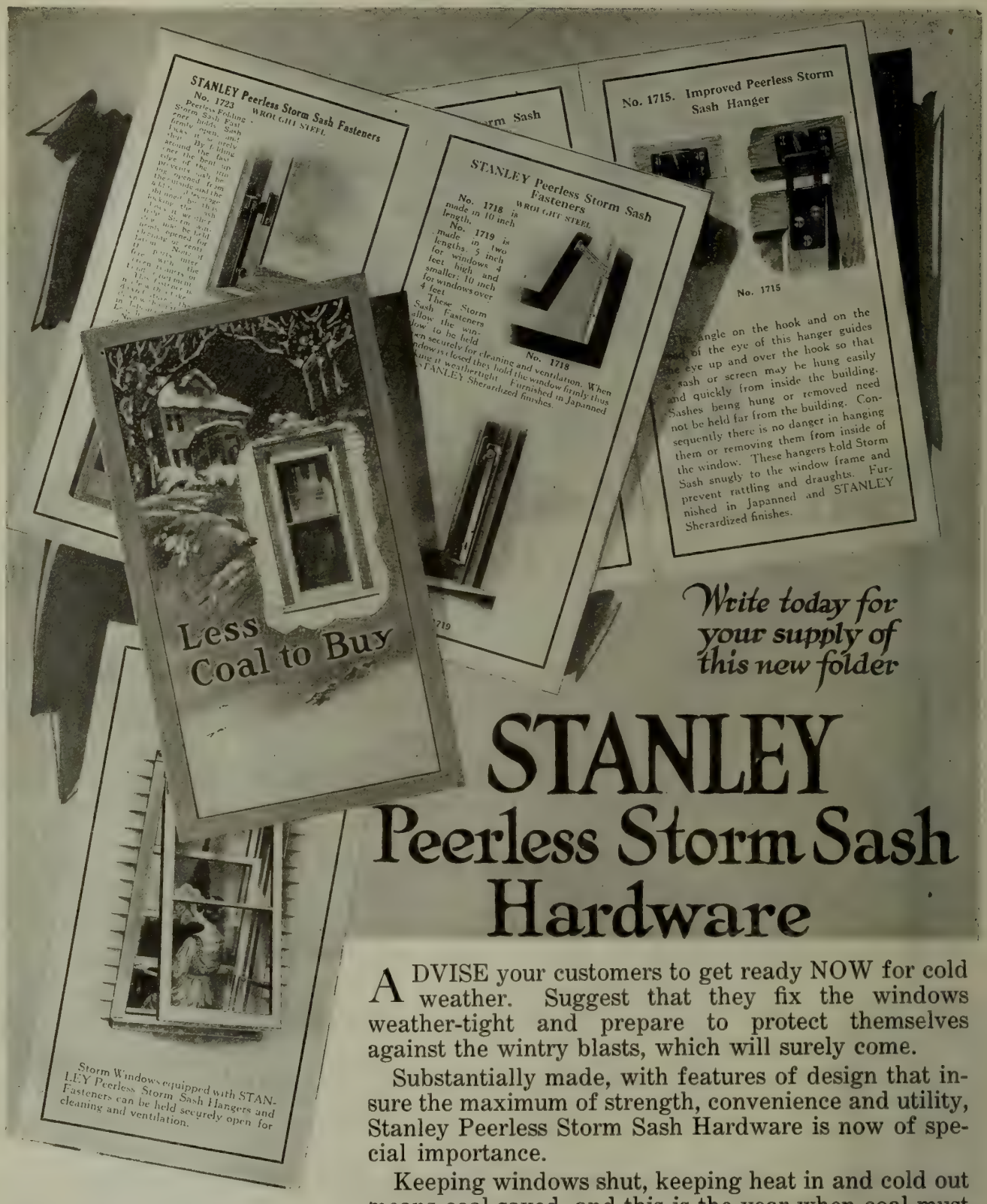
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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, SEPTEMBER 28, 1918 No. 39

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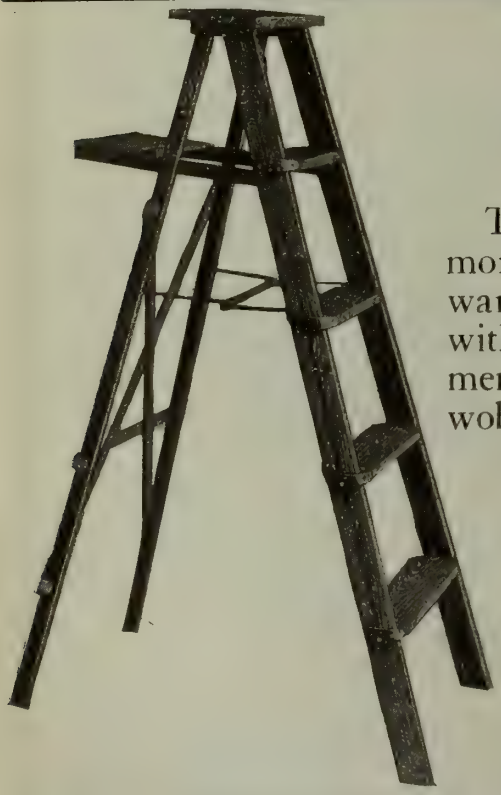
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This ladder has a steel galvanized top which is ten times more durable than the wood tops on other ladders. It never warps or cracks or breaks. The iron hinge is fastened to it with six rivets and is always held firmly and in perfect alignment. There are no rails to pull out and make the ladder wobly. No other ladder in America has the all-steel top.

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, SEPTEMBER 28, 1918 No. 39

War Work Basis Now for Getting Steel

Many Firms Not Engaged on Essential Work Cannot Obtain Supplies—More Changes Coming—Conservation of Labor and Shipping Space For War Purposes Big Factors in Determining Future of Many Industries

STEEL and iron continue the center of the keenest interest throughout the manufacturing and mercantile world. Important announcements regarding restrictions, allocations and prices have been coming so quickly lately that it seems certain that little steel will be available for anything but war work from now on. Many firms will probably have to cease their present operations altogether and go into war work or close. Conservation of labor and of shipping space are also big factors in the changes that are yet to come, and important announcements will be made shortly regarding essentials and non-essentials. It was stated to HARDWARE AND METAL that wire fencing and furniture may very shortly be classed as non-essentials, and that several other lines are now being considered.

Important developments have occurred across the line this week that will have far-reaching results in Canada. President Wilson has approved the recommendations of the War Industries Board on iron ore, pig iron, and iron and steel products, maintaining the maximum prices now prevailing for the three months ending December 31, with the following exceptions:

Prices Increased

Base prices of Lake Superior iron ore delivered to lower lake ports are increased 25 cents per gross ton on October 1, subject to the condition. These increased prices are based on the rail freight rates now in effect and on present lake rates, and in the event of any increase or decrease in either rail or lake rates, said prices shall be increased or decreased accordingly on all deliveries made during the continuance of such increased or decreased freight rates.

The base price on basic iron is increased to $33, f.o.b. furnace. The base price on No. 2 foundry is increased to $34 f.o.b. furnace. The price of standard Bessemer iron is fixed at $35.20, f.o.b. furnace.

Subject to Change

The above prices are subject to the following changes from previous practice as regards delivery: (a) Pig iron produced in the Virginia, Tennessee and Birmingham districts and the scattering districts south of the Ohio and Potomac Rivers, including furnaces at St Louis, Mo., but not including furnaces bordering on the Ohio River, shall be sold on an f.o.b. Birmingham, Ala., basis. (b) Pig iron produced in the eastern district, i.e., from all blast furnaces located east of the Allegheny Mountains and north of the Potomac River, shall be sold on an f.o.b. Pittsburgh basis. (c) Pig iron from all other producing districts or furnaces shall be sold f.o.b. furnace as heretofore.

Important Notice

The United States Steel Products Co. is sending the following to the Canadian trade:

"Under present rulings it has now developed that orders from our Canadian customers are not subject to automatic classifications given domestic orders by the priorities division of the United States War Industries Board.

"It will be necessary for you to secure a priority certificate to cover any orders you have placed with us where you have not already done so, and we suggest you give the matter immediate attention, advising us of action taken by you."

From now on it would appear that all Canadian firms wanting steel must have a priority certificate from Ottawa. If steel from across the line is sought they must have certificates from both Ottawa and Washington before their request will even be considered by American mills. Firms are automatically classified in regard to priorities according to the importance of war work they are doing.

Extreme Shortage

Reports from Montreal state that no relief has been given to the general steel situation and conditions are still marked by an extreme shortage in many lines. The scarcity of pig iron has virtually eliminated the commercial market and many foundries operating on this class of work have had great difficulty in meeting the trade requirements. In some cases business has been partly maintained by using larger quantities of scrap, but even here the available supply is not equal to the demand. The War Trade Board will only furnish the raw material to those working in the most essential war enterprise.

Plates are Scarce

This also applies to other lines of steel activity so that considerable tension is felt in general manufacturing establishments owing to the inability to obtain sufficient steel for repairs or replacements. The constant demand for light plates has caused a drain on the dealers and no 3-16 inch plates are available in Montreal. This is a size constantly asked for owing to its suitability for tank repairs and replacements. The importance of this phase of industrial requirement has apparently not been fully recognized by the War Trade Board and essential activities are in danger of suspending business, in part, for want of facilities to maintain maximum production.

May be Easier

A feature of present conditions is the satisfaction among Canadian shipbuilders over the regular shipments of plates from American mills and in most cases the yards here are nearing easy street respecting their requirements for present and early future activity. It is the opinion of dealers that the plate situation may shortly take on an easier tone, as a result of the present large production, a factor that will influence the market once the yards are supplied with ample material.

Orders for Wire

The situation across the line is shown in the following received by HARDWARE AND METAL from New York:

"The close relation between steel works' output in the United States and the steady pushing forward of American lines in France has been emphasized in the past week. Manufacturers of barbed wire were called to Washington to plan for quickly increasing output, after many weeks of restricted production. The entire capacity, which is 50,000 tons a month may soon be engaged. Besides American requirements a new call has home for 60,000 tons for Italy and 65,000 tons for Great Britain, and the latter amount may be increased to 90.000 tons.

(Continued on page 53)

BICYCLE MANUFACTURERS STANDARDIZING ALL LINES

CANADIAN bicycle manufacturers are planning many changes with a view of standardizing their output and conserving materials. A great deal of work along similar lines is being done also by makers of bicycle parts. One firm which formerly made sixty different styles of bicycle seats will in future only put two on the market. A general curtailment following more or less closely that ordered in the United States by the War Board is expected. The American War Board has ruled that men's bicycles are to be made hereafter only in twenty and twenty-two inch frames, and women's models only in twenty-inch frames, and the manufacture of racing and juvenile models, steel guards, tool boxes, metal stands and metal tanks is discontinued entirely.

MANY GLASS PLANTS MAY CLOSE SHORTLY

MANY American plants producing window glass will likely close next week, and a great reduction in the general output is expected from now on with the others. Conditions in the trade were discussed at the convention of the Western Glass Jobbers' Association in Chicago, and it was decided to fully accept the orders of the Government and of the United States War Industries Board.

An international aspect was given by the presence of men from the Canadian office of an English firm, and from a London concern. Among the well-known glass men in war work to attend was R. M. Torrence, a member of the War Industries Board and president of the Hyland Glass Co. of Washington, Pa. Mr. Torrence delivered a very interesting address.

The glass industry is now getting along with about a 50 per cent. reduction, due to curtailment in demand and the drafting of labor and supplies for war work in strictly war essential lines. The trade could exist, the convention developed, with a 35 or 40 per cent. production, and it was the sense of the meeting that a greater reduction on production, with a probable increase in costs, and naturally in selling prices, will obtain perhaps by Oct. 1.

One of the most interesting of the features on the program was the address of W. M. Neenan, of Cleveland, O., president of the National Window Glass Workers' Association, who predicted that many of the plants would likely have to be closed. The average age of the workers in the industry, he said, is 44, and, as glassmaking is a non-essential industry, the effect of the new draft will be to still further deplete the labor supply.

HIGHER PRICED AUTOS CANNOT BE IMPORTED

UNDER Canadian Customs memo. 2208-B, issued this week, the importation of automobiles adapted or adaptable for passenger use, valued at $1,200 and upwards f.o.b. place of manufacture is prohibited except under license approved by the War Trade Board.

This prohibition of importation also applies to the body and chassis for such automobiles when the value of the body or chassis, together with the usual parts required to complete the automobile, amounts to $1,200 or upwards f.o.b. place of export.

MERCHANTS PLAN TO STOP PETTY THIEVING

THE Merchants' Association of Montreal, which for some time has been trying to solve the problem of stopping various forms of thieving, car robbery, etc., is taking up with the Dominion authorities at Ottawa the work being done in the States. A Federal law which was passed there to meet similar conditions is working out most satisfactorily, and the Montreal merchants believe a similar plan might be tried here. In the States fines and imprisonment for car robbery and other merchandise thefts are very severe. The American plan makes it possible to convict from a centralized bureau at Washington, no matter in what part of the Union the thieving was done.

At the Montreal meeting Mr. Burke, manager of the Imperial Tobacco Company, stated that the co-operation of the civic, provincial and Federal police might be secured in dealing with the evil.

It was pointed out by the Grand Trunk Railway, through Mr. Arnold, that before the taking over of the railways in the United States, all the railway companies had extensive detective and legal departments. Convictions had been hard to secure, for sympathy seemed to lie with the party committing theft. Subsequently there had been an improvement, through the action of law making it illegal to steal freight when in movement through the State. The great drawback there had been that of an irksome law, which had made it well-night impossible to prosecute, excepting at heavy cost. Unless the case were a large one, it was not worth while to press a great many cases.

CANADA HAS IMMENSE SUPPLIES OF POWER

THE important place which Canada's huge water powers will play in the industrial future of this country is indicated in a report sent to Ottawa by the Water Power Commission of the Conjoint Board of Scientific Societies. The report urges the importance of making a systematic investigation of all water powers in the Empire by the British Government. The report states that Canada possesses at least 18,000,000 out of the 50,000,000 to 70,000,000 horse-power estimated to be the potential water power of the Empire. It recommends the formation of an Imperial Water Power Board or Imperial Conservation Commission to include a representative from each of the Dominions and dependencies. The board would act in an advisory capacity.

Canada, the report adds, is one of the few portions of the Empire where investigation of water power resources has been made.

IMPORT RESTRICTIONS ON MANY LINES REMOVED

AS a result of representations made to the Canadian War Trade Board by the Canadian Manufacturers' Association, the import restrictions on a number of articles needed by hardware firms and manufactured in Great Britain have been removed. The list includes burlap, cotton and manufactures of cotton, furs and manufactures thereof, glass and glassware, optical glasses, manufactures of grasses, textiles and vegetable fibre, jute, oilcloth and linoleums for floors, wool and manufactures of wool.

While this measure does not affect the restrictive measures against export in force in Great Britain, it is considered that the War Trade Board's action will induce Great Britain to release goods held in that country over and above war requirements. Manufacturers of textiles are likely to be among those most affected by the new regulations. Makers of both men's and women's wear will benefit by the order. Binder twine, straw braid for hats, and flax yarns are included under the heading of vegetable fibre manufactures. The total effect of the War Trade Board's action is likely to be a freer movement of commodities from Great Britain to Canada.

The restrictions were originally imposed partly to prevent shipment of commodities to the United States, the importation of which were prohibited by direct shipment from Great Britain. Under present conditions, importation of goods from the United States is regulated to the same extent as the movement of merchandise into and from Canada.

MAY RESTRICT COAL FOR MANY MANUFACTURERS

AN important ruling that will temporarily make or break manufacturers of cement, automobiles, enamelware, and window glass, will be given very shortly by the Fuel Controller. He conferred with representatives of the above industries for the purpose of discussing the question of restricting the coal supply. Steps in a similar direction have been taken by the United States Fuel Administrator.

It was represented by most of the firms affected that the climatic conditions in Canada were such that the measures of restriction under contemplation in the United States would result in a very great hardship, and in certain cases in destruction of property. It was also alleged that severe restrictions had already been imposed as a result of several years of war conditions in Canada, and to further restrict some of these industries at this time would be tantamount to destroying them.

At the close of the conference representatives of the various industries submitted written statements dealing with the whole question of fuel consumption, and the special conditions surrounding each industry. These representations are now receiving the careful consideration of the Fuel Controller, and after certain further information on the subject has been gathered and compiled, he will make his ruling as to the measure of restriction that will be imposed in each case.

CANADIAN RAILWAYS ARE CONSERVING FUEL

THE Fuel Controller this week went thoroughly into the question of coal conservation with representatives of the Canadian railways. After a detailed investigation he found that economies have already been brought into force which it is anticipated will result in saving approximately 50 per cent. of the amount by which Canada's bituminous coal supply for the current coal year has been reduced. It is expected that the restriction of industries of a less essential character will result in a further saving, which will render a sufficient tonnage of industrial coal available for necessary war industrial work.

BANKS ARE HELPING RETAILERS GET CASH

A NEW factor in the fight which many hardware firms and other retailers are making to put their business on a cash basis is the attitude the banks are taking. The support the banks are giving retailers in their efforts to eliminate long-standing "carry" accounts will go a long way toward solving the problem and bettering business conditions. The banks are realizing as never before just what many retailers have been up against, particularly those in the country districts who have had extensive dealings with farmers. In the face of the greatest prosperity in their history, many farmers continued to ask, not even ask but demand, that retailers who were being forced to buy on a cash basis, carry them for indefinite periods. Many of these farmers had big bank accounts, and simply would not pay up until they got good and ready, even though they were well able to do it. The farmers have been obtaining automobiles, gramophones, machinery of all kinds, paint and hardware goods, electric vacuum cleaners, and a host of other things, and not paying for them. Matters came to such a pass in many districts that the banks saw that something would have to be done. When they discussed the matter with hardware merchants and other retailers, they understood more than ever just how many farmers were imposing on merchants. Definite steps have been taken in many parts of the country now, it is stated, with a view of ending this kind of a nuisance for good, and in future the plan is to make the farmers and others pay up when they get the goods or go without. Financial men who are in a position to know stated to HARDWARE AND METAL that more and more the retail business of the Dominion will be placed on a cash basis, and they think it will not be long before matters will be as they should be, that is, that when any credit is necessary, the merchant shall have the "say so" and not be dictated to by the customers, and especially by the farmers.

Persistent Advertising a War Time Necessity

Chairman of Federal Trade Commission Points Out Danger in Policy of Discontinuance or Curtailment of Advertising—Good-will the Most Valuable Asset of a Business—To Relax Now is to Invite Bitter Competition Later

By HON. WILLIAM B. COLVER, Chairman, Federal Trade Commission

DISCONTINUANCE or even sharp curtailment of advertising because of temporary war conditions would seem to imperil the most valuable asset that any business has—namely, its good-will. No more faulty logic can be found than that which would impel a manufacturer to cease building for the future by means of advertising simply because the output of his factory is, for the time being, restricted; or because diversion of his facilities to war work has operated to withhold his goods from accustomed markets. In modern business there can be no sufficient-unto-the-day policy.

In advertising the business man has built up the intangible or spiritual side of his business, if such it may be designated, as distinct from the material side. It is the spiritual side, as represented by good-will, that is slower of growth and that is the more seriously jeopardized by neglect—neglect which could take no more disastrous form than an interruption to advertising.

For example, if I have the requisite capital I can build alongside the plant of the Columbia Graphaphone Company a factory equal in all respects to the Columbia manufactory. Assume that I can turn out an instrument comparable in every way to the Columbia product and in equal numbers. Yet I am not even a going concern. I cannot sell that instrument to the public in profitable quantities until I build up the good-will that the Columbia Company has acquired by years of advertising.

Good-will, in my estimation, is far more valuable than the physical property with which it is linked. The physical property is, in a measure, useless without the vitalizing spark of good-will. A soap company's plant might be completely destroyed by fire, and yet the havoc would not extend to the commercial identity represented by the name of their soap. Far from sustaining loss, the good-will inherent in the trade name would, if anything, be enhanced by reason of that trait of human nature which makes the public the more eager to obtain that which is denied to it or which is obtainable only with difficulty.

That at times such as the present there should be some hesitancy regarding advertising policy may be because it has never been scientifically determined what proportion of advertising expense is an operating charge and what proportion a capital charge. In my estimation, only a small part, if any, of advertising expenditure is properly chargeable as a current item of sales expense; but is, rather, when translated into terms of good-will, a permanent investment and hence a capital charge. Given this conviction, it must appear quite as short-sighted to discontinue advertising merely because the war has momentarily interrupted distribution as it would be deemed unwise of a manufacturer to junk a portion of his factory equipment because there had been interruption to its use.

The manufacturer who has converted his factory to war work and has therefore interrupted the production of his original line, does not tear down and discard his expensive machinery to save the insurance premiums or other similar expenses. It would be just as sensible for a manufacturer, whose commercial integrity is founded upon advertising, to abandon his advertising campaign in order to save the carrying charge on his greatest asset—good-will.

Many "Sales" Made Long in Advance

Not the least of the considerations, certainly, that argue for the continuance without interruption of the advertising of all concerns that will come back after the war, is that sales are in reality made long in advance of the actual transaction that we commonly refer to as the "sale." This will be especially true in the war period.

For example, I have no doubt that, even under the normal pre-war conditions, thousands of persons who did not possess a musical instrument were sold on, say, the Chickering piano. They might be without means for the time being to carry out their determination to own a Chickering, or there might be other deterring reasons—for instance, a family might be planning removal to a new home, and therefore disposed to postpone purchase. The underlying fact in each such case is, however, that the prospect had absolutely made up his or her mind to some day own a piano and had come to the conclusion that the piano when it is purchased will be a Chickering.

Such anticipatory sales may not be precisely on a plane with transactions where an initial payment has been made, but certainly they do have a real value, and are a part of the intangible assets of the business. For the maintenance of such an asset, however, it is essential that there be reiteration and reminders in the form of continuous advertising that keeps alive the interest and the conviction of the prospect once won. Otherwise a competitor, with repeated well-told selling talks, will effect the mental sale and hold it. It would appear that the opportunities for thus, in effect, making sales for future delivery must be especially favorable during the war, when the barrier to immediate consummation of the trade is likely to be found not in lack of purchase price, but in inability to obtain delivery of the goods.

Seemingly the prospect who is converted by advertising under such circumstances is likely to be especially firm in allegiance. I fancy I hear him saying: "I may not be able to get Wesson's Oil now, but when I can get it I am going to have it." The more rapid turnover of money that has come to a considerable portion of the population incident to the war period is bound to encourage the planning in the present for purchases that will be made in the future, when stocks of goods again become available. I imagine I can hear many a citizen reasoning somewhat in this wise: "I have always wanted that set of Dickens or that Pianola, but I put off making the purchase, and now I can't get them. However, you can bet that as soon as we get out of this war mess I am going to act without delay and before anything else occurs to interfere."

Persistent Advertising is Insurance

There is scant justification, it would seem, for the misgivings of the advertiser who is prone to allow his investment in good-will to go by default merely because he suspects that popular demand or the conditions of distribution may undergo some radical change after the war. If a business man is basing his expectations upon an unworthy product he might as well abandon it at once and for all. For the manufacturer, however, who has faith in his product there is every reason to have faith in the future and every incentive to take out insurance in the form of persistent advertising.

The form that this war-time advertising can take to best advantage is a question for the judgment of the experienced advertising men who are familiar with the business interests whose good-will is to be safeguarded. The copy may take the form of good-will advertising, so-called. It may be explanatory of the Government demand, which curtails civilian supply. Again, it might specifically aim at creation of after-the-war demand. If the responsibility were mine I believe that I would be tempted to try, in the present predicament, what might be termed tantalizing copy—messages that would provoke the Damn-the-Kaiser sentiment on the part of Americans temporarily deprived of articles on which they are, if anything, more solidly sold than ever before.

Dominating the minor considerations

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Current Events in Photograph

THE CRUSADERS OF TO-DAY

Over five centuries ago the words that are to-day in the mouths of everyone were commonplace on the lips of the mail-clad warriors for the Holy Sepulchre. The burning sands that they fought over, are being fought over once more; General Allenby's advance is over historic ground. The accompanying photo gives some idea of the nature of the natural difficulties that have to be met. A Lewis machine gun crew bringing their gun into action in the swirling sand of the plains of Palestine.



Ten Thousand Stove Styles Cut Out

Models Drastically Reduced by American Makers as Result of Government Order—Firms Are Advertising Strongly Now to Keep Names Before Public and Win After the War Business—Mail Order Houses Are Hit Hard by Ruling

ALL stove, range and furnace manufacturers across the line have been ordered by the government to reduce their lines by about 75 per cent. This means that approximately ten thousand styles of stoves will be abandoned at one sweep. There is no "ifs" or "whys" about it. A government order is a government order, and the American manufacturers are taking their medicine.

This means that all the big manufacturers have cut their lines from as many as 2,500 different numbers down to three or four hundred, or less—in one case down to twenty styles.

One big maker who has had 2,100 style numbers has cut his line 77 per cent., or from 2,100 to around 700, at one slash.

This maker now has about seventy-five basically different products, each with a few variations in the way of sizes, kinds of equipment, etc.

Nickelling Cut Out

The Government already has forbidden the use of nickel trimmings on gas stoves and ranges, which means that all the numbers which are different only in nickel trimmings have been dropped. The same order is expected soon with regard to coal stoves, heaters and ranges, which will mean a much further cut.

The porcelain enamel trimmings also are being ordered off—coal is being withheld from porcelain enamel makers as non-essential—which means that the fancy white doors, handles, tops, etc., are to go and with them each a considerable number of "differentnesses" which constitutes separate style numbers.

A well-posted stove man estimates that, taking all of the stove makers together, probably not less than 10,000 style numbers have been discontinued as a direct result of this Government order, in one mighty slash.

Were Hit Hard

Anyone who knows anything about the merchandising problems of the stove man will not need to stretch his imagination very far to hear a mighty sigh in stovedom—the war probably has done enough for the stove industry just by this partial solving of the stove merchandising problem to pay the stove industry all the war is going to cost it in loss of business, loss of sales organizations and in other big ways.

Imagine a stove manufacturer—or any other kind of manufacturer—even with a factory so large that its employees would support a good sized town, making 2,100 kinds of products! And some of the stove manufacturers have been worse afflicted than that!

Think of only 500 stoves of one kind in an order for a million!

Of course it isn't as bad as that, because some styles in each line have sold better than others, but it has been plentifully true that stove factories have been almost, contractors-to-the-trade, making stoves to order because there were so many styles it was hard to anticipate requirements much ahead of samples.

Hard For Salesman

Stove factories have had their troubles, as the above will suggest, but the biggest problem has been the merchandising problem.

The stove salesman has had to be a walking encyclopedia to know even his own line. He has had to be a living catalogue.

And the stove dealer, requiring a

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What Hardwaremen are Doing

Notes of Hardware Advertising Appearing Throughout Canada — Many Hardwaremen Show They Have Some Idea of the Seasonableness of Particular Lines —Boosting Fall Business

Andrews' Store News is the title of an attractive sheet which is sent out each month by the hardware firm of A. S. Andrews of Pangman, Saskatchewan, to their customers. The issue for September contains an attractive list of harvest supplies, threshers' supplies, stoneware and churns, barb wire, a description of a high oven range the firm is featuring, a price list of automobile tires for Ford cars, a well written statement that will appeal to women who want a washing machine, telling just how well the machine the firm is handling will do the work, its price, etc. "Sold on an absolute guarantee of satisfaction or money refunded" concludes the washing machine announcement.

Another section draws attention to the opening of the duck hunting season and lists a line of shells and shot and concludes with the appeal: "Let us supply you with what shells you will need this year."

Two other features planned to bring people from all over the district to the store are announcements that members of the Pangman Motor Club who call at the store will receive their membership certificates and an offer regarding the handling of some goods for the Grain Growers' Association.

Taken altogether the sheet is a live one, containing much of interest to all in the town and district and should prove a good business puller.

* * *

Ingram and Davey, of St. Thomas, Ont., have a quarter page ad. filled with six fairly good cuts of stoves, ranges and heaters which they are featuring for the retail trade. The ad. is headed "The Stove Season Is Now Here," and with each cut is reading matter which explains various features about the goods shown and information regarding the number of sizes carried in stock, their heating efficiency, etc. The ad. is in many ways one of the best that has appeared in the papers of the Dominion in connection with Fall stove selling.

* * *

Manager Dean of the auto accessories department of the Vokes Hardware Co., Ltd., Toronto, says: "Business has been excellent and is growing steadily. We can notice the difference in the demand for accessories since action was taken to limit the production of cars. There is a big demand for accessories of all kinds and indications are that it will increase. Car owners are "fixing up" the old machine and more of this will be done. We are basing our business on the principle of never offering to our customers lines which we have not tested. There are so many untried auto goods on the market that it is unwise to recommend them to buyers unless one knows they are all right. We never sell any accessories until they are thoroughly tried out and we know they are O. K. We believe this is real service to our customers and are finding that it works out splendidly."

* * *

The following letter is being sent out by George Stirrett & Son, of Toronto, to householders:

Dear Sir,—We want to draw your attention to a few of the Fall lines on which there will soon be a big demand, We feel sure that on account of the great coal shortage the wise householder will buy his Fall requirements earlier than usual this year and extend every effort to help save the coal. We carry a very large stock of household hardware, in fact over fifteen hundred lines, and our service we aim to keep up to the highest standard and our prices reasonable. Below we list a few of the goods which we think might interest you.

Hoping to receive our share of your valued patronage,
We remain, yours sincerely
GEORGE STIRRETT & SON.

Weather stripping, glass, both plain and fancy; putty, storm doors, water pipes and fittings, gas pipes and fittings, stove pipes and elbows, furnace pipes and elbows, special pipes made to order, coal oil heaters, gas heaters, coal oil, paints, oil and varnishes, etc.

* * *

"Fall is the Ideal Time to Paint Up" is the headline in display type of an ad. of the Ashdown Hardware Co. of Calgary. Below are given reasons why Fall painting is best and then follows an attractive list of paints, stains and roof coatings. Prices of all the goods are given and in a box at the bottom is the following: "Ask Our Paint Man About Any Problems in Painting. He will give you Expert Advice."

The ad. also includes a list of harvesting oils and greases and ends with a section devoted to gas heaters which the firm is featuring. Throughout the advertisement prices of everything mentioned are given in prominent type.

* * *

The Manitoba Hardware Co. of Virden, Manitoba, has one of the best arranged and best illustrated ads. of any of those which have appeared in connection with the duck shooting season. The top is taken up with a large cut showing a sportsman in his canoe with his gun ready to fire at a flock of approaching ducks.

"Prepare now for your Fall shooting by procuring your supply of ammunition at once," reads the ad. "Those who look after their shells early in the season will have the best results because the demand is greater than the supply. Do not put off ordering or you will have to take what you can get."

This is well displayed and below is a list of guns and shells and suggestions for what the hunter may require besides, shooting coats, gun implements, pocket knives, flashlights, etc. Many of these are illustrated by small cuts.

* * *

"Now is the Time to Fix That Leaky Roof," is the announcement, well displayed, which leads a list of roofing materials carried by Macnab Bros., hardware dealers of Orillia, Ont. Prices per square are given for all materials listed, so that the prospective customer can figure quickly just what it will cost him for the various kinds of roofing. This firm's ad. concludes with items of interest to housewives—preserving kettles, electric irons and bread mixers. No prices are quoted for any of these goods.

* * *

"It's the Little Things That Count," is the way in which the Cowan Hardware Co. of London, Ont., heads a long list of articles needed in every home. Many of the things are especially appropriate for the fall, others are articles of general use all the year round. The ad. is brightened up by ten small cuts and every article listed is priced. There are many real bargains in the list and the ad. is splendidly arranged with a view of drawing housewives to the store.

Will Express Rates be the Next to Join the March Upward?

WHILE no move has been made yet it is expected that the express companies doing business in Canada may shortly ask the Railway Board for power to increase their rates. Officials of the company stated to HARDWARE AND METAL that there has been no revision of the express tariffs for a long time, notwithstanding there has been general increases in salaries all along the line, and the firms are also facing greatly increased costs in operating expenses.

"Drivers who formerly were paid $40 to $50 a month," he said, "are now making $100. Express handlers, messengers and clerks have received salary increases from coast to coast. Our volume of business has been good, but it is costing us far more to handle it than formerly. The railways have increased their freight rates and the cartage companies also, but tariffs for express carriage and delivery are unchanged. It is not unlikely that a move for readjustment will be made soon."

This will probably be hastened by what is happening across the line.

Want $12,000,000

The $10,000,000 advance in express rates recently allowed by the Interstate Commerce Commission has been entirely absorbed by the American Railway Express Co. in making advances in the wages of its employees. The company in order to raise $12,000,000 additional revenue has suggested plans for increasing its rates. It recommends that the rates in zone 1, both intra and inter-zone, be increased three scales—that is to say, that the minimum rate of 55 cents be increased to 71 cents, and each rate above that increased accordingly, and further, that 10 cents per 100 pounds be added to the commodity rates. This will make an increase of first-class as a maximum of 16 cents, or 17 cents per 100 pounds, on second class 12 cents, and on commodities 10 cents, with proportionate increases on shipments of less than 100 pounds; that the rates, both intra and inter-zone in all other zones, be increased by advancing two scales and adding 10 cents per 100 pounds to commodity rates. This will result in a maximum increase on first class of 10 cents or 12 cents; second class, 8 cents; and commodities, 10 cents per 100 pounds, with a proportionate increase on shipments of less than 100 pounds. It is estimated that this will produce on zone 1 business $17,037,000; and on all other business $6,642,300, or a total of $23,679,000, of which the express company will get $11,780,303, the balance, $11,898,697 going to the Director-General in increased express privileges.

Meets October 8

The Interstate Commerce Commission will meet on October 8 at Washington to go thoroughly into the case.

At the present time the express business is being conducted at a deficit which will be largely increased by the advances in wages which must be made. This deficit is borne by the United States Railroad Administration.

Canadian Trade Affected by Ruling Which is Effective October 1

CANADIAN firms exporting to or through the United States will be affected by a new ruling of the United States War Trade Board, which goes into effect October 1 and governs the certification by American consular officers of invoices covering shipments. The changes are designed to obviate certain irregularities and misunderstandings which have occured in the past and also to facilitate the administration of the import restrictions.

After October 1 American consular officers will certify no invoice for any ocean shipment to be made on or after that date to the U.S. except upon request of official notification from the War Trade Board of the issuance of an import license and of the import license number.

Won't Take Numbers

American importers are being requested to note particularly that for the purpose of consulting invoices covering shipments made on or after October 1 consular officers are not permitted to accept import license numbers furnished them by shippers as they have done heretofore.

The number of any import license, together with all necessary information will at the request and cost of the applicant for the import license be cabled or mailed by the United States War Trade Board to the consular officer whose district is designated by the applicant.

Need New Forms

New forms of application for import licenses will be available shortly for American importers and will contain a blank to be filled out by the applicant for the purpose of indicating whether he desires official notification of the issuance of the import license and of the number by cable or by mail. All requests for such official notification made after the filing of the application should be, whether mailed or telegraphed, addressed as follows:

Bureau of Imports, War Trade Board,

Washington, D. C.

Such request should refer to the application or license number and should designate the appropriate consular officer.

For Ninety Days

American import licenses will continue to be issued valid for a period of 90 days, but, under the new regulations import licenses issued on or after October 1, 1918, will be valid if ocean shipments thereunder are made within 90 days from the date of such license. It will no longer be necessary, as in the case of licenses issued prior to October 1, 1918, that entry into the United States be made within the 90 days. This change will be of benefit to shippers and importers who, heretofore, in many cases, have found it difficult to prepare merchandise for shipment, arrange for freight space, and obtain entry into the United States within 90 days.

Licenses Outstanding

With respect to import licenses which are outstanding and unused on October 1, 1918, if the shipments covered by such licenses have not been consulated by that date and the ocean shipments thereunder will be made on or after October 1, 1918, it will be necessary that official instructions be cabled to the appropriate consular officer at once by the United States War Trade Board. That there may be no delay in such shipments the holders of such outstanding licenses should immediately notify the War Trade Board that they desire the appropriate American consular officers to be officially notified by the War Trade Board, either by cablegram or letter, of the issuance of such outstanding licenses and of their numbers.

The date of ocean shipment, for purposes of these regulations, will be the date of a through ocean bill of lading to the United States.

Must Keep Record

Inasmuch as consular officers will be governed, when consulating invoices, by the dates of the licenses and the dates of the through ocean bills of lading, importers are cautioned to keep accurate record of the expiration dates of licenses in order that they make certain that the through ocean bills of lading are issued to them within the 90-day period or, in the event that such through ocean bills of lading are not issued within such period, that they may apply in due time for extensions or new licenses, thus avoiding delays and possible loss. Applications for extensions of expired licenses and for reissuances may be filed and will be disposed of according to the circumstances of each case.

Partial Shipments

It will be possible, as heretofore, to make partial shipments against a license, providing such shipments are made during the life of the license. All such partial shipments will be governed by the same rules as those that govern complete shipments.

Invoices for shipments of commodities covered by general import licenses, known as "PBF" licenses, will continue

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TEN THOUSAND STOVE STYLES

(Continued from page 43)

train load for a set of samples, has seldom been a heavy buyer of any one number.

The advertising manager, because of the absolute impossibility of advertising 500 to 2,500 kinds of stoves with the human advertising appropriation, has relied mostly on listing in catalogues. Some of the companies have been making so many entirely different lines of stoves that if they covered each general line one single time each year they would have to run one different advertisement every day. If all companies advertised one of their lines only one time each year, the general magazines, for instance, would have to be a stove catalogue every month, or every week.

So with the exception of a few mail-order stove concerns, few of the manufacturers have even attempted to advertise more than the company name and trade-mark.

After The War

After the war is over, part of this problem will be solved, for the average large stove maker will be down to twenty-five or thirty different styles of stoves and ranges, possibly even including his gas and electric lines and his furnaces.

Each stove, of course, will always be made with some variations in sizes and possibly with some optional trimmings, but the war is going to standardize these features down to bed-rock and if excess variations get back into the market again it will be because stove men put them back, which they are far from likely to do.

Stove men, according to one of the Detroit executives, have long wanted to cut down their lines, but it was hard for any one of them to take the radical step alone.

Bring More Advertising

At least one of the big Detroit manufacturers has been seriously considering national advertising for his line, now that the number of styles have been whittled down to a size that may permit it being advertised efficiently.

The Government, however, according to a stove man who has just returned from a talk with Government officers, is frowning on any attempt to push stoves strongly at this time, and there is more than a possibility that those stove people who do not now "see" advertising would make a protest that might have some bearing on the amount of steel the stovemaker who advertises now would get, and the maximum is expected to be plenty-small. So this prospective advertiser, who sees big possibilities in advertising just himself, may not dare to take the step.

Asking For Steel

Stovemakers are asking for steel for 50 per cent of normal production, but they are not sure they are going to get any at all for stove production. Most of them are on Government work of various kinds. however, and the failure to get steel for stove production will not necessarily affect the ability of the factories to keep running, though several of them are now getting squeezed pretty hard.

Most of the stovemakers have great foundries, where Government work requiring iron or steel castings can be handled, but for the most part they are not equipped to handle munition work or other heavy work requiring lathes and similar heavy tools.

Some of them are equipped to handle the first processes in some of the shell work, and some can handle such work as ship shapes, or certain parts and trimmings or finishings used in shipbuilding.

Don't Expect Much

The Priorities Board has not classified the stove industry to determine its status in getting steel or iron for castings. But the position of the industry is not over bright, for the Government may, in the face of heavy steel needs for Government work, take the position that stoves in use and in stock may enable the public to squeeze through for the present without more new stoves.

The Government, of course, is using thousands of the big special army ranges in the camps in this country and in France, for it requires a lot of cooking to feed the millions of men of the immense American army. One stovemaker is looking forward to a Government order for 20,000 army special ranges to go to France.

Called Them In

The sales organizations of the stovemakers have been hit particularly hard. One manufacturer with 450 salesmen on the road, has called in all of the men.

An effort has been made to hold these great organizations together by providing places in the factory for those of the road men who are in deferred classes in the draft and who are willing to go into factory work. It is anticipated that the time these men spend in the factory, besides keeping them with the organization, will give them a more thorough knowledge of the manufacturing processes and possibly make them better salesmen when they go out again.

They also will be, during the work at the factory, in close touch with the executives and with the immense sample line carried at the factory, and will practically be "in school."

Mail Order Houses

If the mail-order houses make another cut of 75 per cent in compliance with the Government order, their lines will be trimmed down to almost specialty lines, for the cut they made—several months ago—was at least equivalent to the present cut by the balance of the industry. The cut they had made may perhaps have had some bearing on the Government's order, for it showed that instead of a hardship such a cut was something for the stove man to look forward to.



The cut made by those stove houses was brought about simply by advertising. It was found that by emphasizing the lines that it was desired to sell, by showing them large and in colors—usually by illustrating the background, as kitchen surroundings, etc.—the particular styles they desired to sell were the ones that everybody ordered.

Kalamazoo formerly made over 700 style numbers, but found that they really needed only to have a dozen or so styles, and each in only a few sizes and styles of trimmings—less than a hundred variations in all. The new order cuts out some of these variations in sizes and finishes—not affecting the remaining lines or general styles.

Influences Advertising

After the war ends, and possibly even before in the case of some of the big makers, advertising along the general lines of the Kalamazoo campaigns will be the rule. Instead of a stovemaker advertising his trade name only, the tendency almost certainly will be to advertise a particular line—as a Garland, or a Jewel, or a Peninsular, or a Buck, or a Kalamazoo—electric line, or a gas line, or a coal line; or perhaps a line of gas ranges, or of coal heaters, or of hot-water or steam heating systems,

In the past the different makers have each had so many kinds or different lines of stoves, even in the same classes, that to advertise any one meant to knock all of the others, for, as was pointed out in the Kalamazoo campaign, the particular stove or range featured was the one most certain to be ordered, and unless it happened to be the one the factory preferred to make the result was apt to be a clash between the office and the factory.

Making Big Change

Now, with the lines cut down and great emphasis put upon making what is easiest to make—because Uncle Sam says that will help to win the war—there is certain to be a great revolutionary change in stove merchandising as a whole.

An executive made a statement a few days ago, in speaking of what the war had done for industry, that in the automobile industry, for instance, the saving which will result from the standardizing and efficiency-increasing influence of the war will aggregate a sum greater than the total cost of the war in no excessive length of time. The same thing may also be said of the very great stove industry, the leading branches of which also are in Detroit, though perhaps the aggregate of the saving may not be so great.

Will Reduce Cost

The effect of the standardizing and efficiency-increasing will be to reduce the manufacturing cost of stove lines,

as well as the selling cost, and will leave the manufacturers a greater margin for advertising. Competition likely will be especially keen, and there may be some lowering of prices made possible by the savings effected, but it is more likely that prices will stay substantially as they were and part of the larger margin put into greater selling effort in this and foreign countries.

Stovemakers, of course, have also been watching the modernizing effect of mail-order advertising on the stove business, and with several stove concerns grown great in a few years by national advertising in the magazines and through immense distribution of catalogues, as well as mail advertising, there is pretty certain to be a general tendency to more keen competition on an advertising basis.

It is pretty certain that at least one of the big Detroit stove concerns will go into the magazines in an aggressive way after the war ends, if not before. And when one of the older concerns goes in the magazines in an aggressive way it is pretty certain that most of the others will follow. National advertising has not seemed practical to many of these makers in the past, but the main difficulty has been swept away by the necessities of war.

A rather surprising angle developed in the conversations of the stove men with the Government officials on the changes that have been made. The suggestion was made to one of the executives of one of the Detroit stovemakers that any use of advertising or of salesmen at this time in the stove industry would be unpatriotic.

The suggestion was based on the theory that any advertising of stoves would have a tendency to persuade people that their present stove wouldn't do, and thus to make them want to scrap their present stove and get a new one, when the old one might do them very well for the present.

The position was taken that the stove men should not push for orders and should not want more than come to them without solicitation of any kind at this time. This apparently will be all, or more, than the Priorities Board is willing to allow steel for at this time.

This angle of attitude may in some measure explain the predicament of the automobile industry—most of the automobile makers have continued to advertise to some extent in the face of the Government's desire to slow them up, but this advertisingn has not been undertaken primarily to sell machines now. Its purpose has been to retain the good will built up by previous advertising, just as in England automobile manufacturers continue to advertise, so that they will not have to rebuild the market after the war ends.

Stove manufacturers have the same opportunity for present advertising. If sales are reduced now, the time is coming when they will be greater than ever, and the companies that make their name and product known now will get in on the ground floor when they can go after sales once more.

HIGH COLORS SCARCE

Wall Paper Prices Advanced—Improvements in More Subdued Effects—Tapestries Strong for Spring.

WALL papers for the Spring that are now going out to the trade will show an advance of 25 to 35 per cent. over prices of last season. This is due partly to increased prices of paper, but mainly to labor advances and higher costs of colorings and other raw materials that form so large a part of the cost of manufacture. As before, the high colors, especially the reds and greens will be very scarce, as well as browns. These colors cannot yet be secured in Canada, the States, nor England, although marked progress in colorings has been shown in scores of other shades. Indeed most of the colorings for wall paper manufacture, according to one of the largest firms, now come from Canada. This line of manufacture has been greatly developed recently among the paint firms, and the results are reported as very satisfactory. The heavy colors it has seemed almost impossible to reproduce; this applies to textile colorings as well as those used in the making of wall paper for at base they are practically the same.

Canada Exports Wall Papers

The situation in regard to plain papers shows no difference. All of these of English manufacture are still shut off, in fact most of the mills there are working on munition orders so that home supplies are not looked after either. It would be difficult to start the making of the oatmeal and other ingrain papers in this country as special machinery of a costly nature is required. This applies also to tile papers, but apart from this aspect the Canadian makers are so busy that they have no heed to branch into new fields. HARDWARE AND METAL is informed that there has been a very gratifying development in export trade, especially in the past year or so, and prospects for the present season are very bright. All that prevents an enormous development is the lack of shipping, but the facilities from Vancouver at least have much improved. In one of the factories HARDWARE AND METAL was shown large shipments ready for South American centres, Brazil, Chili, etc. Much of this trade was held before the war by the Germans, so that the Canadians in getting into the field are helping in an economic war. It is hoped to hold a large portion of this when the war is over.

Trade with Australia and New Zealand has been good for several years, and had reached a respectable figure even before the war. This has increased very considerably since. In addition the West Indies is proving a good market, so also is South Africa. It is interesting to notice the labels on the outside of the bales that are being shipped to some of the countries of South America. On one there were three inscriptions as a warning:

USE NO HOOKS
NO USE CARBATOS
NO USE GANCHOS

One of these words was said to be Spanish for hooks, for the other the informant could not vouch, but it was genuine enough to be understood on the docks of South American countries.

As to Patterns

Tapestries will be strong for Spring, especially for halls.

Cut-out borders are in greater demand even than during the past season. They are favored for ceiling finishes as well.

The all-over flower patterns for bedrooms are shown very extensively. Some have an overprint treatment, producing a soft shadowy effect in some new and pretty designs.

One firm calls special attention to one of its new lines featuring a silky monotone design with brightly contrasting border in different tones. They add, "public taste has been improving for some time, and by well-directed efforts it is possible to sell the better grade papers to emphasize the attractiveness of them rather than making a special feature of low prices. In this way business can be placed on a higher level and made more profitable for the dealer."

Old tapestry hangings are reproduced on paper retaining the appearance of cloth.

Japanese leathers are quite distinctive in wall hangings. They range from burlap weaves to hand-tooled designs.

VINEGAR SUBSTITUTE FOR ACID IN PARIS GREEN

Since the supply of acetic acid, used in the manufacture of Paris green, was taken over some time ago for the manufacture of airplane "dope" to make airplane wings impervious to moisture, the Food Administration and the War Industries Board, according to the "American Paint Journal," have conferred on plans to find a substitute so that the quantities of Paris green needed for agricultural purposes need not be cut down.

Vinegar, which contains about 10 per cent. acetic acid, is now being supplied to manufacturers of Paris green, thus assuring at least a normal supply for the protection of crops. Arrangements have been made with the makers of yeast cake for supplies of this vinegar. Other substitutes for Paris green for agricultural uses, Department of Agriculture experts say, are lead arsenate and calcium arsenate.

EDITORIAL COMMENT

THE NEW VICTORY LOAN

FROM all sides in these days come news of triumph, everywhere the armies of Democracy are moving forward, and Victory seems just within their grasp. In these days of triumph we are however facing an insidious danger, the danger that we may come to think of the cause as won and relax the high tension that has made these things possible. Victory is within our grasp, but it is not yet ours and any half heartedness may snatch it away. No one knows just when the war will end, all that concerns us now is that it should be fought to a finish that it need never be fought again. Our present triumphs have been built up on a preponderating efficiency in men and materials achieved by generous self-sacrifice and fabulous expenditures. To ungenerously spare ourselves now, to curtail our expenditures, at a time when success means increasing demands, is to prove ourselves unworthy of victory.

In the days approaching Canada will be faced with another appeal for aid in financing this enormous burden of expenditure. Last autumn the Finance Minister asked a loan of $300,000,000, a sum unprecedented in Canadian history. The response of the Canadian people was a loan of $420,000,000. This year the call will be for a still larger amount, and there is no reason to believe that Canadians will not respond as generously as before. What better investment can a man make than an investment in his own ideals of justice and right and law, in his own land and his own people that those ideals and that land and that people may prosper?

TO CURB GERMAN TRADE

BEAUMONT ALEXANDER of New York, vice-president of the Allied Industries Corporation, has gone overseas and will make a tour of England and France to discuss with British and French manufacturers the feasibility of the enactment of a "country of origin" law in the Allied and neutral countries, as a part of a plan of curbing Germany's after-the-war policy of trade rebuilding.

The "Made in Germany" mark, which has meant so much to German trade in former years, will not be accepted in these countries after the war, Mr. Alexander said, and that country naturally will resort to subterfuges in order to place its products in the world's markets. It is the part of the Allied countries, and of the neutrals as well, to see that something is done to prevent any effort of German capitalists and manufacturers to produce and sell their goods under false labels.

This can only be accomplished by the adoption of what will become an international law, to the effect that all goods imported shall be stamped with the name of the country of origin. Simply as a method of holding Germany to her responsibilities and compelling her to reap some of the harvest she has sown, the proposition would stand upon solid ground. Japan has already followed Germany's example, and intends to standardize Japanese merchandise by general use of the phrase "Made in Japan." Were this policy to be followed by Great Britain, Canada, France and the others, the custom thus set up would become the determining factor in the development of future foreign trade, of fair dealing, and would put the entire trading world on an equal basis.

Details of the "country of origin" law should be worked out, and enforced by forming an international trade association, or an international commercial trade union which would be under the international governments' control, in which the financial backing of all manufacturers, importers, jobbers and merchants would be tabulated.

GREATER ECONOMY

THERE are many indications that thousands of people in Canada do not even yet understand the vital relation which personal economy bears to the nation's effort in the war. Many are willing to do anything except reduce their personal expenditures. They will give their sons, brothers and husbands to the battle line, but do not see that in order to support them there with the full man-power of the nation, labor must be saved and released from its ordinary pursuits. The limiting factor in our efforts is man-power. We must save labor, save coal, save power, save shop-room, save railway capacity, at every possible turn.

POWDER OF ADVERTISING

WHEN war was declared with Germany the United States had 350,000 bond owners. Now there are 17,000,000. There could scarcely be a more striking demonstration of the power of advertising. The application of advertising to the needs of Canada since the war, in the sale of Victory bonds

the Y.M.C.A., patriotic funds and other activities has unquestionably been of inestimable aid.

The increase from 350,000 to 17,000,000 bond buyers is suggestive of what happens when the retailer of a worthy product advertises it to the public. He multiplies the users of his goods by thousands. Advertising, properly used, takes the speculation out of production and delivery of goods, for through advertising, the manufacturer can control the market of his goods. If business is dull, he only needs to apply more steam (advertising), and sales go forward in their usual volume.

SCIENCE IN INDUSTRY

THE interest aroused by the British Scientific Products Exhibition in London, organized by the British Science Guild, is a healthy sign of the times. The assumption that Germany had the monopoly of original scientific work is a popular fallacy. Most modern industries originated with British science and invention, and Britain has been the pioneer in scientific and modern research. The advantages which Germany enjoyed are largely due to the fact that Britain has been deficient in the practical use of the results obtained and the application of her natural scientific genius to the solution of industrial problems. How few, for instance, are aware of what Sir H. Jackson, Professor of Chemistry in King's College, has done to provide the chemical glass and optical glass urgently needed when supplies from Germany and Austria were cut off. Working with a Committee of the Institute of Chemistry, Sir Herbert Jackson determined the composition of numerous glasses required and placed the formulae freely at the disposal of manufacturers. The result was a re-awakening of the glass industry in Britain, and a position has now been secured which is strong enough to enable manufacturers to meet all assaults upon it.

The magneto industry has established itself in a sound position and the German instrument has been displaced for good. Hard porcelain for electrical fittings and laboratory ware is now British-made, thanks to scientific work and industrial enterprise. Britain now produces all the tungsten required for special steel and metallic filament lamps, and can supply the world if necessary. She has made aluminum alloys superior to any of the German pre-war products, and like success has been attained in other directions.

GERMANY'S STEEL TRADE

IT is a curious reflection that two Englishmen helped Germany to make steel, and, therefore, to make war. In 1878, about seven years after Germany had obtained Alsace and the greater part of Lorraine, with their deposits of iron ore, Sidney Thomas and Percy Gilchrist invented the basic-Bessemer process. Up to that time phosphoric iron ores had been considered of small account, but then they became available for the production of steel. British ore had previously allowed England a natural advantage, which was to no small extent neutralized by the Thomas-Gilchrist discovery. How Germany's output of steel increased in the next forty years is almost as well known a story as the use she has made of it in the last four years.

The outbreak of war found England in a serious situation with regard to ferrous metallurgy. Essential materials were largely in German hands. Again disaster was averted by the co-operation of science and industry. One of the triumphs of these allies was with tungsten, a constituent of high-speed tool steel and of magnet steel. The raw material of tungsten existed within the Empire, but the manufacture was entirely a German industry. Germany took British raw material, worked it up into finished products, and sent them to England. The Sheffield tool-steel makers, quickly realizing their deficiency in tungsten, formed a company to supply their need. Science worked out a process, industrial enterprise helped, and the no-tungsten danger was overcome.

HOW TO KILL BUSINESS

SO far as can be judged Bolsheviki rule is nearing its end, and with its fall will disappear the great plan for the immediate establishment in Russia of a communistic millenium. As set forth in the innumerable decrees issued by Lenine and Trotsky, the scheme for the confiscation of all property and the carrying on of the country's industries for the sole benefit of the proletariat looked remarkably simple, but when it was sought to put it into practice it suited nobody except the robber-gang who call themselves the representatives of the Soldiers and Workmen. The Bolsheviki idea of conducting business was that no one should pay his debts and that all undertakings for producing wealth should be managed by the least-instructed classes, who were to compel the better-educated minority to do their bidding on pain of death.

AN UNNECESSARY STRIKE

THE prompt action of the British Government in settling the strike of locomotive drivers in Wales is gratifying in that it ends a situation that caused much anxiety owing to the vital importance of maintaining an ample supply of coal for the navy and for war work. Few classes of workers are better paid or better looked after than the locomotive engineers and that they really had little to strike about is shown not only by the attitude of the public toward the walkout but by the action of their secretary, Mr. Thomas. In tendering his resignation he declared that the men by their action had undone all his good work and shattered the prestige of their organization. Forty thousand men were out and their strike necessitated a large number of miners being idle.

EVENTS IN THE TRADE

Business Changes

Winnipeg.—C. Mulvery, hardware, is discontinuing business.

Palmer, Sask.—A. D. Bahdley & Son, hardware, sold to F. L. McRae.

Killaloe Station, Ont.—H. D. Moss, tinsmith, is succeeded by G. F. McCarthy.

Star City, Sask.—Hamlin & Rierderer, hardware, succeeded by D. K. McLeod.

Birnie, Man.—The hardware business of Wilson Ewen has been sold to John A. White.

Auburn, Ont.—James Johnston has taken over the hardware business of G. Denstedt.

Winnipeg.—The Manitoba Linseed Oil Co. Ltd. has sold out to the Dominion Linseed Oil Co.

Obituary

Ex-Alderman Edward W. Barton, for many years a brush and broom manufacturer, died at his home in Toronto on Monday. He was 73 years old.

The death occurred at Sault Ste. Marie, Ont., of Miss Sinclair, daughter of Manager Sinclair, of the Cochrane Hardware Co. Internment was made at Arnprior, Ont.

Fires

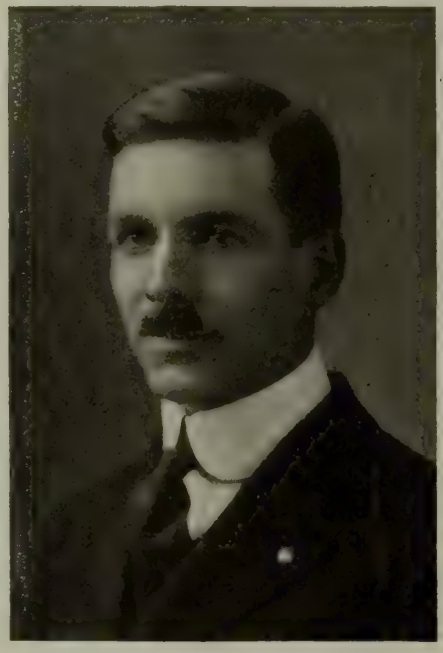
Fire, which started from spontaneous combustion in a big pile of coal in the cellar of Ingram and Davey's hardware store at St. Thomas, for a time threatened to cause heavy damage. It was spreading rapidly when noticed by an employee. Fast work by the fire department kept the flames from reaching the stock, and the damage will not be heavy. Forty tons of coal in the basement are now being removed to sheds outside to prevent any recurrence of fire from this source.

Fire which is supposed to have started from spontaneous combustion in the basement of W. H. Rumball & Company's hardware store at Victoria Harbor, Ont., completely destroyed the fine store, causing a loss of $30,000. Spreading both ways the flames did damage to adjoining premises that will amount to $20,000 more. Rumball & Co. had just put in a big stock of winter goods and not a dollar's worth was saved. Rumball & Co. showed real enterprise by immediately securing temporary premises in the New Era office and re-opening for business. Their loss is a heavy one as only $10.000 insurance was carried.

NEW CANADIAN INDUSTRY STARTED

Manufacturing Kasement Screen Doors In Canada

The manufacture of "Kasement" screen doors in Canada has been started at Burlington, Ontario. The manager of the Canadian plant, W. H. Cunningham, stated to HARDWARE AND METAL that a complete line of the company's goods would be made at the new plant. Previously all supplies came in from the United States. The establishment of a Canadian factory eliminates the necessity of further importations. The firm will operate under the name of the Kasement Skrene Dore Co., with factory at Burlington and head office 183 Church St, Toronto, Can.



W. H. CUNNINGHAM

manager of the new Canadian plant of the Kasement Skrene Dore Co. at Burlington, Ont.

Personals

Joseph Gearhart has joined the staff of the Malloy hardware at Nanton, Alberta.

A. MacFarlane, of A. MacFarlane & Co., of Montreal, was in Toronto for a couple of days this week.

J. W. Kennedy, hardware merchant, Georgetown, Ont., motored to Toronto during the week on a buying trip.

Allan Quantz, employed in Paterson's Hardware at Walkerton, Ont., was painfully hurt while operating the stove-pipe machine.

Dr. Kohr, formerly superintendent of Lowe Bros.' factory at Dayton, Ohio, has been promoted to the position of Assistant General Manager and Mr. Gilbert, formerly with the Trus-Con Co., of Detroit, has been made Superintendent.

W. C. Jackson, who has been Western Ontario representative of the firm of Brandram-Henderson, with headquarters at London, has been transferred to Hamilton and is now residing in the Oxford Apartments in that city.

Corporal Robert Quinton, of 46a Galley avenue, Toronto, is home on furlough after two years' service in France. He enlisted with an ambulance unit in 1914. Before that he was employed with the hardware firm of H. S. Howland Sons & Co., Toronto.

James Blue, who was recently honorably discharged from the navy at Halifax, has joined the staff of the Vokes Hardware Co., 40 Queen street E., Toronto. He was formerly connected with the retail hardware trade in Calgary and was also in the manufacturers' agency business there. His home is in Collingwood.

Montreal News

Montreal plans to make street traffic more safe. Representatives of the transportation companies operating within the city, automobile owners and others conferred with Director of Public Safety Tremblay and it was decided that a regulation affecting the carrying of display lights must be observed. All vehicles carrying merchandise which protruded from the rig three feet from the rear must carry lights at night, white in front and red in the rear. In the daytime a red flag must be shown. Subsequent discussion of the new regulations resulted in relief being granted to the heavier-loaded rigs.

Trade Notes

The Vlit Manufacturing Co., makers of polishes, waxes, etc., has been registered at Montreal.

The Good Products Manufacturing Co., of Montreal, manufacturers of auto accessories, has been registered.

Montreal.—Petition for winding up Hardware Limited, wholesale hardware, has been granted, and Frank E. Donovan named provisional liquidator.

The Denby Motor Truck Co. of Canada has purchased a site at Chatham, Ont., and will erect a new factory.

H. O. Boult of Hull, Quebec, is erecting a new store, and as soon as it is completed will engage in the hardware business.

The British American Oil Company plans to locate a big branch factory at Windsor, Ont., and a vote of the ratepayers will be taken on October 15 in connection with the project.

The Imperial Oil Co. lost 350 barrels of gasoline when the 70-ton schooner Belle of Burgeo went down with all hands on the Sambro Ledges when caught in a hurricane off the coast of Newfoundland.

The Willys Overland Co., of Toledo, has acquired control of the Moline Plow Co., tractor manufacturers, with plants at Moline, Chicago, Rock Island and Freeport, Ill.; Stoughton, Wis.; Minneapolis, Minn.; and Poughkeepsie, N.Y.

By an agreement drafted between the Finance Committee of the Calgary City Council and the Security Trust Co., liquidators for the Alberta Nail and Wire Co., the new purchaser of the company may use the plant for other lines of manufacturing.

The K. & S. Canadian Tire & Rubber Co., Ltd., capitalized at a million dollars, has been granted a provincial charter with power to manufacture autos, bicycles, and all kinds of lubricants, cements, etc., connected therewith. The head office will be in Toronto.

Porcelain Products, Ltd., a $40,000 company with head office in Toronto, has been granted a charter. The firm plans to manufacture hardware, tools, plumbing supplies and electrical goods. The head office will be in Toronto.

Bicycle News

The Dunlop Tire and Rubber Goods Company, Limited, of Toronto, has decided to hold its annual Dunlop Trophy bicycle team road handicap race on Saturday, October 19. The course will probably be over the Danforth road and the riders will cover about twenty miles.

C. R. Dixon, bicycle and accessory sales manager of Hyslop Brothers, Limited, Toronto, Canadian jobbers, has returned from a trip through the Province of Quebec. He was more than enthusiastic about prospects after he returned than when he started because the dealers showed every indication of prosperity and confidence in the future. Many reported only a slight falling off in bicycle sales since September and every time the automobile gets a rap from the Government there is a jump in bicycle sales.

J. Sturdy, of the Sturdy Hardware Company of Revelstoke, B.C., has had considerable success with his bicycle department during the year. He reports that sales of new bicycles were double the turnover of last year and there was also a very nice increase in the bicycle accessory business. He has an agency for the Columbia bicycle.

Marlatt and McKenzie of Kamloops, B.C., hardware dealers, have added the Columbia bicycle to their various hardware lines. N. S. Dalgleish of Kamloops, another hardware dealer, also reports that he has done well with the bicycle this year.

Lester and Thomson, Salmon Arm, B.C., are another hardware firm of British Columbia to stock bicycles. They have taken an agency for the Columbia bicycle and will run their bicycle department in conjunction with their garage.



Captain Stanley H. Brocklebank, son of D. Brocklebank of Arthur, died of wounds. He enlisted in the 71st Battalion, but later transferred to the 46th. He was 28 years old.

Pte. W. H. Turner, aged 31, of Elmwood, Ont., died from a gunshot wound in the chest. He was formerly employed in Reuber's hardware store at Elmwood. He went over with the 147th Battalion.

Pte. Harry G. Beetham of 552 Gladstone Avenue, Toronto, is in the hospital with a gunshot wound in the ankle. Prior to going overseas with the Beavers Battalion in 1917 he was employed with the Canadian Fairbanks-Morse Co.

Captain Lambert Carson, paymaster of the 195th Battalion, and formerly manager of the Massey Harris Company's branch at Edmonton, is in an English hospital with multiple wounds received in the recent fighting.

O. B. Henry, hardware, Drayton, Ont., has official word that his son, Gunner Alfred H. Henry, died in France from gunshot wounds received in the recent fighting. He was in his second year in Arts at Toronto University when he enlisted in the University Battery.

Company Sergeant-Major Lawrence D. Pridham, of Winnipeg, Man., has been officially reported killed in action. Before serving with the colors, he was a popular member of the Winnipeg bicycle trade. For some time he was in the accessory department of the Canada Cycle and Motor Company, Winnipeg.

Pte. James McGeary, son of Mr. and Mrs. James N. McGeary, of Strathroy, Ont., was killed in action in the recent fighting. Before enlisting he was employed in the hardware store of B. O. Parker & Co. at Strathroy.

WARNING TO SHIPPERS

United States Vice Consul Hansen cables from Bangkok, Siam, that exporters of motor cars and accessories should be warned against making shipments to Bangkok by way of Singapore without having previously obtained a transshipment permit from the Singapore Government.

METAL SPOONS

Recent Customs decisions and Departmental rulings contain the following:
File No. 95535.

Metal spoons declared to be dutiable not as cutlery but according to material.
File No. 68788.

Enamelled copper wire declared to be dutiable under tariff item 351.

Departmental Rulings

File No. 85702

Glass refills or receptacles, to be placed in Thermos bottles, dutiable under tariff item 326. This cancels ruling in Appraisers' Bulletin No. 327, page 35.
File No. 95626.

Radiators imported with tractor attachments and furnished only to supply sufficient cooling when the attachments are placed on an automobile, may be admitted without duty under the terms of the order-in-council contained in Memo. 2166B.

CATALOGUES and BOOKLETS

Catalogue No. 27 of automobile supplies issued by the Vokes Hardware Co., Limited, of 40 Queen street E., contains 64 pages of most useful information for all car owners. It is most attractively illustrated.

Wood, Alexander & James of Hamilton, Ont., have issued Catalogue No. 3 of automobile supplies. It is most attractively arranged and profusely illustrated. A most complete line of auto goods is listed in this catalogue which contains eighty pages.

The Northwestern Chemical Company, of Marietta, Ohio, have issued a 20-page booklet entitled "Care of the Cooling System." This booklet is illustrated, and gives the motorist many practical suggestions.

The Louis McLain Company of Winnipeg, manufacturers of the "Ideal" line of modern kitchen equipment, have just issued catalogue No. 7, profusely illustrating in a most attractive manner a large and most complete assortment of high grade aluminum goods. The features which mark "Ideal" goods, non-porous durable welds, strong, sturdy beads which make bending impossible, no burn raised bottoms, convenience, quality and service are emphasized. Many new lines which are practical and desirable and should prove fast sellers are shown. Special attention is called to the solid cast aluminum goods manufactured by the Louis McLain Company, kettles, coffee pots, etc. There are no rivets or solder in these and they have been tested and endorsed by the Tribune Institute. This catalog is well worth careful study by dealers.

THE CLERKS DEPARTMENT

WEALTHY MEN VERY GENEROUS, BUT SOME A LITTLE STINGY

Habit of Conserving Cash Occasionally Inclines to Close Otherwise Freely Disposed Fists—Munificence of Millionaires Often Concealed

THERE is a popular theory that the wealthy are stingy. Not always. When the characteristics of a number of the wealthiest men on the continent are looked into, charitable tendencies, even lavishly generous tendencies appear numerously. But the search has often to be very penetrating, for the power to give lavishly in money carries with it the power to conceal effectively the origin of the gift, and the list of munificent anonymous donations bestowed upon various needy objects of recent years would fill long columns.

Yet there are occasional instances of actual and self-recognized inability to give of the wealth that has been so strenuously toiled for. Long habit has warped the sinews of the coin-conserving hands until they have become unchangeably close-fisted.

None ever made a fortune who could not save the cents, however much the process may have gone against the grain of a naturally generous nature. In some cases the iron-willed repression of the desire to scatter money lavishly amongst those in need has come to dominate the character of the wealth-winner. In some cases there never was very much instinct to dissipate funds regardless of all return save in the evanescent coin of gratitude. These are the cases the public learns about and remembers, so that the sweeping generality as to the wealthy being root and branch niggardly also is still made, and cases are instanced to prove it. How few are those actual cases of marked meanness on the part of the very wealthy is found in an interesting sketch of the mean or generous impulses and achievements of America's financial magnates written by B. C. Forbes in the *Wall Street Journal*. One instance of wealthy "nearness" very evidently developed in its subject through the influences of the financial career is found in Russell Sage.

Russell Sage frankly confessed in his will that he was not temperamentally fitted to distribute his fortune or any part of it for philanthropic purposes, but added that his wife was more qualified for this task. "Uncle" Russell had developed the acquisitive quality to such an intense degree that no space was left in his make-up for any distributive ability. He left $66,356,718. Mrs. Sage immediately formed the Sage Foundation with an original endowment of $10,000,000. It has not, however, accomplished all that had been hoped. Also, I understand that the Sage fortune has shrunk very materially owing to less skilful handling of investments than, for example, Mrs. Harriman has been able to command.

Railway Kings Less Generous.

Curiously, our two foremost emperors of industry, Rockefeller and Carnegie, have earned even greater distinction by the giving than by the accumulating of their money, whereas neither of the two greatest railroad kings the country has ever known, James J. Hill and E. H. Harriman, gave lavishly in his lifetime or left even a fractional part of his fortune to philanthropy. Hill left everything to his wife and his nine children; Harriman left every penny to his wife.

At one time Hill planned to leave a large sum to be divided among the more worthy small colleges of the country, as he believed it was more democratic and more helpful to have a hundred vigorous, well-equipped colleges dotted throughout the country than to have half a dozen gigantic universities in metropolitan cities or exclusively in the East. What caused him to change his mind I do not know. Perhaps when he came to write his will he decided that the sooner the ordeal was got over with the better, and he accordingly took the easier method of simply willing everything to his family.

Americans Give More Than Known

Far more money, far more thought and far more time are given to philanthropic purposes by our captains of industry than is known or suspected by the public. I know this from my own investigation.

The late J. P. Morgan was one of the largest-hearted men America has ever produced. The public learned only of a few of the larger Morgan benefactions which could not well be concealed. His unannounced gifts to one hospital alone reached millions over a series of years; indeed, he was the mainstay of the whole institution and never begrudged responding to calls from it.

I have already told how Mr. Morgan saved one of his clerks who embezzled firm money. Let me relate another incident characteristic of the man:

Among the daily pile of begging letters addressed to the banker there came one from an inmate of Sailors' Snug Harbor on Staten Island, an old man who said he had known Mr. Morgan as a boy, and he wondered if Mr. Morgan would advance him $10 to add to what he had already saved up for the purchase of a certain type of wheel-chair which would enable him to get about the grounds in comfort. The busy banker gave orders to have the case investigated.

Morgan Always Ready to Help

On ascertaining that the old man had known him as a boy and that his other statements were true, Mr. Morgan personally wrote him a letter, recalled incidents of their boyhood days and enclosed enough money to keep the old man comfortable and happy for the rest of his life.

So ready, indeed, was Mr. Morgan to help all sorts and conditions that his secretarial force had to be most careful as to whom they allowed to approach him. Almost any person who could reach his ear with a tale of woe could "touch" him for money.

Frick as a Giver

Many years ago a man was walking along a street in Pittsburgh when an old-fashioned ambulance rambled past. "Is that the best Pittsburgh can afford?" he asked a companion. On learning that it was, he presented the city with a set of the finest ambulances money could buy.

That man was H. C. Frick. Mr. Frick is one of the half-dozen ablest, one of the half-dozen richest, and one of the most misjudged men in America. His attitude during the Homestead riots placed him in a false light, and though the facts subsequently revealed were creditable rather than discreditable to Frick, his reputation suffered permanently.

Mr. Frick's motive in building a very costly palace on Fifth Avenue and in spending millions on pictures and art objects for it is also not correctly understood by the public. The truth is that he planned these palatial buildings and is assiduously enriching them with priceless treasures solely with the idea of presenting them to the public. Also, he is to leave a sufficient sum to maintain them without entailing any cost to taxpayers.

His Will

Mr. Frick's will, I have reason to believe, will be very different from those left by many other men of abnormal wealth in that it will not pass the great bulk of his fortune to his son and daughter. Mr. Frick and Mr. Carnegie do not agree on most points, but they do agree that it is unwise for a multi-millionaire to leave every dollar to a son.

Mr. Frick is extremely reticent about his benefactions. Several years ago a Pittsburgh financial institution failed just before Christmas, when many hundreds of children and others were about to withdraw the Christmas Club funds which they had been depositing during the year. The failure struck sorrow into many a heart.

Then came the joyful tidings that every dollar of the Christmas fund would be paid out, the money having been provided from an unnamed source. When it leaked out later that Mr. Frick was the Santa Claus, he was not at all pleased—publicity spoiled the fun of having done it.

CANADIAN TRADE AFFECTED

(Continued from page 45)

to be certified by consular officers under the general license numbers, without official instructions governing each individual shipment except that shipments covered by general license PBF No. 1 require no certified invoices.

The Licenses

Among the general import licenses are included:

PBF No. 3.—Covering the importation into the United States from Canada and Newfoundland of all articles except those mentioned in the President's import proclamation of November 28, 1917, and except calcium carbide, olive oil, tapioca, sago, peanuts, rabbit skins, toys, manufactures of cotton not produced in Canada, tallow, cocoa beans, feathers, pumice and wheat products. Where commodities are restricted, this general license covers them only when shipped by other than ocean transportation and when they originate in Canada or Newfoundland or in a country from which they would be licensed for importation direct. Shipment from Newfoundland to Canada and thence overland or by lake to the United States is not considered ocean transportation.

PBF. No. 5.—Covering the importation of goods previously exported from the United States where the value thereof does not exceed $500.

PBF. No. 6—Covering the importation of personal baggage accompanying a passenger when containing only articles necessary for personal use on his journey.

PBF. No. 12—Covering the importation of all commodities of the origin and/or destination specified below which arrive at any port of the United States and or which are conveyed in transit through the territory of the United States either in bond or otherwise as follows:

(a) Commodities originating in Canada or Newfoundland and destined for any country in the world; or originating in Great Britain, France or Italy or any of their European or West Indian possessions and destined for Canada or Newfoundland.

(b) Commodities originating in Great Britain, France or Italy and destined for any West Indian colony, possession or protectorate of said countries, or originating in any of said West Indian colonies, possessions or protectorates and destined for Great Britain, France or Italy, except (e) below.

(c) Commodities originating in Canada or Mexico and destined for another point in the same country, passing through the United States except (e) below.

(d) Commodities of whatever origin or destination not now or hereafter placed on the restricted list except (e) below.

(e) Shipments under paragraphs (b), (c) and (d) are not to be included in the general license when such shipment would cross the United States from an Atlantic to a Pacific or Gulf port, or from a Pacific to an Atlantic or Gulf port, or from a Gulf port to an Atlantic or Pacific port.

PBF. No. 18.—Covering the importation when shipped from Yarmouth, Nova Scotia, to Boston, Mass., by vessel, approved by the War Trade Board, of all commodities the importation of which is permitted without individual license overland or by the Great Lakes from Canada.

PBF. No. 25.—Covering the importation of all commodities arriving at United States ports in bond in transit to Canada, provided the Canadian import license covering the shipments, or proper proof of the issuance of such license is presented to the collector of customs. (This supersedes PBF. No. 12 as to in bond transit shipments to Canada.)

PBF. No. 26.—Covering the importation of surplus stores and supplies, which the Bureau of Transportation of the War Trade Board may order removed from vessels in United States ports.

Notice to Ship Companies

The United States War Trade Board has notified all shipping companies and shipping agencies that vessels sailing from foreign ports on or after October 1, 1918, will not be permitted to unload any shipment of restricted commodities for importation into the United States, except coin, bullion, and currency, unless such shipment is covered by an invoice duly certified by the appropriate United States consular officer, or unless said shipment is covered by one of the "PBF" or general licenses; and that, if any shipping company shall bring to the United States any restricted commodity not so covered by such consular invoice, said company will be compelled to return said commodity to the port of origin at its own expense. Shipping companies will be protected, however, in accepting freight, provided they make certain that the invoice covering the commodity has been duly certified by the American consular officer.

Had No Licenses

This policy has been made necessary by the fact that, since the restrictions upon imports became effective, many shipments have arrived at United States ports, for the importation of which no licenses have been issued. These shipments have, in many instances, been unloaded, and have caused great congestion of the docks and warehouses.

It is expected that the precautions now taken will prevent this, and thus facilitate the handling of foreign trade, as well as the enforcement of the import restrictions adopted for the purpose of conserving tonnage.

WAR WORK BASIS FOR GETTING STEEL

(Continued from page 39)

"One Pittsburgh mill, on an urgent order for 80-lb. rails for France received Wednesday, rolled 20,000 tons before the end of the week. There is an entirely unprecedented volume of shell steel orders; sheets are wanted in large quantities for trench shelters and rolling kitchens, and in all ways the needs of the American army have been pressed upon the steel mills, until for one week the incessant call for ship plates has become an undertone.

"At Washington, while the cry still goes up for greater production, there is little encouragement to the pleas for higher prices, though some producers, both of pig iron and finished steel, are claiming that in the last quarter of the year their costs will be higher than present prices.

"Attempts to bring steel plants under the rulings of the National War Labor Board continue and the situation is tense, not so much from actual differences between the manufacturers and employees as from the efforts from without to raise issues that will bring government interference."

PERSISTENT ADVERTISING IN WAR TIME

(Continued from page 42)

of ways and means is the big idea that an advertiser is justified, in the face of suspended animation, commercially speaking, in doing everything within his power to sustain his commercial integrity and preserve his commercial identity. Let the corporation with such an asset use its surplus, employ its undivided profits, or even borrow money to protect, by means of consistent and insistent advertising, that invaluable intangible asset—good-will, which is the one thing that cannot be bought out of hand after the war.

They told me when I was a youngster that "even the Lord can't make a two-year-old calf in a minute." Big advertising spreads after the war will meet equally big spreads. Business will bid for public attention and interest on a bull market. The purpose will be to put a punch into the good-will that has gone flabby. The man who goes into that contest with a public attention and interest which he has never allowed to relax will go in with his good-will trained to the minute. He will win.

Keen Demand for Sheffield Steel

Writing from Sheffield, England, a correspondent of HARDWARE AND METAL says:

"A fair volume of overseas trade is being done in steel, tools, cutlery, and agricultural implements, especially with the colonies and dependencies and South America. France and Italy are taking a good deal of steel.

There is no particular tightness in commercial steel, though for certain war requirements the demand is very keen.

A little more basic iron is being called for, though most of the North Lincolnshire make is going in the direction of South Wales and to the north. A few Sheffield firms are using it at branch works outside the city. Derbyshire irons continue in short supply, and virtually only holders of "A" certificates can obtain delivery. What bar iron is made is very quickly absorbed. It is almost impossible to obtain "ordinary," makers producing little else than best and best-best, for which with treble best, they can ask extra rates upon the official maximum.

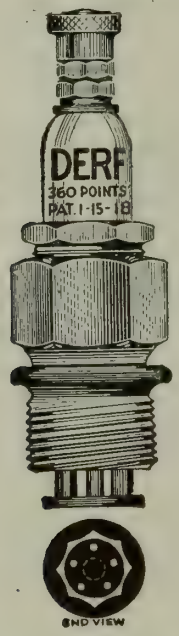
The coal supply situation has been made worse by the strike. Very few firms have anything worth mentioning on the ground, and most of them have no room for reserve stocks even if they could secure them. They are, therefore, working from hand to mouth. Even the reserve stocks at the gasworks are far below normal, and the railways are on short commons. Collieries are badly in arrears with deliveries."

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

DERF SPARK PLUGS

The Derf 360 points ignition spark plug, it is claimed, increases over the present maximum amount of power the revolution of the engine. It is claimed also that it embodies the most advanced ideas of design in connection with spark plug construction, gives more mileage



Derf Spark Plug

and is most satisfactory in every way. There is no porcelain to break, the core being composed of a compound known as "Lavaette," which, it is claimed, is practically indestructible. The spark plug is made by the Derf Mfg. Co., 90 West Broadway, New York.

COLLAPSIBLE TRAP

The Humane Collapsible Animal Trap is manufactured by the Veterans Manufacturing Co., 17-23 Main St., East Toronto. Every man connected with this organization has seen service in France



Collapsible Trap (Open)

and has been invalided back to Canada on account of wounds. The trap weighs only one and a half pounds and it is claimed can be carried in an overcoat pocket with ease. There are no springs animal trap on the continent. The claim to rust and break with the frost and it is claimed this is the only collapsible is made also that it is a surer catch

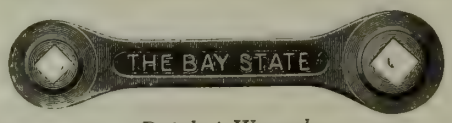


Trap Folded Up

than the spring trap and that it does away with the suffering a little animal endures in a spring trap. The trap can be set on top of the snow and it is claimed that it is impossible for it to freeze up. By using this trap it is claimed the fur is better and there is no waste caused from cuts in the hide or inflammation caused by bruises from steel jaws. Trappers, it is stated, can by using this trap supply fur farms with live animals without a blemish. The trap, it is claimed, is absolutely rust proof. There is, it is stated, no necessity of building a house for bait as this trap is a house if itself. It is also claimed that it is far easier to set than a spring trap.

RATCHET WRENCH

The Bay State carriage and tire bolt ratchet wrench is being manufactured in three sizes by the Bay State Pump Co. of 100 Purchase St., Boston. It is claimed by the makers that only the very best material procurable enters into the construction of this product and that their wrenches are practical, pow-



Ratchet Wrench

erful and real labor savers. No. 1 size has a six-inch handle and ⅜-inch and 15-32-inch square openings. No. 2 has ½-inch and ⅝-inch openings and a 7-inch handles and No. 3, which has an 8-inch handle, has openings 13-16-inch and 7-8-inch. Nos. 2 and 3 take hexagon as well as square nuts and bolts.

A WOODEN BICYCLE TIRE

Newspapers state that a bicycle dealer in the Province of Gelderland, in Holland, has invented a bicycle tire made of elm wood. It is said to have been tested satisfactorily on the clay and gravel roads of Holland. If successful the invention will be a great boon to Holland. Probably no other country uses relatively so many bicycles—nearly a million, or a bicycle to every seven or eight people. Rubber tires are now practically unobtainable.

"MOTH GO"

"Moth Go" which is being put on the market by the Moth Go Chemical Co., 507 East 10th St., Kansas City, is claimed to be an effective exterminator of moths. Its use, it is claimed, converts any clothes closet in which it is placed into a cedar chest. The bottle contains



Moth Go

a compound of cedar which feeds a cap. The cap being porous spreads the odor and it is claimed means death to every moth. It is stated that "Moth Go" does not in any way fill clothes with obnoxious odors.

STEP LADDER STOOLS

Step ladder stools manufactured by the Stratford Manufacturing Co. of Stratford, Ont., are made from hardwood, are twenty-five inches high and have an eleven-inch top. They are very light, open automatically and it is claimed are absolutely non-collapsible when in use. It is stated that they are one of



Step Ladder Stools

the most compact products of the kind on the market and that they are exceptionally strong and most useful in stores, offices, libraries, work shops and in the home. They come in varnish finish only.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

NEW prices have been announced on garden hose. These become immediately effective and apply on spring business as well. Present quotations represent a substantial advance over opening prices of last year.

Lawn goods have been revised to higher levels, a 15 per cent. increase being shown in new prices issued on hose nozzles, sprayers, sprinklers, hose clamps, hose menders and kindred lines. The question of delivery remains uncertain.

Saddlery hardware has also come in for a sharp advance, amounting to about 15 per cent. The lines affected include harness snaps, rope snaps, breast strap snaps, bridle bits, hame staples, hame clips, trace cockeyes and breast strap slides.

Wrought washers have been placed on a new selling list, and manufacturers intimate that orders placed should be specified by size of hole. The present basis provides for a stiff increase.

Heavy increases are also noted in new list prices issued on flashlights, batteries and bulbs. Chemicals, brass and tungsten are employed in the manufacture of these lines, and prices on these raw materials have reached figures which the manufacturers intimate leave them no alternative in the question of prices on the manufactured article. The scarcity of all materials and labor are also contributing factors which have combined to shove prices up from 25 per cent. to even 50 per cent. in some instances.

A further advance of 10 per cent. has been made in quotations on hand saws, compass saws, back saws and pruning saws, while buck saws are up as much as 20 per cent. Two lines of wrenches are also on the upward trend, showing an increase of about 10 per cent.

The tin market is somewhat easier, and declines of from 5 to 10c per pound are noted in some quarters. Trading is rather limited owing to uncertainty still prevailing re Government action. First advices intimated that the United States were to get two-thirds of the available supply. Now there are indications that the British Government may handle the entire product, appointing one importing firm as their agent. This would probably work out to best advantage as a more accurately gauged basis of the available supply could be secured and allocations made to essentials in the order of their importance. Solder is down 1c per pound in sympathy with lower prices of tin.

Other important changes during the week have been made, all providing for advanced prices. The lines affected include tin roofing caps, washboards, wheelbarrows, saw sets and roofing.

Business is good, fall lines moving forward freely. Jobbers intimate that there is a marked increase in difficulties surrounding securing of merchandise. The question of procuring goods for next spring is going to be a big factor in determining to what extent prices will advance. Manufacturers cannot give any assurance that shipment of orders booked now for spring delivery will be made.

MONTREAL MARKETS

MONTREAL, Sept. 26.—Several important changes are announced this week. The advances made apply to wrought iron washers, saddlery hardware, shoe and stove polishes, warehouse trucks, shot, plumbers' oakum, squares and flashlights. Orders for many of the staple lines of hardware are coming to hand even better than was looked for and the ability of the jobbers to fill these is taxed in many cases. The feature of the trade that jobbers seem pleased with is that of both city and country trade being on a more active basis than it was. All tendencies are of a firming nature, particularly as affecting steel products and cotton goods.

Wrought Washers On Advanced List

Montreal.

WASHERS.—A new list sent out by Canadian manufacturers shows a sharp advance for wrought washers. Elsewhere in panel will be found the latest price list.

Another Advance for Plumbers' Oakum

Montreal.

OAKUM.—A 50c advance per 100 pounds has been made for oakum. This applies to plumbers' grade, and makes a new high price basis. Quotations are shown in the current lists.

Cordage Steady Without Changes

Montreal.

CORDAGE AND ROPE.—Markets are steady but without change. The volume of business has increased and improvement in this respect shows advance over the same period last year. Some manufacturers are still of the opinion that a new price schedule will later be effected. Pure manila still sells on the basis of 39c per pound; British manila at 33c and sisal at 27½c.

Gasoline Scarce; Heavy Demand

Montreal.

OILS, GASOLINE.—There was little or no observance of the Sunday restriction on the use of gasoline, which had the tendency to increase the demand a little. This may have the effect of hastening the increase in price which has gone into effect in the United States. This should be offset by the laying up of cars for the winter. Motor gasoline is still holding at 34c, Royalite coal oil 19c, Palacine and Electroline 22c.

Saddlery Hardware Advanced 5 Per Cent.

Montreal.

SADDLERY HARDWARE. — All saddlery hardware takes a jump, and al-

ROUND WROUGHT WASHERS

Canadian Manufacturer's Standards
Cancelling list March, 1902
List of Sept. 23rd, 1918

In ordering specify only the size of hole wanted.

Round Plain
In boxes of 50 pounds

Size of Hole Inches	Outside Diameter Inches	Size of Bolt, Inches	Price per 100 lbs.	Average No. in 100 lbs.
3-16	7-16	⅛	$32.00	64,000
¼	9-16	3-16	28.00	39,400
5-16	¾	¼	24.40	15,000
⅜	⅞	5-16	22.80	11,250
7-16	1	⅜	21.00	6,800
½	1¼	7-16	19.60	4,300
9-16	1⅜	½	18.80	2,600
⅝	1½	9-16	18.60	2,250
11-16	1¾	⅝	18.40	1,300
¾	1¾	11-16	18.20	1,580
13-16	2	¾	18.20	1,010
⅞	2	13-16	18.20	1,110
15-16	2¼	⅞	18.00	860
1 1-16	2½	1	18.00	625
1⅛	2½	1 1-16	18.00	670
1¼	2¾	1⅛	18.00	520
1 5-16	2¾	1⅛	18.00	570
1⅜	3	1¼	18.40	400
1½	3¼	1⅜	18.40	300
1⅝	3½	1½	18.40	280
1¾	3¾	1⅝	19.00	240
1⅞	4	1¾	19.00	215
2	4¼	1⅞	19.00	190
2⅛	4½	2	19.00	175

Net Extras	Per 100 lbs.
26 to 49 pounds of a size	$1.00
25 pounds of a size or less	2.00

Package Allowances

If taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.
If taken in bags about 100 lbs., allowance 15c per 100 lbs.
For special Washers, prices will be quoted on application.

Galvanized Wrought Washers

Washers are galvanized by the hot process. Extra quoted on application.

though it is only five per cent. the trade in Montreal is of the opinion that the price will not remain at that long, and another raise can be looked for at any time. The new prices apply for present business only.

Shoe and Stove Polishes Advance

Montreal.

SHOE, STOVE POLISHES.—An increase in the price of shoe and stove polishes as affecting the Dalley line is made effective. This brings the regular line sold through the trade to $1.30 per dozen.

Warehouse Trucks Advanced 10 *Per Cent.*

Montreal.

WAREHOUSE TRUCKS.—Warehouse trucks show an increase in price, and the following revised list is about ten per cent. over previous prices. No 1½ $8 each; No. 2½ $10; No. 3½ $12.50; No. 4½ $14.50; No. 5½ $17.60; No. 1 $9.35; No. 2 $11.40; No. 3 $13.75; No. 4 $16; No. 5 $19.25 each. These prices are at once effective

Shot Prices Show Substantial Gain

Montreal.

SHOT.—A new price on lead shot is reported to-day, which is caused by the tightening up of the supplies, and it is now quoted at $18 per hundred, less 10 per cent. There is not a great deal of demand for this at present, although the season of greatest activity has arrived.

New High Prices For Iron Squares

Montreal.

IRON SQUARES.—New prices on iron squares on the following numbers are given out, recording an advance. No. 492 $6.60; No. 493 $7.20; No. 494 $9.25 per dozen. Other numbers have been revised, the changes being recorded in these markets recently.

Revised Prices on Flashlights

Toronto.

FLASHLIGHTS.—New prices are announced to the trade on both Franco and Eveready lines of flashlights. Some of the new quotations on flashlights follow: No. 6781, $1.90 each; 6782, $5.20; 6787, $2.20; 6788, $2.65; 6789, $3.15; 6791, $2.60; 6792, $2.30; 6794, $1.70; 6798, 1.75; 3506, 3507, 3508, $1.90 each; 3429, 3430, 3434, 3435, $1.80 each; 4755 and 4758 $2.50 each. These are list prices, from which usual dealers' discounts of 33 1-3 per cent. apply.

Wire Nails Steady; Good Movement

Montreal.

NAILS, WIRE.—The wire nail situation is steady and the undertone firm. Changes have been anticipated in some quarters but the basis of $5.35 per keg still obtains for standard wire nails and $5.60 for cut. Smooth wire is slow moving and the base price of $6.25 per 100 pounds is unchanged.

Sheet Steel Basis Will Likely Advance

Montreal.

SHEETS, PLATES.—It is more evident than ever that jobbers will ask more money for sheets as they become sold up on supplies. Being unable to replace their various gauges it will be impossible to do other than advance quotations. There has been some movement during the week and the range is unchanged.

BLACK SHEETS—	Per 100 lbs.			
10 gauge	$9 75	$9 75	$11 50	
12 gauge	9 50	9 65	11 00	
14 gauge	8 25	9 00	7 95	
16 gauge	8 40	9 15	8 00	
18-20 gauge	8 50	9 25	8 05	
22-24 gauge	8 75	9 60	8 10	
26 gauge	9 70	9 75	8 15	
28 gauge	....	9 90	8 25	

GALVANIZED SHEETS—				
10¾ oz.	$10 00	$10 50	$10 75	$12 00
28 gauge	10 20	10 25	10 40	11 65
26 gauge	9 90	10 00	10 10	11 35
22 and 24 gauge	....	9 75	9 90	11 15
20 gauge	....	9 60	9 70	11 05
18 gauge	....	9 45	9 70	10 95
16 gauge	....	9 35	9 55	10 85

NOTE.—These prices are for full bundles, an extra charge of 25c per 100 lbs. is made for broken lots.

Steel Bars Firm; Iron Moves Well

Montreal.

IRON AND STEEL.—Jobbers report good business and some difficulty in keeping their stocks complete. Steel has been very firm and the tendency has been to advance the special lines of these.

Common bar iron, per 100 lbs.	$4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 22

Firmer Lead Market May Advance Traps

Montreal.

LEAD AND ZINC PRODUCTS.—The continued difficulty of securing needed supplies of lead for manufacturing has resulted in a firmer undertone for manufactured lines. It is quite probable that a new basis may be arranged soon for lead traps and bends, waste pipe and other lines. Trading in some parts is fairly good.

Lead pipe, lb.	0 15
Lead waste pipe, lb.	0 16
Lead traps and bends	Net-list
Lead wool, lb.	0 14
Lead sheets, 2½ lb. s. ft., lb.	0 14½
Lead sheets, 3 to 3½ lbs. sq. ft., lb	0 14¼
Lead sheets, 4 to 9 lbs. sq. ft., lb.	0 13½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra.	
Solder (guaranteed)	0 55
Solder, strictly, lb.	0 51
Solder, commercial, lb.	0 46
Solder, wiping, lb.	0 46
Solder wire (8 gauge)— 40-60	0 57

45-55	....	0 62
Zinc sheets, casks	....	....
Do., broken lots	....	....

Scrap Metals Hold; Machy. Scrap Moving

Montreal.

OLD MATERIALS.—The Montreal dealers state that there is very little trading in scrap metals, and prices remain the same. There is some movement in heavy machinery scrap and the demand for this is sometimes in excess of supply. Shipments from the country are not large.

Dealers' Buying Prices:		
Tea lead	0 05	0 05¾
Heavy lead pipe	....	0 07½
Yellow brass	....	0 13½
Red brass	....	0 23½
Light brass	....	0 08
Scrap zinc	0 06½	0 06¾
Heavy copper	0 24	0 24½
Wrought iron, No. 1, per gr. ton	26 00	27 00
No. 1 machinery cast	38 00	40 00
Heavy melting steel	22 00	23 00
Pipe scrap	18 00	20 00
Stove plate, per ton	26 00	28 00
No. 2 busheling	13 00	14 00
Old rubbers, boots and shoes	....	0 07¼
Overshoes, lumbermen's rubber boots	....	0 05
Bicycle tires	0 04½	0 05
Automobile tires	0 04¾	0 05

Refined Copper Scarce; Lead Still High

Montreal.

INGOT METALS.—Dealers state that they are unable to procure a great deal of refined copper and that considerable remelted scrap has been offered to the trade lately.

There is no new interest in lead, the same being scarce and firm. Tin is a trifle easier.

COPPER.—The amount of copper used is rather large and it is scarce. Prices are steady and firm, the local market ruling at 28¾ to 30c per pound.

TIN.—A price basis for tin has not yet been reached, the Government gathering data still regarding distribution, etc. Prices here are still ruling at 97c to $1 per pound.

SPELTER.—There is a firm but unchanged situation here, prices remaining at 10½ to 10¾c per pound.

LEAD.—Supplies are limited and there is a reported shortage of requisite supplies here. Prices are firm but without change at 10 to 10¾c per lb.

ANTIMONY.—Trading operations are without much change here and quotations still hold on the basis of 15 to 16c lb.

ALUMINUM.—There has been little movement of aluminum here for some time. Sales usually are confined to small lots and prices range from 50 to 55c lb.

TORONTO MARKETS

TORONTO, Sept. 26.—Further important changes have been made in lines affecting the hardware trade during the week Saddlery hardware including snaps, bits, hame staples and clips, trace cockeyes, and breast strap slides have advanced about 15 per cent. New prices have been announced on garden hose for spring which show an advance over opening prices last year. A further advance of 10 per cent has also been made in hand saws, compass saws, back saws, and pruning saws, while buck saws are up about 20 per cent. Hay rakes, garden barrows, food choppers and washboards are other lines to undergo revision. New lists have been issued on flashlights and batteries which show very considerable gains.

Business is very good, but jobbers report increasing difficulty in securing shipments. The question of securing supplies for next spring is going to be a big factor in the extent that prices will advance. The trade feel that those merchants who can afford it, would be exercising good business judgment to take into stock now a fair proportion of the goods they will require for Spring. Their reason for this is that manufacturers cannot give any assurance that orders booked now for spring shipment will be delivered.

Hand, Compass and Buck Saws Higher

Toronto.

SAWS.—Higher prices have been named on the various lines of saws. These show a general increase of 10 per cent. The lines affected include hand saws, compass saws, back saws, pruning saws, and buck saws. Prices named on buck saws are up about 20 per cent. Quotations which are now being made to the trade on buck saws are as follows: Happy Medium, $11.45 per dozen; Happy Medium, lance tooth, $12.60; Maple Leaf, plain, $12.60; Maple Leaf, lance tooth, $13.55; New Century, $14.25; Prince Rupert, $15.30. Extra blades are also higher, the Happy Medium now being quoted at $6.45 per dozen, the Maple Leaf at $6.55 and the Prince Rupert at $9.35.

Maple Leaf saw sets at $5.50 per dozen have also followed the upward trend.

Harness Snaps, Bits, Kindred Lines Up

Toronto.

SADDLERY HARDWARE.—New prices on harness snaps, bridle bits, hame staples, hame clips, trace cockeyes and breast strap slides have been named. These show an advance approximating 15 per cent. on the entire line. New prices now being quoted to the trade are given as follows:

Champion Snaps—No. 149, ¾, ⅞ and 1 inch, $5.25 per gross; 1¼ inch, $9.00; 1½ inch, $10.00; 1¾ inch, $11.00. Buckeye Snaps—No. 444, by 1 inch, $6.35 per gross; 1¼ inch, $9.50; 1½ inch, $11.20; 1¾ inch, $12.95. Champion Round Eye—No. 300 by ½ inch, $5.00 per gross; ⅝ inch, $6.20; ¾ inch, $6.20; ⅞ inch, $8.55 and 1 inch, $9.40. Roller Breast Snaps—No. 150 by 1½ inch, $2.75 per dozen; 1¾ inch, $2.95 and 2 inch, $3.15. Bridle Bits—No. 37, $1.85 per dozen; No. 47, $2.00; No. 137, $2.00; No. 500S and 500J, $3.25; No. 865, $2.45; No. 866, $3.10 and No. 825, $6.55. Hame Staples—No. 960, 42c per dozen; Hame Clips, No. 982, 45c per dozen. Trace Cockeyes—1¼ inch, 78c per dozen; 1½ inch, 90c; 1¾ inch, $1.10 and 2 inch, $1.40. Breast Strap Slides—No. 10, $1.25 per dozen.

Wheelbarrows Higher; Roofing Caps Too

Toronto.

WHEEL BARROWS, ROOFING.—A higher level of prices has been reached on garden barrows, the large size now being quoted at $71.40 per dozen and the boys' small at $64.20. The navvy steel wheel-barrow is also higher, to-day's quotations reading $60.00 per dozen.

Tin roofing caps have also gone to higher levels, to-day's quotation of $9.75 per 100 pounds showing a stiff advance.

Wrenches Advance; Animal Traps

Toronto.

WRENCHES, TRAPS.—A further change has been made in double head engineers' wrenches and quotations to the trade are now being made at net list. Higher prices have also been named on socket wrench sets. The Ford Unique now selling at $3.10 per set, and the Standard Unique at $3.10 per set.

The Humane collapsible animal trap is now being sold by the jobbers, prices to the trade ruling at $13.90 per dozen, including two doors.

Spring Prices Out on Garden Hose

Toronto.

GARDEN HOSE.—Higher prices have been reached on garden hose and quotations being made to-day are immediately effective and also apply on orders for spring shipment. The present scale of quotations shows a fairly substantial advance over opening prices last year and range as follows:

Garden Hose, No. 300, 3 ply, ½ inch, $11.50 per 100 feet; ¾ inch, $15.50; No. 400, 4 ply, ½ inch, $13.50 per 100 feet; ¾ inch, $17.50; No. 500, 5 ply, ½ inch, $14.50 per 100 feet; ¾ inch, $19.50; No. 600, 6 ply, ½ inch, $16.50 per 100 feet; ¾ inch, $21.50.

Corrugated Hose—½ inch, $17.50 per 100 feet; ⅝ inch, $20.50; ¾ inch, $23.50, full rolls of 500 feet taking a special discount of 5 per cent. On the above, orders for five hundred feet or more take a special discount of 5 per cent. Orders shipped before May 31, 1919, which are fully specified before December 1, also take a special discount of 5 per cent.

Banner Sheeting Hose—½ inch, 3 ply, $11.50 per 100 feet and ½ inch by 4 ply, $13.00; ⅝ inch, 3 ply, $13.50 per 100 feet and 4 ply, $16.00; ¾ inch by 3 ply, $15.50 per 100 feet and 4 ply, $17.50.

15% Advance in Nozzles, Sprinklers, Etc.

Toronto.

LAWN GOODS.—Prices on the various lawn goods, including hose nozzles, sprayers, sprinklers, hose sprayers, hose menders and kindred lines show an advance for next year of 15 per cent. Advices are to the effect that manufacturers hold out no guarantee of delivery but every effort will be exerted to take care of the trade requirements.

Five Per Cent. Jump in Wash Boards

Toronto.

WASH BOARDS.—Higher prices have again been named on wash boards, quotations showing an advance of 5 per cent. over former figures. List prices on the various lines are given as follows: Pony, $2.25 per dozen; Improved Globe, $4.90; Neptune, $4.90; Standard Globe, $4.90; Original Globe, $5.40; Jubilee, $5.50; Newmarket King, $5.50; Western King (enamel), $7.00; Beaver (brass), $7.00. Selling prices to the trade are now list plus 5 per cent.

Wrought Washers Take New List

Toronto.

WROUGHT WASHERS. — Manufacturers have adopted a new standard selling list on round wrought washers which appears complete in panel on another page. It will be noted they state in ordering to specify only the size of hole wanted. Full details as to outside diameter, size of bolt and even the average number in 100 lbs. is given. The discount from lists shown is 33 1-3 per cent., subject to change without notice.

Hay Rakes Up For Next Season

Toronto.

HAY RAKES.—New net prices issued on hay rakes for next season's requirements are now available and these show an advance over opening prices named last year. Prices range as follows: Wire bow, straight, $5.95 per dozen; wire bow, bent, $6.35; wood bow, straight, $6.40; wood bow, bent, $6.85.

Batteries, Flashlights, Revised Upwards

Toronto.

DRY BATTERIES, FLASHLIGHTS.—New quotations to hand on dry batteries show an advance over former quotations, the No. 6 in barrel lots now selling at 36½c with the regular extras for small quantities.

A sharp revision is noticeable, too, in new list prices issued on flashlights. It is intimated these range up 25 per cent. and sometimes even 50 per cent. All materials are becoming increasingly hard to get and the labor question is such that manufacturers feel this advance is warranted. List prices shown herewith on some of the best selling numbers are subject to a discount of 33 1-3 per cent. Prices on the flashlights are given, complete with battery.

Eveready Daylos; list prices—No. 1650, $6.55 each complete; No. 1657, $1.90; No. 1901, $2.20; No. 2602, $1.90; No. 2604, $2.20; No. 2606, $2.20; No. 2612, $2.65; No. 2616, $2.65; No. 2619, $3.15; No. 2622, $1.75; No. 2624, $1.75; No. 2625, $1.75; No. 2626, $2.05; No. 2627, $1.70; No. 2628, $1.40; No. 2630, $2.20; No. 2631, $2.50; No. 2632, $3.15; No. 2633, $4.05; No. 2634, $3.45; No. 2637, $5.65; No. 2638, $4.90; No. 2653, $6.55; No. 2659, $5.30; No. 2675, $2.50 No. 2683, $1.90; No. 2684, $1.90; No. 4702, $9.40; No. 4703, $5.00; No. 4706, $3.75; No. 4707, $6.25; No. 4708, $6.25; No. 4709, $4.10; No. 4716, $2.00; No. 4718, $2.50; No. 4719, $3.20; No. 4720, $3.70; No. 6900, $1.40; No. 6901, $1.85; No. 6902, $1.90; No. 6903, $1.85; No. 6904, $1.85; No. 6909, $2.50; No. 6954, $1.90; No. 6961, $1.40; No. 6962, $1.75; No. 6970, $1.40; No. 6971, $1.40; No. 6972, $1.75; No. 6980, $2.20; No. 6981, $2.20; No. 6982, $2.50; No. 6990, $1.75; No. 6991, $1.75; No. 6992, $2.20.

Batteries, list prices—No. 700, 50c each; No. 703, 55c; No. 705, 75c; No. 706, 45c; No. 708, $1.20; No. 710, $1.40; No. 711, 80c; No. 715, $1.25; No. 734, 80c; No. 750, 50c; No. 751, 55c; No. 775, 80c; No. 790, 50c; No. 791, 50c; No. 792, 50c; No. 793, 55c.

"Franco" Flashlights, list prices—No. 6781, $1.90 each complete; No. 6782, $5.20; No. 6784, $2.20; No. 6786, $2.65; No. 6787, $2.20; No. 6788, $2.65; No. 6789, $3.15; No. 6791, $2.60; No. 6792, $2.30; No. 6794, $1.70; No. 6798, $1.75; No. 6761, $2.20; No. 6762, $4.90; No. 6764, $2.50; No. 6766, $3.15; No. 6767, $2.50; No. 6768, $3.45; Nos. 3506, 3507, 3508, $1.90; No. 3418, $1.10; No. 3423, $1.10; No. 3426, $1.45; Nos. 3430, 3434, 3435, $1.75; Nos. 4755, 4758, $2.50; No. 4709, $2.55; No. 4725, $1.30; No. 4730, $1.80; No. 4734, $2.20.

"Franco" Flashlight Batteries, list prices—No. 1008, 45c each; No. 1020, 55c; No. 1027, 75c; No. 1028, 50c; No. 1029, 50c; No. 1040, 50c; No. 1042, 50c.

Food Choppers Under Revision

Toronto.

FOOD CHOPPERS.—Food choppers have come in for a slight revision in price during the week, the Universal being the line affected. Quotations adopted on these now range as follows: No. 1, $23.40 per dozen; No. 2, $28.20; No. 3, $36.60.

Roofing to Go Higher; Sheathing

Toronto.

ROOFING, SHEATHING. — Higher prices are expected on some lines of ready roofing, dating from October 1. The change on R. S. Special one and two ply shows an increase of 25c per square, and on the three ply of 40c per square, making to-day's prices read as follows: 1 ply, $1.75 per square; 2 ply, $2.00; 3 ply, $2.40.

New figures have been issued on double coated asphalt sheathing paper also, which provide for an advance of 5c, making quotations now 70c per square. Manufacturers' difficulties are multiplying, as will be noted by a recent order in the United States prohibiting the export of asphalt except under license. This will probably result in a curtailment of amount available and most certainly slow up deliveries.

Stove Founders Take on War Work

Toronto.

STOVES, ENAMELWARE.— Reports from the United States are to the effect that stove founders are rapidly taking on war work, including several large contracts for semi-steel shells. Several of the large pipe shops are already casting such shells and other founders are rapidly converting their plants for similar work. It looks as though stove manufacturers here will have to undertake a much greater percentage of war work, too, if they are to maintain their organizations.

Enamelware shows no change for the week. Prices are firmly maintained and the future presents a more difficult aspect. Manufacturers are not booking future business at all as yet and prospects are that they will continue to sell for immediate delivery only.

Oil Sales Good; Gasoline Moving

Toronto.

OILS, GASOLINE.—Sales of coal oil have been maintained, in fact are on the increase weekly. The greater use of oil heaters is a factor along with the use of oil for lighting purposes. Prices are firm and unchanged at from 18 to 21c per gallon, according to grade. Gasolene is selling quite freely and the basis of prices shows no change at 33c per gallon.

Cordage Steady; Twines Unchanged

Toronto.

CORDAGE, TWINES.—Cordage of all kinds is steady and the situation contains no particularly interesting feature. Prices are ruling with a strong undertone on the following basis: Pure manila, 39c per pound; British manila, 33c; sisal, 27½c.

All lines of twines are very firm, the markets ruling with a very firm undertone.

Nails Hold at Unchanged Figures

Toronto.

NAILS, WIRE.—An unchanged basis for quoting is to be noted in nails, wire selling at $5.30 and the cut at $5.65 per 100 pounds. The market is very strong at these prices and the tendency is towards higher levels. Shipments are maintained at a very satisfactory point.

Quotations on smooth steel wire are also unchanged at $6.25 per 100 pounds base. The demand is small.

Iron and Steel Bars May Be Revised

Toronto.

IRON AND STEEL.—A slight change in pig iron is reported, but details as yet are not complete enough to say whether bars will be affected or not. The fact remains, however, that when pig iron records an advance, higher levels on bars are sure to follow. The market in the meantime is steady with supplies fairly good.

TORONTO—		Per 100 lbs.
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Signs of Improvement In Conditions

Toronto.

SHEETS, PLATES.—Toronto warehouses are far from well stocked in plates or sheets, but they are expecting that trade in plates will be easier. They have assurance that the Canadian allotment has been increased by almost fifty per cent. per week. This has been made possible by the cutting off of industries in the United States that could not come up to the classing that would put them down as essentials. The output of plate has also been increased by changing a large number of mills from rolling sheets. Steel is shipped to Canada at the rate of 1,500 tons per week. Of course that refers to material heavier than No. 11 gauge. There is a large amount of stuff coming in under that gauge, though, and there is a tendency to get consumers to use the lighter material.

Local dealers have received schedules showing just what the various ratings given by the Washington authorities mean. This is done so that jobbers and others can study the list and find out for themselves just where they stand in the line. The chances are that there would hardly be room in Washington for enough clerical help to figure out where all the varied interests stand on the preference and priority lists. As a matter of fact Ottawa shows a tendency now to weed out orders more strictly than was the case a few months ago.

The situation does seem easier in so far as the securing of material is concerned, but there is no possibility of the supply getting neck and neck with the demand and creating a surplus. There have been no price changes.

BLACK SHEETS—		Per 100 lbs.
10 gauge	....	$10 00
12 gauge	....	9 60
14 gauge	$7 95	8 40- 8 90
16 gauge	8 00	8 50- 8 55
18-20 gauge	8 05	8 30- 8 80
22-24 gauge	8 10	8 35- 8 85
26 gauge	8 15	8 40- 8 90
28 gauge	8 25	8 50- 9 00
3-16 inch plate	....	10 00
¼ inch boiler plate	....	10 00

Prices shown are for full cases. An extra charge of from 25c to $1 per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—		
10¾ oz.	....	11 00
U.S. 28	....	10 70
U.S. 26	....	10 40
22 and 24	....	10 25
18 and 20	....	10 10
16	....	9 95
14	....	9 85

Prices shown are for full cases. An extra charge of from 25c to $1 per 100 lbs. is made for less than case lots.

Firm Tone to Manf'd Sheet Metals

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—The marked scarcity of sheets for commercial lines is affecting manufacturers of sheet metals very seriously and a general revision in prices to higher levels may be found necessary. Supplies of sheets are very light and little improvement is looked for as far as commercial requirements are concerned. Business is coming along in fairly good volume and the outlook anything but bright.

TORONTO—	Per 100 Sq. Feet Gal'zed	Painted
Corrugated Sheets—		
No. 28 gauge	$ 9 00	$ 7 50
No. 26 gauge	10 00	8 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No. 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7½ per cent.

Wrot Pipe Firm; Boiler Tubes Same

Toronto.

WROUGHT PIPE, BOILER TUBES.—Quotations on wrought pipe are very firmly held at levels reached last week, new prices being shown in current market quotations. The question of supplies remains a difficult one and little improvement is looked for for some time to come.

Boiler tubes remain in about same position outlined last week. Replacement of stocks is very hard to secure and supplies on hand, though fair in some sizes, are totally inadequate in others.

Toronto—	Per 100 feet Cold drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Solder Down 1c; Lead Products

Toronto.

LEAD AND ZINC PRODUCTS.—Solder is down 1c per pound all around in some quarters. Tin is slightly lower this week, which is the contributing factor in this change. Prices now show the following range: Guaranteed, 57c to 59c per pound; strictly, 53c to 57c; commercial, 46c to 50c; wiping, 45c to 54c; wire, 55c to 70c.

Manufactured lead products are unchanged. The demand is comparatively light and stocks are fair. Pig lead is none too plentiful and a strong undertone to the market is noticeable. Range of quotations follows:

Lead pipe, lb.	....	0 15
Lead waste pipe, lb.	....	0 16
Lead traps and bends	....	Net list
Lead wool, lb.	0 15½	0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	....	0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.	0 12½	0 13
Cut sheets, ¾c. lb. extra and cut sheets to size, 1c. lb. extra.		
Solder, guaranteed, lb.	0 57	0 59
Solder, strictly, lb.	0 53	0 57
Solder, commercial, lb.	0 46	0 50
Solder, wiping, lb.	0 45	0 54
Solder, wire, lb.	0 55	0 70
Zinc sheets, per lb.	....	0 26

Scrap Materials Quiet; Prices Steady

Toronto.

OLD MATERIALS.—There does not seem to be a very large volume of business moving through the local yards. The dealers are very positive in their statements that there is a great deal of scrap metal in the yards of the steel mills and the foundries. "In some places they are fairly clogged with scrap, so much so that they are asking that deliveries to them shall be deferred for a few weeks," declared one dealer. And there are a good many foundries that have never had so much scrap under their shed roofs. I am not inclined to take very seriously the stories we hear about a shortage of material. There is nothing to indicate any such thing. Prices are not going down yet, but one thing is certain, and that is that they are not firm. As soon as a seller or buyer comes in here the first thing spoken of is a lower price for scrap. There is no saying where it may lead to."

No price changes are noted in the local market this week.

Dealers' Buying Prices—		
Tea lead	$0 05¼	....
Heavy lead pipe	....	0 08
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 22	0 23
Stove plate, per ton	....	25 00
Old cast iron, per ton	....	30 00
Overshoes, trimmed Arctics	....	0 06½
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Tin a Little Easier; Lead Firm

Toronto.

INGOT METALS.—Tin is easier and the trade generally awaits details of government control. Previous information was to the effect that two-thirds of world's supply was to come to United States and be distributed at regulated prices, now it appears that the British government has taken control and is operating through one importing firm as its agent. This action would probably work out to best advantage as available supplies could be determined more readily and allocations made according to importance of various industries. It would probably mean lower prices to the consumer as well. Lead is firmly held and spelter quiet.

COPPER.—Heavy demands continue to tax capacity of refineries but most essential needs are being taken care of. Locally the situation is without feature, prices holding firm at 30c to 32c per pound.

TIN.—The market is easier locally at $1 to $1.05 per pound, and some transactions at around 95c are reported. Supplies are fair and essential industries securing sufficient to keep operating.

SPELTER.—No change in prices has been made, the market being steadily held. The demand is comparatively light just at present with supplies ample. Price remains at 11c per pound.

LEAD.—Labor scarcity is affecting output of this metal and there is little obtainable. Prices are very firm, producers holding at level recently agreed upon. Locally quotations are being made at around 10½c to 11c per pound.

ALUMINUM.—There is no news or excitement in this market. Supplies are being absorbed in government work and quotations nominally hold at 50c per pound.

ANTIMONY.—A fair demand exists and the undertone to the market is steady, with price unchanged at 18c per pound.

PIG IRON.—Approval of recommendations of the War Industries Board on pig iron has been secured. The base price on basic iron is increased to $33 f.o.b. furnace. The base price on No. 2 foundry iron is increased to $34 f.o.b. furnace. The base price of standard Bessemer iron is fixed at $35.20 f.o.b. furnace, subject to changes from previous practices as regards delivery and covered in special article elsewhere in this issue.

LONDON MARKETS

LONDON, Sept. 26.—Higher prices have been named on rubber garden hose taking effect immediately and applying also to spring booking orders. Blacksmith vises, anti-rattlers and apple picker's baskets are other lines on which advances have been made during the week. A very heavy sale of oil heaters is reported and ash sifters are also going forward in good quantities. Prices on all lines are very firm and jobbers intimate that deliveries from the manufacturers are slowing up materially.

Business here is considered very good. Stoves, ranges, oil heaters, roofing, horse blankets, and all other Fall lines are selling freely.

10% Advance in Blacksmith Vises

London.

BLACKSMITH VISES.—A 10 per cent. advance has been made in blacksmith vises and this change is just representative of all lines in iron and steel which may be expected to show continued advances as raw materials grow scarcer and labor scarcer and higher. New prices on the Columbia lines are given as follows: No. 35, $14.75 each; No. 40, $15.50; No. 45, $16.25; and No. 50, $17.00.

Sales Oil Heaters Good; Ash Sifters

London.

OIL HEATERS, ASH SIFTERS.—A good sale of oil heaters continues to be manifest. The use of these seems to be on the increase and the recent advance in price has apparently had no effect in the demands from the trade. Prices on the Perfection No. 525 are $7.00 each, list; No. 530 nickel plated, $8.25 list; No. 630, blue enamel, $10.25 list. these prices being subject to a discount of 25 per cent. Wicks and carriers No. 500 for the above are quoted at $3.45 per dozen net.

Ash sifters are another line which are enjoying a very good sale. There has been no change in the prices, the Banner now selling at $3.45 each, and the No. 1 Rocker at $5.50 each, the common wood side sifter remains at $2.50 per dozen.

Higher Prices on Garden Hose

London.

GARDEN HOSE.—Higher prices have been named on rubber garden hose, which take effect immediately and apply on spring booking orders. This line has remained stationary for several months, but the present scale of prices shows a substantial increase over opening figures of last year. New prices to-day are given as follows:

Garden Hose—No. 33, 3 ply x ½ inch, 11½c ft.; ⅝ inch, 13½c ft.; ¾ inch, 15½c ft. No. 44, 4 ply x ½ inch, 13c ft.; ⅝ inch, 16c ft.; ¾ inch, 17½c ft. No. 55, 5 ply x ½ inch, 14½c ft.; ⅝ inch, 17½c ft.; ¾ inch, 19½c ft.

Corrugated—½ inch, 17½c; ⅝ inch, 20½c; ¾ inch, 23½c ft., these prices being subject to a discount of 5 per cent in full reels of 500 feet.

Stove Pipe, Elbows, Coal Hods Firm

London.

STOVE PIPES, ELBOWS, COAL HODS.—Dealers generally have taken into stock their booked orders of stove pipes, stove pipe elbows and coal hods. However, there is a fair amount of business for these lines developing and prices have held at unchanging levels. The made-up stove pipes, 6 inch, are quoted at $24.67 per hundred lengths. and the 7 inch at $26.07. Stove pipe elbows, light pattern, 6 inch, are selling at $2.30 per dozen, and the 7 inch at $2.50. Coal hods, open japan, 16 inch are quoted at $5.32 per dozen; 17 inch at $6.72; the open galvanized, 16 inch, at $8.25, and 17 inch, $9.75; the 17 inch funnel japan, $7.98, and 17 inch funnel, galvanized, $12.00 per dozen.

Anti-Rattlers Up: Picker's Baskets

London.

ANTI-RATTLERS, BASKETS. — A further change has been made in the Johnson anti-rattlers, No. 1 which represent a considerable advance over previous figures. To-day's price is $1.50 per dozen pairs for this line.

Apple picker's baskets have also gone to higher levels, the new price being $5.50 per dozen.

Wire Nails Firm; Lanterns Selling

London.

WIRE NAILS, LANTERNS.—A very good sale of wire nails is reported and prices are holding very firm. Wire nails are holding at a base price of $5.30 per 100 pounds and cut nails are selling at $5.60.

Lanterns are moving forward fairly well and no change in the price has been made, the long and short pattern globe both selling at $12.50 per dozen. Lantern globes both short and long pattern are also unchanged, selling at $1 per dozen in one dozen cases, 90 cents per dozen in three dozen cases, and 85 cents per dozen in six dozen cases.

Putty Moving; White Lead Steady

London.

PUTTY, WHITE LEAD IN OIL.—A very good sale of putty is reported and a very desirable feature is the fact that no further change in price has been made. New quotations named a couple of weeks ago are still in force, the standard putty in 100 lb. drums selling at $6.75 per 100 pounds and in 25 lb. drums at $7. Pure putty prices are $2 per 100 pound above quotations on standard. White lead in oil rules without any change. There is very little excitement in this market, and only a fair movement is in evidence. Quotations rule without change so the market is in a very firm position. The pure in ton lots is quoted at $17.80 per 100 pounds, and in less than tons, $18.15; pure Elephant in ton lots is quoted at $18.30, and in less than tons, $18.65.

Linseed Oil Holds; Turps Unchanged

London.

LINSEED OIL, TURPENTINE. — There has been no change made in linseed oil during the week, although the flax seed market shows some variation. Supplies of oil here are very fair and the trade as a whole is being taken care of quite satisfactorily. Turpentine is also ruling on an unchanged basis. Supplies are none too plentiful but requirements of the trade are being met. Quotations on both lines are given as follows: Linseed oil, 1 to 2 bbls, raw, $2.10 gal., boiled $2.13; 3 to 5 bbls, raw $2.09 gal., boiled $2.12; 6 to 9 bbls., raw $2.07 gal., boiled $2.10. Less bbls. add 10c gallon. Turpentine, 1 bbl. lots $1 per Imp. gal; 2 to 4 gal. lots 99c per Imp. gal.; 5 gal. lots $1.10 per Imp. gallon.

Sharp Advance in Flashlights and Batteries

London.

FLASHLIGHTS, BATTERIES—New list prices have become effective on Eveready Daylos and Franco flashlights and batteries. These provide for very substantial advances, the cases going up about 50 per cent. and the batteries a good 25 per cent. Increased cost of materials combined with their scarcity and the shortage of labor have proved factors influencing this move. The new list on the Daylo batteries which is subject to a trade discount of 33 1-3 per cent. follows: No. 700, 50c each; 750, 50c; 751, 55c; 703, 55c; 791, 50c; 790, 50c; 705, 75c; 792, 50c.

WINNIPEG MARKETS

WINNIPEG, September 26.—This week's price changes are again numerous and with two exceptions are all on the upward trend. Many of the staple lines are included among which are white lead, cotton rope, sash card, clothes lines, lamp wick, kraft wrapping paper, Columbia batteries, rod couplings, fusible plugs, Air-O-Lite lamps, putty and galvanized sheets. Half soles and solder are two lines which register declines.

Business for the week is reported to be brisk, as fall and winter lines are being shipped, such as stoves, stove boards, coal hods, etc.

Sash Cord, Cotton Rope, Etc., All Up

Winnipeg.

SASH CORD, COTTON ROPE, ETC.—As predicted in last week's issue of HARDWARE AND METAL, new prices have been announced on numerous lines of manufactured cotton goods. These include such lines as sash cord, cotton rope, lamp wick and clothes lines, all of which move up approximately 5 per cent. To-day's selling prices are as follows:

Cotton Rope—3-16 inch, 72c lb.; ¼ inch and larger, 71c lb.

Sash Cord, in Hanks or Coils—No. 6, 78c; No. 7, 77c; No. 8, 76c; No. 9, 76c; No. 10, 76c lb.

Clothes Lines—40 ft., $3.20; 48 ft., $3.85; 60 ft., $4.80 doz.

Lamp Wick, Flat—No. 0, 80c; No. A, $1.00; No. B, $1.50; No. D, $2.35 roll.

Rochester Lamp Wick—No. 1, 44c; No. 2, 62c; No. 3, $2.10 doz.

Flat Stove Wick—3 inch, 53c; 3½ inch, 62c; 4 inch, 73c; 4½ inch, 98c; 5 inch, $1.12 doz.

Rayo Lamp Wick—$1.40 doz.

Kraft Paper Up; Rod Couplings Too

Winnipeg.

KRAFT PAPER, ROD COUPLINGS.—New prices just received show a further advance in kraft wrapping paper. This moves up ¼c per pound, making to-day's selling price 11½c per pound.

Prices on pump rod couplings have shown a slight advance in price during the week, moving up from 38c to 40c pound, while reducing couplings are now quoted at .08½c each.

Decline Made in Half Soles

Winnipeg.

HALF SOLES.—During the week prices on half soles have shown a slight decline, this being due to a re-arrangement of sizes. New prices now in effect are given herewith on a few of the more familiar lines: No. 37½, $2.50; No. 122, $4.20; No. 123, $3.95; No. 126, $2.70 per dozen pairs.

Higher Levels on Dry Batteries

Winnipeg.

DRY BATTERIES.—Due to increased costs of chemicals and kindred products entering into the manufacture of dry batteries, prices have undergone a further revision and the Columbia line are now being quoted at the following prices:

Ignitor No. 6—	Less than 12..	$47.85	per 100
	Less than 50..	43.85	"
	Less than 125..	42.85	"
	Barrel lots	39.85	"
Ignitor No. 8—	Less than 12..	$119.00	per 100
	Less than 25..	106.40	"
	Less than 50..	103.40	"
	Barrel lots ...	98.40	"

Fusible Plugs Up 5 Per Cent.

Winnipeg.

FUSIBLE PLUGS.—Prices on fusible plugs, which have remained firm for the past few months, have undergone a further revision and move up approximately 5 per cent. This is said to be due to the high prices of brass entering into their manufacture. To-day's selling prices are given herewith:

Fusible Plugs, Standard—½ inch, 72c; ¾ inch, 90c; 1 inch, $1.20; 1¼ inch, $1.80; 1½ inch, $2.40 each.

Fusible Plugs, Extra Long—½ inch, $1.45; ¾ inch, $1.80; 1 inch, $2.40; 1¼ inch, $3.60; 1½ inch, $4.80 each.

Linseed Oil Firm; Turpentine Same

Winnipeg.

LINSEED OIL, TURPENTINE.—Linseed oil prices still hold firm on the local market at $2.20 gallon for raw and $2.23 gallon for boiled, while shipments are reported as normal.

No change is recorded during the week on turpentine. Prices are holding very firm as stocks are only fair, and transportation difficulties make it hard to secure replacement. To-day's prices are herewith confirmed: barrels, $1.10 gal.; ½ barrels, $1.13 gal.; 5 gal. lots, $1.15 gal.; 1 gal. lots, $1.15 gal., plus the usual extras for containers.

Galvanized Sheets Moving Higher

Winnipeg.

GALVANIZED SHEETS. — With stocks of galvanized sheets reported as very low and the difficulty of replenishing same due to embargoes, prices have been forced up from 10 to 50c per 100 pounds. Even higher prices would not come as any great surprise should present conditions continue. To-day's prices are given herewith:

Galvanized Sheets: Apollo or Premier—10¾ oz., $12; 28 ga., $11.50; 26 ga., $11.20; 24 ga., $11.05; 22 ga., $11.05; 20 ga., $10.90; 18 ga., $10.90; 16 ga., $10.75 per 100 pounds.

Gasoline Lamps Up Fifty Cents

Winnipeg.

GASOLINE LAMPS.—New prices have been established by the manufacturers of Air-O Lite gasoline lamps, due to the ever increasing costs of raw material and labor. New prices show an advance of 50c each over former quotations, making to-day's selling prices as follows: No. AQ 307, $8.50; No. A 307, $8.50; No. A 317, $9.50; No. A 318, $9.50; No. A 322, $8.00 each. Air-O Lite lanterns No. QL 327, $8.00 each.

Stiff Advance Made in Putty

Winnipeg.

PUTTY. — Prices on putty show a heavy advance during the week, moving up approximately 25 per cent. The demand is reported good and stocks sufficient for all requirements. To-day's prices are as follows: 100 lb. drums, $7.20 100 lbs.; 25 lb. drums, $7.80; 5 lb. tins, $9.20; 1½ lb. tins, 14½c each.

White Lead in Oil Up Fifteen Cents

Winnipeg.

WHITE LEAD IN OIL.—Market prices on white lead again show a slight upward trend, due to revision in freight tariffs. New prices just issued are 15c per 100 pounds over former quotations. To-day's selling prices are as follows:

Decorator's Pure—Ton lots, $18.40; less $18.75 per 100 pounds. Decorator's Special—Ton lots, $17.40; less $17.75 per 100 pounds.

Solder Goes Down Five Cents

Winnipeg.

SOLDER.—Due to the recent decline in the market price of tin, prices on solder have shown a drop during the week of 5c per pound. This is now quoted by the jobbers as follows. Standard half and half, full case, 64c per pound; less than case 65; strictly half and half, less than cases, 66c.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Sept. 26.—Military tactics certainly change rapidly. It is only a few weeks ago that a light demand for barb wire was noted, because the Allied forces were advancing. Now there is a tremendous demand for barb wire, and it does not mean that the forces expect to stop advancing. Apparently it is considered better to hold gained ground with wire than with men. Heavy orders for barb wire have been placed in the past few weeks, over 50,000 tons, and 150,000 tons or more is immediately on the boards. The size of individual orders, however, is not indicative, as the time element in delivery enters. It is more illuminating to note that the barb wire making capacity, running the usual single turn, is about 50,000 tons a month and the authorities are considering the making of arrangements whereby some of the barb wire departments will run a night turn

Continued on page 66.

WEEKLY PAINT MARKETS

Service Will Boost Your Paint Sales

No Section of Hardware Store Offers Better Opportunities For Making Satisfied Customers—Know All About Your Goods and Help Buyers Make Selection That Will Give Them First-class Results

NO department in the hardware store offers more opportunities for real service to the customer than the paint section. Working on this basis and seeing to it that every one connected with the selling of paint is imbued with the same idea many a hardware retailer all over Canada has watched with pride his paint department steadily expand. Service is the corner stone on which most successful businesses are built. People now, perhaps as never before, want to do business with store keepers who can put them in touch with what they want quickly and can talk intelligently about the goods they handle. Retailers have realized this and in many of the most successful stores in the Dominion instruction is given regularly with a view of helping all clerks to attain maximum efficiency in selling.

ONE DEALER'S OBJECTIVE

"I want to sell satisfaction as well as paint" said one of the most successful paint dealers in Ontario to HARDWARE AND METAL. "When a farmer drives in twenty miles to talk over what kind of paint he had better buy for the work he is planning we do more than hand him a color card and ask him to pick out what color he likes. Paint that will make a good job for him on interior floor work would not give him satisfaction if he put it on the porch. The farmer does not know this so we take pains to find out just what he is planning to do and then explain to him why certain paints we suggest will give him the best results and make a better job all round. We give him a little talk about the good results that follow a little sand papering and make sure that he gets the right brushes. Times have changed and we find that our customers appreciate our efforts to help them. They tell one another and when they produce a real bang up job after following our instructions they not only want to do more painting but they bring in other customers to whom we can render the same service."

KNOW YOUR BUSINESS

It will pay you well, Mr. Dealer, to know all about what each kind of paint you handle will do. Unless you do this you are not giving the paint, the paint manufacturer, your own paint department or your customers a fair deal. You are inviting trouble by either neglecting to tell some prospective and puzzled buyer who is looking for just the right thing that you have the very article that will give him the best results or else by handing out a paint that is not intended for the work for which you are selling it and will not produce satisfactory results. There is no surer way to kill business than to hand out goods that will produce indifferent or unsatisfactory finishes, especially in the paint trade. On the other hand there is no surer way of laying the foundation for a permanent and steadily expanding trade than to have your customers know that they can depend absolutely upon getting the results you tell them they will get.

BOOST THE BUSINESS

When Mrs. Jones drops in for some house paint, don't neglect the very excellent chance you have of talking up any lines you have which she can use to advantage for other work in the house. Show her what she can do in a few minutes, by herself too, and without any hard work with a little can of paint that is suitable for touching up that old chair she was planning to discard. Ask her if she has a floor that is showing signs of wear and show her what she can do with a little of the floor paint you handle. Ten chances to one she will not only buy but she will complete a job that will be a source of the greatest satisfaction to her, save her money and encourage her to go on doing more work around the house.

Be prepared to give real service in your business and the effects on your business reputation, standing with your customers and on your profits too, will be a little more than gratifying.



Moore's *Will* Stand the Test—

Moore's paints, varnishes and house colors are made to stand the severe test of thirty below or one hundred and three above the zero point.

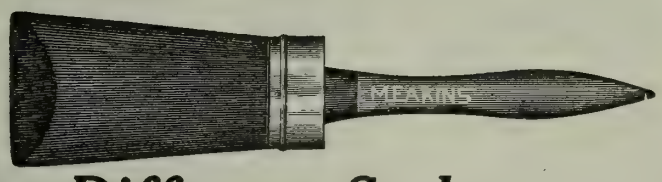
You can recommend Moore's paints, varnishes and the famous Muresco and feel sure that you are making a good friend of your customer.

One hundred per cent. efficient under every condition common to Canada.



Benjamin Moore & Co.
LIMITED
West Toronto

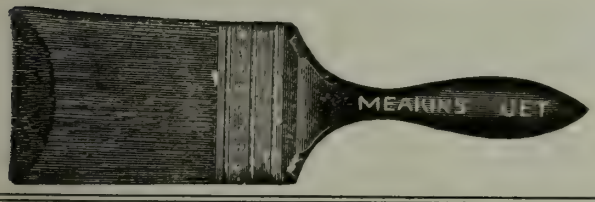
Every Line Of Trade Requires One Or More Of The Different Styles Of Meakins' Brushes



Why not familiarize yourself with the Meakins' Catalogue and catch the bulk of sales you are now missing.

There are prospects for Meakins' Brushes in every factory or manufacturing plant in your locality.

Get our catalogue and sell from it! You do not have to carry stocks of every variety of brush.



MEAKINS & SONS
LIMITED
Hamilton, Ontario
Warehouses: Winnipeg, London, Toronto, Montreal

M & S 1852

MEAKINS

If interested, tear out this page and place with letters to be answered.

WEEKLY PAINT DEPARTMENT

MONTREAL

MONTREAL, Sept. 26.—The paint manufacturers are more or less resting on their oars awaiting the annual meeting. Several modifications in manufacturing methods and standardizing of sizes are questions which will be disposed of. Individually the makers of paint are not condensing their output, but rather spreading such stocks as they have to their entire trade. Varnish markets are strong, raw supplies being scarcer.

Linseed Markets Firm Interest in New Crop

Montreal.

LINSEED OIL.—Seed crushers are much interested in the forthcoming crop yield. Reports are somewhat varying as to the yield of seed in Western Canada, some of them being quite favorable and others not so encouraging. Quotations as for last week still obtain here, supplies being light and trading limited.

Linseed Oil—	Raw Imp. gal.	Boiled Imp gal.
1 to 4 barrels	$2 00-$2 10	$2 02½-$2 13

Light Trading For Turpentine

Montreal.

TURPPENTINE.—Dealers are watching the south particularly at this season, as it is a safe indication what trend the market will take. They are not taking any new business, and only supplying old customers with enough to keep them going. Prices remain the same as last week, and until there is more offering from the sources of supply there will be little or no change.

Turpentine.	Per Imp. Ga.	
1 to 4 barrels	0 94	1 00
5 barrels and over	....	....
Small lots	1 01	1 06

(Packages extra)

White Lead in Oil Trading Light

Montreal.

WHITE LEAD IN OIL.—The output is inadequate to meet the demands as heretofore indicated. All that is forthcoming is absorbed by standing orders, these being largely those of manufacturers. Five ton lots are quoted at for standard lead $17.00 per 100 pounds, ton lots $17.35 per 100, smaller quantities $17.85, an unchanged basis.

Paint May Advance For Next Season

Montreal.

MIXED PAINT.—Indications are that advances in price of mixed paint will be made at the present week's meeting. As to whether changes that may be decided upon will go into immediate effect, there is a diversity of opinion. A full report of the considerations and new schedules will appear as soon as announced.

Putty Prices Steady; In Fair Demand

Montreal.

PUTTY.—The recent advance in putty prices is expected to hold for some time. Demand seems to be steady at the new prices, which indicates that there is some considerable work being done.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Rosin Advanced Seventy-Five Cents

Montreal.

ROSIN.—Since last week further advances were made in the local rosin markets, totalling 75c per 280 pound barrel. This is in sympathy with the continued strong position at producing points and local importers state that they have been unable to maintain anything like ample stocks. Further advances may be looked for.

TORONTO

TORONTO, September 26.—Firm tendencies are noted in all the markets during the week. Linseed oil is steadily held and whereas the seed market shows lower levels light stocks of oil are a factor towards maintaining present basis of quotations. Turpentine is quiet and dull, stocks in jobbers' hands being comparatively light and importers experiencing difficulty in securing deliveries. Putty is in fair demand at new price levels and white lead in oil remains unchanged. Mixed paint is moving forward fairly well and trade generally is satisfactory.

Linseed Oil Holds Unchanged

Toronto.

LINSEED OIL.—The situation shows little change during the week. Supplies are by no means any too plentiful and this is a factor in upholding prices. The seed market shows a decline for the week of about 15c in the cash prices, but this is not an unusual condition at this time of year. Crop reports show decided variation and as yet are exerting no particular influence on quotations on the exchange. The feeling prevails, however, that flax seed will not be very much, if any, below present levels. Generally, however, the situation in oil is considered just a little easier, crushers and jobbers both sharing in a short breathing spell after a long, tense period of uncertainty. Prices range as follows:

Linseed Oil—	Raw Imp. gal.	Boiled Imp. gal.
1 to 2 barrels	$2 02-$2 10	$2 04½-$2 13

Add 10c per gallon in smaller quantities.

Turpentine Now Selling at $1.00

Toronto.

TURPENTINE.—Prices have attained a uniform level of $1.00 per gallon in 1 barrel lots, which represents an advance of 5c in some quarters. Supplies in some sources are still light, while others again report stocks now in very good shape. Altogether the trade is being taken care of, the demand at the present time being comparatively light. Markets in the south are dull and without feature. A further slight decline is recorded, but this has not proved a factor in quotations locally. Higher prices are expected to be ruling in another 30 days at primary points. Quotations locally now range as follows:

Turpentine—	Imp. gal.
1 barrel (barrel included)	$1 00
2 to 4 barrels (barrels included)	0 99
5 gallon lots	1 10

Putty Moving Fairly Well

Toronto.

PUTTY.—A very good sale of putty is reported and the trade requirements are being met from ample stocks. Prices show no change from following levels:

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.



Help Your Customers to Fix Up Their Cars for the Winter

EVERY year more and more auto owners drive their cars throughout the Winter. But they must make adequate provision for cold weather motoring, and one of the most necessary measures is to protect all exposed surfaces against the destructive action of snow, sleet and zero weather.

The top should be made weather-proof. A coat or two of B-H Leather Dressing or Mohair Top Dressing will do it. The cushions and leather trimmings should be treated in the same way, and the result will be not only a more weather-tight car, but one that will better resist the disintegrating influences of Winter.

Then, of course, the spokes, running gear and the body itself should be coated with B-H Auto Enamel, in a wide choice of attractive shades. Any amateur can apply it with pleasing results.

Put our handsome B-H Auto Enamel Display Card in your window. Show the B-H Auto Enamel store cards in your show-case, urging motorists to "Make your car look like new with B-H Auto Enamel." Place a few cans of it on your counter, and talk it up to your motoring customers. Every can you sell will be a good advertisement for you, and will help you make more sales.

NOTE:—B-H Auto Enamel is one of the products included in our Special Varnish Proposition. Write and ask us to explain how you can make more money by selling more B-H Varnishes and gaining our quantity rebates.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

If interested, tear out this page and place with letters to be answered.

Sorting on Mixed Paints Very Good

Toronto.

MIXED PAINTS.—Sorting business on mixed paints is considered very good for this time of year and a review of the past season's activities shows remarkably good volume of business for the entire period. Spring prices are expected at an early date and until they are announced there is no tendency to accept booking business. That higher levels will rule seems the consensus of opinion.

Glass Rules With Firm Undertone

Toronto.

GLASS.—There is no mistaking the decidedly firm undertone to the market. Jobbers are selling some breaks at less than replacement values from the manufacturers and this condition cannot exist for very long. The demand is comparatively small and the prices shown in current market quotations are unchanged.

Brushes Hold At Firm Levels

Toronto.

BRUSHES.—There is no definite announcement forthcoming as yet on spring business and manufacturers show little disposition to commit themselves when conditions are so uncertain. Supplies are increasingly hard to secure and prices on all bristles are constantly on the increase. The outlook is hard to determine, but no recession from present values can be looked for.

PITTSBURGH MARKET LETTER

(Continued from page 61)

also, because 50,000 tons of barb wire a month does not seem to be sufficient. The wire makers seem to expect the demand to continue throughout the war, hence they have become concerned as to the large tonnages that will at some time or other be left unemployed. They have pointed out, therefore, that the painted barb wire commonly used in the military operations deteriorates rapidly and is not salable in large quantities for ordinary purposes. Hence they suggest that a larger proportion of the orders be for galvanized wire.

More Steel Conservation

Week by week the military operations call for more steel for direct use, this being a reflection of the aggressiveness of the Allied forces and the advances they are making. The increases are chiefly in shells and rails, although there are many other items. As the raw steel supply is only so much, there must be further curtailment in the consumption of steel for the less direct war purposes, and every finishing line in the steel industry that can possibly yield any steel for the direct purposes is being minutely studied. Illustrative of the fact that the War Industries Board is overlooking no tricks, however unimportant relatively, the tin can, apparently insignificant, continues to receive close attention. Our letter a week ago noted that the allotment of steel sheet bars to the tin plate mills, representing hitherto a full supply, had just been cut by 30 per cent. for the fourth quarter of the year, the occasion being the close of the canning season. It turns out that did not end the case. The conservation division of the War Industries Board has since been holding daily meetings, one line per day, with the packers of various non-perishable food products, for the purpose of arranging a curtailment in their tin plate consumption. It will be understood, of course, that at no time has any tin plate been allowed to go out except on Government orders and for food products. The expectation is that the absolute requirements in tin plate will be so curtailed that it will be possible to get along with the tin plate mills operating at still less than 70 per cent. of capacity. As noted in last report, it requires about a million two-pound cans to release the amount of steel needed to provide rails for one mile of track, so that it requires a great deal of industry on the part of the Conservation Division to enable General Pershing to lay more miles of track for the big guns that will be pointed at the Metz stronghold, and for other purposes. Incidentally, it may be mentioned that the American steel trade is quite thrilled by the idea that the advances in the Lorraine district are aimed at the territory whence the enemy obtains the great bulk of his steel.

How About Pipe?

Conservation of steel in connection with tin plate is only one item. A meeting is scheduled for to-day with the pipe mills, to consider how much curtailment in the use of steel for pipe making can be effected without serious derangement to the supplies of pipe for direct war purposes for shipbuilding, and the most essential commercial operations. With the greatly increased barb wire demands there will be no further curtailment in wire manufacture as a whole, but some wire products may yield wire to be made into the barb variety. The merchant bar mills are being given further consideration.

For the time being at least there is to be no further curtailment in steel for sheet mills. The supply permitted an operation of about 57 per cent. of capacity in July and the August average was just a shade higher, while present operations are close to 60 per cent. Sheet requirements for war purposes have increased somewhat in the past few weeks and with a 60 per cent. sheet mill operation there will be less sheets for the preference industries, but more for direct war use.

The 33,000,000 Semisteel Shells

Foundrymen are making progress in their study of the semisteel shell program, referred to in last report, the Ordnance Department having announced that it requires 33,000,000 semisteel shells in the next ten months and that it expects the major portion to be made in this district. While a definite announcement was made, detailed in last report, as to the sizes of shells and the description, whether shrapnel or high explosive, it is now very definitely rumored that the department wants more gas shells than shrapnel or high explosive and it may be therefore that the total of semisteel shells will exceed the figures already given.

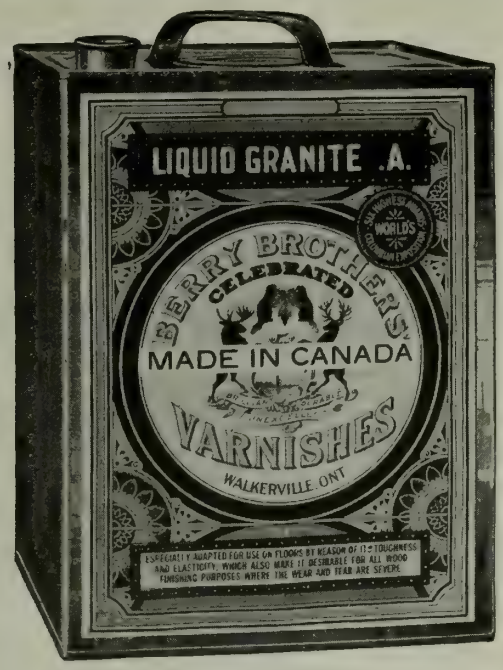
Local foundrymen do not expect to encounter much difficulty in making the shells to specifications, provided they are furnished the pig iron, and there's the rub. There has been no free pig iron in this district for months, all the output going on contracts involving the filling of war orders or on allocations either for the filling of war orders or for export. The proportion of foundry iron in the total make has been unprecedently small and this foundry iron has been going for the manufacture of mill and other machinery and quite essential requirements. A general committee for the country was delegated a fortnight ago to seek cases of foundries employing pig iron for purposes that could be dispensed with, but indications are it has found very little. A general meeting of pig iron manufacturers and the War Industries Board was held in Washington last Monday to discuss the problems of increasing production and allotment of foundry iron orders in connection with the semisteel shell orders that are to be placed. This was one of a series of meetings aimed chiefly at speeding up production, the pipe, plate and structural shape makers to be met in turn, one group each day.

Coke and Pig Iron

All the investigations thus far have pointed to the same conclusion, that the chief barrier to a heavier production of steel is the quality of coke that many furnaces are forced to use. There are other barriers, but this is regarded as the chief. Coke production in the United States in the last week reported upon was the largest on record, with but two exceptions, and the gain in production, compared with the rate in 1916, would, by proportion with the 1916 pig iron output, compass a pig iron output now at the rate of 44,000,000 tons per annum, whereas for several months past the rate has fluctuated within the limits of 40,000,000 and 41,000,000 tons. A comparison of the number and capacity of furnaces in blast, considering their past performances, also indicates that with similarly favorable conditions the rate of output now should be close to 44,000,000 tons a year. With more pig iron, more steel would be made. The Fuel Administration is increasing its inspection force as rapidly as possible, and purposes to penalize, in price, all coke that is not up to standard in quality. It appears that operators and miners are both in part responsible, some operators being less careful than usual, while miners are not careful to take out clean coal, and any refuse mined increases the ash in the coke and thereby reduces the daily output of the furnace using it.

Quick Results

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word for first insertion, and one cent per word for subsequent insertions, with 5c additional for Box Number or Address.



VARNISH ECONOMY

Varnish buyers are realizing more and more that labor is the biggest item of cost in finishing operations, and that true economy suggests the use of Finishes of unquestionable quality in view of the present high cost of labor.

Liquid Granite Floor Varnish, Luxeberry Enamels (white ivory and three shades of gray), Luxeberry Wood Finishes and Luxeberry Wall Finishes are among the celebrated "Berry" products that produce a lasting finish and cost no more to apply than the kind that wears off in a few months.

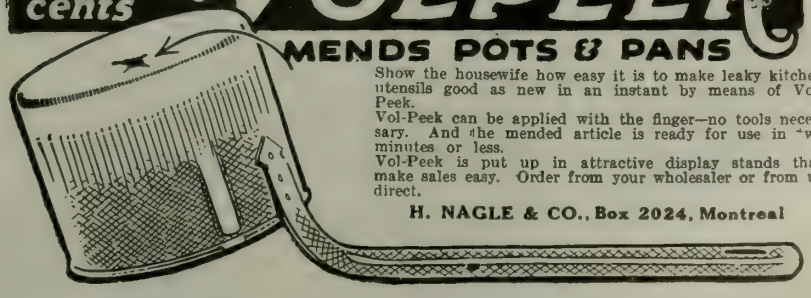
The recognized quality and long wearing period of Berry Finishes makes them easy to sell.

Write for dealers' descriptive price list.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

Established 1858
Walkerville, Ont. (702)

15 cents VOLPEEK
MENDS POTS & PANS



Show the housewife how easy it is to make leaky kitchen utensils good as new in an instant by means of Vol-Peek.
Vol-Peek can be applied with the finger—no tools necessary. And the mended article is ready for use in two minutes or less.
Vol-Peek is put up in attractive display stands that make sales easy. Order from your wholesaler or from us direct.

H. NAGLE & CO., Box 2024, Montreal

If interested, tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list. B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box) $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.			
3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/16.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.
F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.....	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Diamond King (glass).....		6 00
Bench -No 2, doz...	12 50	13 20
No. 3, doz...	13 50	14 20
No. 4, doz...	14 50	15 25

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to $1.15 a lb.

BARS, CLOTHES

No. 4, dozen	$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb..$1.40-$1.75
Cut Lace Leather, lb... 1.60- 1.95
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.....	$4 00
No. 2 x 50, lb.....	5 00
No. 3 x 60, lb.....	7 50
No. 4 x 100 lb.....	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz...	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net lists.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...12-14c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 44
Rods, base ½ to 1 in., round	0 41
Tubing, seamless, base	53-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.....45½-50	
Copper tubing, iron pipe size, base, ¾ in. up to 3 in....	0 57

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy ....$14.50-$17	
30-gal. Standard	14 00

BOARDS (Wash), Zinc

List Doz.	
Pony	$2 25
Improved Globe	4 90
Neptune	4 90
Standard Globe	4 90
Original Globe	5 40
Jubilee	5 50
Newmarket King	5 50
Western King (enamel)	7 00
Beaver (brass)	7 00

List plus 5%. F.O.B. Newmarket.
F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4.....	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5,000). 33 1-3%
Chicago Relax Floor (6,000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3,000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	Fire Welded Proof Coil Mont'l	Tor'to	Fire Welded Mont'l	Tor'to
3-16 in...	$22.75	$17.00	$.....	$.....
¼ in. ..	16.75	14.50	21.75	23.70
5-16 in...	14.15	12.50	19.00	18.35
⅜ in. ..	13.00	11.50	15.90	14.00
7-16 in...	12.75	11.30	15.65	13.89
½ in. ..	12.50	11.15	15.50	13.65
⅝ in. ..	12.35	10.95	15.25	13.45
¾ in. ..	12.25	10.70	15.10	13.20
⅞ in. ..	12.05	10.60	15.00	13.10
1 in. ...	11.90	10.50	14.85	13.00

Electric Welded	B.B.	B.B.B.
3-16 in.	$18.00	$19.00	$.....	$.....
¼ in. .	14.95	16.00	16.20	.....
5-16 in.	12.55	13.50	13.80	.....
⅜ in. .	11.35	12.25	12.60	.....
7-16 in.	11.10	12.00	12.35	.....
½ in. .	10.95	11.80	12.20	.....
⅝ in. .	10.70	11.55	11.95	.....
¾ in. .	10.40	11.25	11.65	.....

Montreal and Toronto

American Proof Coil Chain	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain. ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 5, 10%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement per bbl., $2.80 in carlots; $3.40-$3.50 bbl. in small lots.

Paris plaster, five-barrel lots $3.50; single barrel, $3.50. F.O.B. Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. Wood Drills, 37½%.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.
St. John, N.B., 20%.

CHOPPERS, FOOD Universal(doz.)

No. 0	$19 25
No. 1	23 30
No. 2	28 35
No. 3	36 45

F.O.B. Montreal, Toronto.

Russwin—	
No. 0	$19 20
No. 1	23 40
No. 2	28 20
No. 3	36 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths..	$7 80
17—7-strand, 50 ft. lengths...	8 00
18—6-strand, 100 ft. lengths..	5 40
18—6-strand, 50 ft. lengths..	5 45
19—6-strand, 100 ft. lengths..	4 75
19—6-strand, 50 ft. lengths..	5 00

F.O.B. Montreal, Toronto, London.

COPPER .. ... Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.....$43 50		$43 00
Plain sheets, base, 16 oz. and heavier....	48 00	50 00
Copper sheet, tinned, 14x60 in., 14 oz...	49 00	.....
Copper sheet, planished, base 16 oz. and heavier	58 00	50 00
Braziers' in. sheets, 6x4 base	46 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100. $2.80 per dozen.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets.	$11 75	$ 9 50
Do., 60 sheets.		9 65

	Apollo	Crown	Gorbals
18x24x52	...	....	
60	...	....	

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	
IX, 20x28 base (nominal)...	
IXX. 20x28 base (nominal)..	
IXXX, 20x28 base (nominal)	

F.O.B. Toronto

Raven and Murex Grades—
IC, 20x28 base, 112 sheets..
IX, 20x28 base, 112 sheets..
IXX. 20x28 base, 56 sheets..
IXXX, 20x28 base, 56 sheets
(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C. 20x28, 112 sheets..
F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheets $28 00
F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

Nominal

IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	2 00

F.O.B. Montreal, Toronto, London. Hamilton

CROWBARS, $10.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.
Marys.

WE HAVE

The Largest and Best Equipped Factory In the Dominion for Manufacturing

SHEET LEAD LEAD PIPE
BAR AND WIRE SOLDER
BABBITT METALS

Ask for Prices from Our Nearest Factory

The Canada Metal Company, Ltd.

HEAD OFFICE: **TORONTO**

BRANCH FACTORIES:

34 Jackson St. E. HAMILTON | 50 Brennan St. MONTREAL | 301 Chambers St. WINNIPEG | 1428 Granville St. VANCOUVER

Time Saved

in knowing, not experimenting, is Money Earned.

Our "Warranted Pure"

Linseed Oil

is the last word in Reliability.

The Canada Linseed Oil Mills, Limited

MONTREAL and TORONTO

If interested, tear out this page and place with letters to be answered.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; Nos. 2 and 3, $28.20 to $30.00 doz. F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	30-32½
Black Diamond	32½
Delta Files	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 15-20%; cast bushings, 15-18%; unions, 30%; plugs, 10-15% off list. Net prices: Class B, black, 27-28c lb.; Class C, black, 18-19c lb.; galvanized, Class B, 37-39c lb.; Class C, 27-28c lb. Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	2 50-3 00
Under 40 lbs.	2 75-3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in. $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz. pairs.	Tee Doz. pairs.
4-inch	$2.55-$2.70	$2.18-$2.30
5-inch	3.15- 3.30	2.72- 2.85
6-inch	3.40- 3.55	3.06- 3.20
8-inch	4.60- 4.85	3.49- 3.65
10 inch	8.16- 8.55	6.20- 6.50
12-inch	10.12	9.86-10.35
14-inch	11.56	10.03

Light, Net Prices, figured at discount 10%; 15% discount also offered.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 10	1 00
5-inch	1 25	1 15
6-inch	2 25	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 25%.

F.o.b. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $10 50 11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller Less 20c
Light iron	0-7	$7 25	$7 50
Long heel light iron	3-7	7 25	....
Medium iron	1-8	7 25	7 50
Heavy iron	6-8	7 25	....
Snow	1-6	7 50	7 75
New-light "XL" steel	1-6	7 70	7 95
Fetherweight "XL" steel	0-4	9 10	....
Special-countersunk	0-4	9 60	....
Toe-weight(front only)	1-4	10 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, le 2% discount.

TOE CAULKS

Nos. 0, 1, 2, and la and blunt, $2.25 to

HOSE, LAWN

Corrugated, 1
Corrugated.
Corrugated
Corrugated, 1
Less 5% for

F.o.b. Toronto

HAT AND COAT

Coppered wire, 3 in. c gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2.30-2.40
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4, and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each. $4 00	4 10
Canadian Beauty Electric Irons—Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Crescent	0 19
Household	0 19
Standard, 4-12 ft.	0 21
Electrician	0 30
Heavy duty	0 47
Extension	0 35
Perfect, 6 to 10 ft. only	$0 31
Hercules, 4 to 10 ft.	0 33
Hercules, 12 to 14 ft.	0 28
Faultless, 4 to 10 ft. only	0 29
Ontario, 4 to 10 ft. only	0 26
Shelf Lock, 4 to 8 ft. only	21

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Extension Ladders	Per ft.
Up to 32 ft.	0 23
36 to 40 ft.	0 26

F.O.B. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	7 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	0 95- 1 10

3 doz. cases, 85-90c doz.; 6 doz. cases, 85c dozen.

Cold genuine ruby....$4.75

F , London, Ham

,0
ondon.

EAD

For pig and lead and zinc products se weekly report.

MACHINES (WASHING)

	List Each
Canadian	$ 9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 00	$12 50
Pick, doz.	12 00	12 50

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, doz.	$38 10 39 60
No. 8, doz.	46 40 48 60

MOPS

O-Cedar, doz, net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 00
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz.	3 35
Crank wringing, doz.	6 90

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS

List adopted July 10, 1912.

ces over base on common s in kegs.

	2¾ inch.....15c
..$1	3 inch.....10c
. 1	3¼ inch.....10c
65c	3½ inch.....10c
3c	4 inch..... 5c
	4½ inch..... 5c
c	5 inch base.
...30c	5½ inch base.
.....15c	6 inch base

to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.30 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.35 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $5.42½.

Sault Ste. Marie, Port Arthur, Fort William, $5.05-$5.35 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65; no equalization of freights.

Roofing Nails—American, large head, keg, $9. London, $10.

F.o.b. Montreal, Toronto, Hamilton, London.

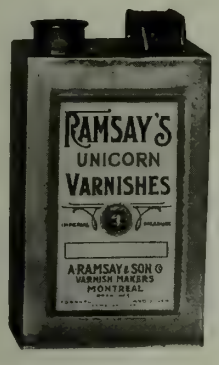
NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$22 00
No. 6	21 00
No. 7	20 00
No. 8	19 00
No. 9 and up	18 00

Discount, 10%.





Fall Sales

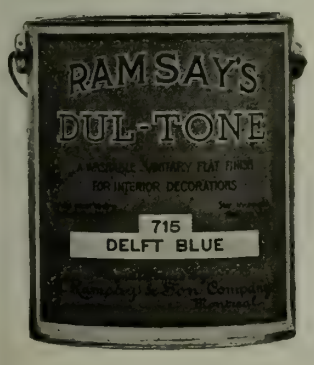


Be With the Live Ones and Keep Your Paint Department Alive During the Fall

ORDER NOW









The Right Paint to Paint Right

A. Ramsay and Son Company

Makers of Paints and Varnishes since 1842

TORONTO MONTREAL VANCOUVER

If interested, tear out this page and place with letters to be answered.

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	1⅝"	$19 50
4	1¾"	9 50
5	1 15-16"	4 50
6	2⅛"	4 25
7	2 5-16"	4 00
8	2½"	4 00
9	2 11-16"	3 75
10	2⅞"	3 75
11	3 1-16"	3 75
12	3¼"	3 75

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch...	10 50	36 inch...	$15 00
30 inch...	12 75		

½ inch mesh and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London. Canadian netting 12½% off list.

Montreal, 12½% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	$10 00- 10 50

F.o.b. Montreal, Toronto

OIL	Montreal	Toronto
Royalite	0 19	0 18
Palacine	0 22	0 21
Gasoline, gal.	0 34	0 33
Black oil (Summer)	0 16½	0 15½
Black oil (Winter)	0 18½	0 16
Imperial Cylinder		0 71
Capital cylinder	0 55	0 54
Machine oil, regular grades	31-41	29-39
Standard gas engine oil	0 44	0 43
Paraffine	0 25½	0 24½
XXX machine	0 40	0 39
Fuel oil, bbls.	0 14½	0 13½
Fuel oil, tank cars	0 13	0 12

OLD MATERIALS
See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 30
Tarred Fibre, No. 2 roll	0 83
Surprise Fibre	0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	0 15

Carpet Felt, 16 oz., per 10 lbs. $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$10 75	$11 80
6 to 7 lbs., doz.	11 50	12 60
7 to 8 lbs., doz.	12 25	13 50

Rock—

7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 15
4 gross (cartons), 4½ in.	1 15

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 37

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	$.....
¼ in.	5 22	7 35	5 52	7 65
⅜ in.	5 22	7 35	5 52	7 65
½ in.	6 63	8 20	7 06	8 71
¾ in.	8 40	10 52	8 97	11 09
1 in.	12 41	15 56	13 26	16 41
1¼ in.	16 79	21 05	17 94	22 20
1½ in.	20 08	25 16	21 45	26 54
2 in.	27 01	33 86	28 86	35 71
2½ in.	43 29	54 11	.....	.....
3 in.	56 51	70 76	.....	.....
3½ in	71 76	88 78	.....	.....
4 in.	85 02	105 19	.....	.....

Gen. WROT IRON—

Standard Lapweld Steel

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$31 82	$38 30	$33 70	$40 20
2½ in.	47 97	58 21	50 90	61 10
3 in.	62 73	76 12	66 66	79 90
3½ in.	78 20	96 14	82 80	100 00
4 in.	92 65	114 00	98 10	119 00
4½ in.	112 00	137 00	125 00	149 00
5 in.	130 00	159 00	145 00	174 00
6 in.	169 00	206 00	188 00	226 00
7 in.	219 00	268 00	243 00	292 00
8 L in.	230 00	281 00	255 00	306 00
8 in.	265 00	324 00	294 00	353 00
9 in.	317 00	388 00	.....	.....
10L in.	294 00	360 00	326 00	392 00
10 in.	379 00	464 00	420 00	505 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Net List

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	35, 2½	30
8" soil pipe	30	25
Medium and extra heavy fittings, 6" and under	40, 2½	40

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	$2 25
Samson, 2-ply, roll	2 70
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 40
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Black Diamond tarred felt	4 10
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal. in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal

ROPE	Lb
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ¼c; 9-16 to 7-16 in. inclusive 1c; ⅜ in., 1¼c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Italian rope basis..On application	
Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	75 77½
¼-in. and up	74 76¼

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 5% to 15% on list.

B. & A. emery cloth, 5% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 5%: Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	15 50

F.o.b. Toronto, London

SNATHS	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	22½
Wood, O. H., bronze	22½
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen $7 00

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$11 00
U.S. 28	10 70
U.S. 26	10 40
22 and 24	10 25
18 and 20	10 10
16	9 95
14	9 85

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge $12.55; 22-24 gauge, $12.75. 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 9 85
16 gauge	11 05	9 95
18-20 gauge	11 20	10 10
22-24 gauge	11 40	10 25
26 gauge	11 60	10 40
28 gauge	11 90	10 70
10¾ ozs.	12 25	11 00

Add 25c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gurn. "best-best"
16	$12 55		$12 55
18-20	12 55		12 55
22-24	12 25		12 25
26	12 25		12 25
28	13 00		13 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES	Per
Standard galvanized	$11 00
Shipping weight 90 lbs	
Standard painted	8 50
Shipping weight, 80 lbs	
Discount 7½%	

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL	
Standard galvanized	$9 25
Standard painted	7 50
Discount 7½%.	

F.o.b. Montreal, Toronto, Ottawa Oshawa.

SOLDERING COPPERS	
Base, 3-8 lbs., 64c lb.	F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount 25% off list.

Freight allowed on shipments of 24 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto Ottawa

Oil Burning Heaters.

No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list

Freight allowed on shipments of 24 heaters.

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

Alex. McArthur & Co., Ltd.

TRADE MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND

TARRED FELTS

and SHEATHINGS

Made at our own Paper Mills.

SAVE COAL

BY USING

BUILDING PAPER

Don't Let Yourself Run Out of Bicycles

That is the advice of one of the most successful Bicycle Dealers in Canada.

Keep your stock full; keep it clean; keep pushing and you will sell bicycles in surprising numbers.

The C. C. M. "QUALITY LINE" includes the following nameplates:

CLEVELAND MASSEY

BRANTFORD RED BIRD

PERFECT

COLUMBIA

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C·C·M MADE IN CANADA

Canada Cycle & Motor Co. Ltd.

Montreal, Toronto, WESTON, Winnipeg, Vancouver



More Protection? More Value? More Decoration? More Paint! Fall Painting!

Every argument points to better service with paint applied in the Fall, and better all year round business in Fall selling with

MAPLE LEAF PAINTS

Both Big Boosters for Better Paint Business

PAINT POINTERS FROM "THE OLD TIME PAINTER"

MAPLE LEAF M L FINISHES THAT ENDURE QUALITY

The Imperial Varnish & Color Co., Limited

Toronto, Canada

Winnipeg

Vancouver



SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	....
Hollow Back Scoops	25 and 25	....	25 and 25
Sand Shovels	25 and 25	....	25 and 25
Hollow Back Shovels	25 and 25	....	25 and 25
Hollow Back Coal Shovels	25 and 25	....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET — Bissell's Doz.

American Queen, Nickeled Fittings, Cyco Ball Bearing	$43 00
Boudoir, Nic., Cyco B.B.	40 00
Club, Jap. Cyco Bearing	96 00
Champion, Nickeled Fittings	35 00
Champion, Japanned Fittings	31 00
Elite, Nic., Cyco B.B.	46 00
Grand, Nic. ,Cyco B.B.	56 00
Grand, Jap., Cyco B.B.	52 00
Grand Rapids, Nic., Cyco B.B.	40 00
Grand Rapids, Jap., Cyco B.B	36 00
Parlor Queen, Nic., Cyco, B.B.	46 00
Princess, Nic., Cyco B.B.	41 00
Standard, Nickeled Fittings	37 00
Standard, Japanned Fittings	33 00
Universal, Nic., Cyco Bearing	38 00
Universal, Jap., Cyco Bearing	34 00

SWEEPERS, VACUUM — Bissell's Doz.

Grand Rapids, Nic.	$84 00
Household, Jap.	72 00
Superba, Nic.	99 00

F.o.b. factory Niagara Falls, Ont., and other jobbing points in Eastern Canada.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b Toronto, Hamilton, London.

TACKS — Discount

Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917—Net list.	
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wires.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount. F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		Net List.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) — Doz. with chain

Victor, No. 1	2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	4 70

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) — Per lb.

500 ft.	$0 23½
550 ft.	0 25¼
600 ft.	0 26½
650 ft.	0 28

In 5-ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilten, London

TWINE (COTTON)

3-ply wrapping, lb. 75-77-80¾

4-ply, wrapping, lb. 79-81¼-85

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES — %

Ground work	42
Compression work, standard	47
High grade	41
Cushion work	49
Fuller work, standard	45
High grade	38
Basin cocks, No. 0 Standard	40
High grade	40
Bath cocks	50
Flatway stop and waste cocks, standard	50
High grade	47
Roundway stop and waste cocks, standard	50
High grade	47
Brass steam cocks, standard.	10% advance on list
Radiator valves, standard	10
High grade	Net
Patent quick opening valves.	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc, 5% advance	on list

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 40-10%.

Colonial, 27½%.

Imperial Ware, net list.

Pearl, 27½%.

Premier, net list.

Canada Ware, net list.

Diamond, net list. White Ware, 45%

Japanned Ware, list plus 30%.

Japanned Ware, White, list, plus 40%.

Plain and Jap Sprinklers, list plus 30%.

Stamped Ware, plain, 45%.

Stamped Ware, retinned, 40%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 45%.

Tinners' Trimmings, retinned, 40%.

Tinners' Trimmings, general, list plus 20%.

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list plus 25%.

Railroad Cans, list, plus 30%.

Pieced Tinware, C.B., list, plus 70%.

Sheet Iron Ware, list, plus 20%.

Pieced Ware, ordinary, list, plus 50%. Fry Pans, 40%.

Spiders, steel, net list; cast iron, 10%.

Fire Shovels, Japanned, list, plus 20%.

Steel Sinks, painted, list plus 25%.

Steel Sinks, galvanized, list plus 25%.

Light Galv. Pails and Tubs, list plus 30%.

Heavy Galv. Pails and Tubs, list, plus 20%.

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 40%.

Galv. Coal Hods, list, plus 50%.

Paper Lined Boards, 30 and 10%.

Wood Lined Boards, 30%.

Stove Pipe, patent, per 100, 6 in., $22.38; 7 in., $23.87.

Common, made-up, per 100, 5 and 6 in., ...; 7 in., ...

Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...

Stove Pipe Thimbles, 45%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼-in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.20; ⅞ in., $18.20; 15-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 33 1-3 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.35
Section, ½ lb. per 100 lbs.	5.50- 5.85	5.50	6.00
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	4.25

WHEELBARROWS

Navvy, steel wheel, doz.	$60.00
Garden, steel wheel, doz.	71.40
Light garden, doz.	64.20

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire — Per 100 lbs.

No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	9 00
No. 19	9 50

Hay Wire in Coils

No. 13	6 85
No. 14	7 00
No. 15	7 20
No. 16	7 45

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

List of extras in 100-lb. lots, net

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. — Toronto

Barb	$6.25-$6.50
No. 9 pl. galv.	5.35- 6.00
No. 12 pl. galv.	5.50- 6.15
No 13 pl. galv.	6.00- 6.25
No. 9 coil sp.	5.50- 6.00
No. 12 coil sp.	5.80- 6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 50

Fence staples, galvanized. $6.25-6.50

In 25-lb. boxes add 25c extra

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus 10%

Brass wire, 3 to 24 gauge, add 40%

25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	$3 50
In 50-ft. rolls	3 55
Galvanized, per 100 sq. ft. in 100 ft. rolls	4 75 5 50
Bronze, sq. ft.	0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 80
Eze, 14 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 10%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report.

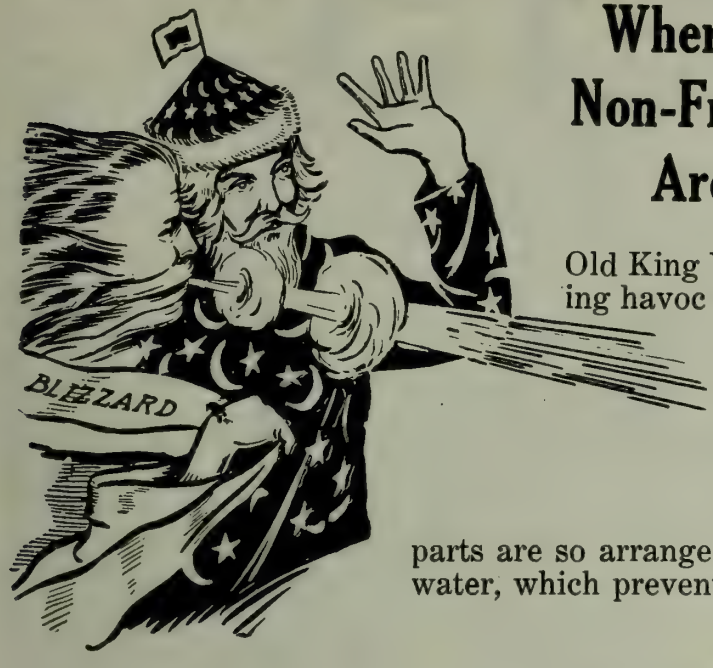
WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$15 60	18 in.	$35 00
10 in.	17 40	24 in.	50 60
14 in.	24 45		

Coes—	Doz. net		Doz. net
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		

Stillson—	Each	Doz. net
6 in.	$1 20	$14 00
8in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 35	50 60
36 in.	....	94 20
48 in.	....	189 20

"Jack Frost" *Can't* Play Havoc With Unprotected Plumbing



Where EMPIRE Non-Freezing Closets Are Installed!

Old King Winter will soon be playing havoc with unprotected plumbing—that is to say, in buildings where **"Jack Frost"** Anti - Freezing closets are not installed.

The secret of the Empire "Jack Frost" is that all parts are so arranged as to draw free from water, which prevents freezing.



It works automatically. Get in touch with us re prices in time for Fall trade.

Empire Manufacturing Company, Limited

LONDON TORONTO

DO YOU WANT "BETTER BRUSHES"

THEN WHY NOT BUY THE ONLY BRUSH MADE TO THAT STANDARD?

TRADE SIMMS SET IN RUBBER MARK

Brushes built on a quality basis and priced on a quantity output. Made under modern methods, equipment and management in the finest factory in the world devoted to the making of high-grade brushes.

T. S. SIMMS & CO., Ltd., Makers of "BETTER BRUSHES"

ST. JOHN (FAIRVILLE), N.B., CANADA

If interested, tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1. $1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb	13-14	14-16

BRUSHES

Acme, 15 lbs. each.....	$2 25
Acme, 20 lbs., each.....	2 75
Acme, 25 lbs. each.....	3 25

F.o.b. Toronto.

COLORS (DRY)	Per lb
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs....	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs....	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs....	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs....	0 15
Imp. green, 100 lb. kegs....	0 25
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100 lb. k..	0 12
Indian red, 100-lb. kegs....	0 15
Indian red, No. 1, 100 lb. k..	0 06
Venetian red, best bright...	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry.....	0 15
Golden ochre, 100 lb. kegs..	0 06½
White ochre, 100 lb. kegs..	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	0 03½
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs...	7-8c
Canadian red oxide, bbls....2	-2¼
Super magnetic red.....	2¼-2½c
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE 1 lb. tins—	
Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure 30-32	
French spruce ochre, pure...25-28	
Greens, pure 28-35	
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5 lb. irons.....	0 20

F.o.b. Montreal, Toronto.

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs.....	$28 00
Case No. 8—100 ½-lb. pkgs..	31 00
Case No. 9—200 ¼-lb. pkgs..	38 00
Discount.	
French medal (prices withdrawn)	
English common sheet.....	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags.....	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags.....	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags..	24

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 25%.
Sheet glass, 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE	
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each...	3 00
Plates 111 to 120 wide containing not over 100 ft., each...	3 40
Plates 101 to 110 wide containing over 100 ft., each.....	3 40
Plates 111 to 120 wide containing over 100 ft., each.....	3 75

Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 10 0lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure	$17 50	$17 80
Crown Diamond	17 50	17 80
Crown, pure	17 50	17 80
Green Seal	17 50	17 80
Ramsay's Pure	17 50	17 80
Moore's Pure	17 50	17 80
Tiger, Pure	17 50	17 80
O.P.W. Dec. Pure...	17 50	17 80
Red Seal	17 50	17 80
Decorators' Pure ...	17 50	17 80
O.P.W. English	17 70	18 00
Elephant Genuine ..	18 00	18 30

B.B. Genuine Lead, less than tons, $19.70, Toronto; $19.40, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)		
Genuine, 560-pound casks, per cwt.....	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.....	14 75	15 50
Less quantity	16 00	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE	Pound	Pound
Barrels, 600 lbs...		0 24½
Half bbls., 300 lbs.		0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto. Montreal and Hamilton

MURESCO
Tints, 5-lb. packages, per 100 lbs., $8.40; white, 5-lb. packages, $7.80.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon

Elephant, white	3 05
Elephant, colors	3 55
B.H. English, white	4 05
B.H. English, colors	3 80
B.H. Floor	3 15
B.H. Porch Floor	3 80
Minerva, white	3 90
Minerva, colors	3 65
Crown Diamond, white	3 80
Crown Diamond, colors	3 55
Crown Diamond, floor	3 05
B.H. Fresconette, white	3 35
B.H. Fresconette, colors.....	3 25
Moore's House Colors, white..	3 75
Moore's House Colors, colors.	3 65
Moore's Egyptian Paint, all colors	3 00
Moore's Floor Paint	3 00
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor....	3 30
C.P.C. Pure, white	4 05
C.P.C. Pure, colors	3 80
O.P.W. Canada Brand, white	3 80
O.P.W. Canada Brand, colors	3 50
O.P.W. Canada Brand, floor.	3 05
O.P.W. Flat Wall, white.....	3 30
O.P.W. Flat Wall, colors.....	3 10
Ramsay's Pure, white	3 90
Ramsay's Pure, colors	3 60
Martin-Senour, 100%, white..	4 05
Martin-Senour, 100%, colors..	3 80
Martin-Senour, Porch Paint...	3 80
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 15
Sherwin-Williams, white	4 05
Sherwin-Williams, colors	3 80
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros. H.S., white.....	4 05
Lowe Bros. H.S., colors.....	3 80
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 05
Maple Leaf, colors	3 80
Maple Leaf, floor	3 25
Pearcy's Prepared, colors	3 15
Pearcy's Prepared, white	3 50

F.o.b. Montreal, Toronto.

PARIS GREEN	C.P. Berger's and Munro's Per lb.	
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250		
In 50 lb. and 100 lb. drums	0 61¼	0 62
In 25 lb. drums.....	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case.....	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY	Montreal	Toronto
Standard	Less than tons	
Bulk, in casks $5 60		$5 90
Bulk, 100-lb. drums..	6 45	6 75
Bulk, 25-lb. drums ..	6 70	7 00
Bulk, 12½-lb. irons..	6 95	7 25
Bladder, in bbls.....	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c, Hamilton 30c. London and Windsor 40c per 100 lbs. over Montreal quotations.

ROSIN	
Barrels, 100 lbs.	$6 90
Less, per lb.	0 08

SHELLAC	
Pure White, gal....	$4 75-$4 90
Pure Orange, gal.... ....-	4 50

Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER	
Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	3 25
O.P.W. Presto	3 00
Lingerwett 2 80-	3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.45
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz...	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list....	7 00
Everlastic, Depend-on and Maritime Spar subject to discount of 40%	
Elastilite	3 25
Granitine Floor Finish	3 25
Hydrox Spar	3 60
Sun Varnish	2 60
Sun Spar	4 63
Sun Waterproof Floor.....	3 40
Jasperite Interior and Exterior	2 65
Jasperite Pale Hard Oil ...	1 90
Jasperite Indestructo Floor Finish	2 65
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 86
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 47
Rexspar	4 62
Sear-Not	3 34
Kyanize Spar	4 95
Kyanize Cabinet Rubbing ..	3 85
Kyanize Interior	3 85
Luxeberry light	3 80
Luxeberry granite	3 52
Luxeberry spar	4 95
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS	
Opalite, 300 lb. bbls.....	0 13½
Opalite, 100 lb. kegs.....	0 14
1 gal. packages, per pkg...	0 75
½ gal. package, per pkg...	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21

WHITE	
XXX	0 20
XX	0 18
X	0 17
XC	0 16
Japanese	0 15
XXX Extra	0 21
X Grand	0 19½
XLCR	0 18½
X Empire	0 17¼
X Press	0 16

COLORED	
No. 5	15
No. 1	14
No. 7	13
No. 1A	11½
No. 1B	10½
Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	10½

Above lines subject to trade discount for quantity.

WAX	Per lb
C. & B. Floor Wax .....$	0 40
B.H. Wax	0 40
Bonuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 35
Old English 0 53	0 62
Johnsons 0 57	0 62
Jamieson's liquid wax, gal...	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto

WHITING	
Plain, in bbls.	$2 50

F.o.b. Montreal, Toronto, London

Gilders, bolted, in bbls.....	3 00
WOOD ALCOHOL .	per gal.
In five gallons.....$1.80-$1.90	
In barrels ....-	1.70

$4 extra for barrels
F.o.b Montreal, Toronto, London.

GLASS

Now is the time to sort up on

WINDOW GLASS

We can take care of your requirements from our branch warehouses and make prompt shipments.

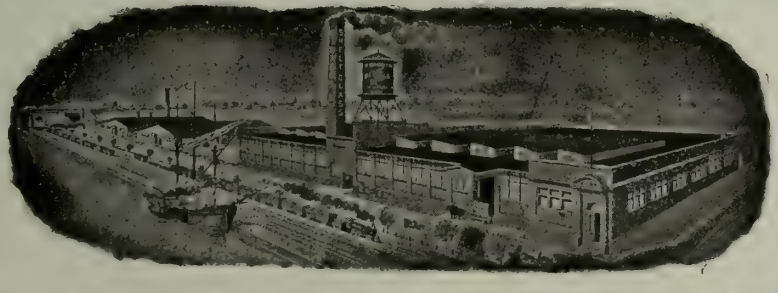
We stock and manufacture Plate, Bevelled Plate, Mirrors, Window, Figured, Leaded, Wired and Prism Glass.

Catalogues and price lists will be sent free upon application.
WRITE, PHONE OR WIRE your wants.

HOBBS MANUFACTURING COMPANY, LIMITED

Montreal Toronto London Winnipeg

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Dougle Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $10.25 per 100 lbs.

BAR IRON

Bar Iron—$5.50 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 37½% off list.

Standard, 30% off list. 25% extra.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.65 per lb.; cut, $1.85 per lb.; rawhide, sides, $1.60; cut, $1.80.

Blue Stone (Vitriol), 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 20%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil,: 3-16 in., $18.40; ¼, $16.00; 5-16 in., $13.60; ⅜, $12.40; 7-16, $12.20; ½, $12.00; 9-16, $12.00; ⅝, $11.75; ¾, $11.50; 1 in., $11.25; Logging, 5-16 in., $15.40; ⅜, $14.20; ½, $13.80; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 65

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. bbls., 30c lb.; 100-lb. bbls, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$14 00	18 50
26 to 40	15 00	21 00
41 to 50	18 50	23 75
51 to 60	19 50	24 25
61 to 70	20 50	25 75

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.75.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, net list.

Corrugated Strap Hinges — 4, $1.75; 5, $2.35; 6, $3.10; 8, $4.95; 10, $7.35; 12, $11.35.

Corrugated Tee Hinges—4, $2.15; 5, $2.65; 6, $3.50; 8, $6.00; 10. $10.10; 12, $14.40.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and Premier de Lis"	"Fleur
10¾ oz. or 28 Eng.	$12 00	$12 00
28 Am. or 26 Eng.	11 50	11 50
26 Am. or 26 Eng.	11 20	11 20
24	11 05	11 05
22	11 05	11 05
18 and 20	10 90	10 90
16 Am.	10 75	10 75

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 10
Mrs. Pott's No. 50, set	2 25

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $7.80, per doz., $1.05; B. per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 30
3	2 95
4	5 25
Barn Door	
5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$5 65
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, $12.60; cutter, $12.60.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 25

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 25	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.80 base; Winnipeg, $6.25 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$5 95
30 in.	7 20
36 in.	8 50
2 in. mesh x 24 in.	2 90
30 in.	3 40
36 in.	4 05
48 in.	5 25
60 in.	6 55
72 in.	7 80

NETTING. Poultry, Hexagon, 15%

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 37½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 37c; Family safety coal oil, 24½c; "Engoline" engine coal oil, 20½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 20c; Standard gas engine oil, 48c; Prairie Harvester oil, 49½c.

PAINTS

Stephens' Out White, $4.20; Stephens' House, $3.95; Stephens' Floor, $3.40; Silkstone, $3.15; Stephens' Barn Paint, $1.85.

POLISH

	Doz.
O'Cedar —	
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)





Right Now—These Are Splendid Opportunities For Every Stephens' Representative Wherever He May Be!

Here are three Stephen lines that are in demand at this season of the year, and are given preference over every other line on the Western market.

Stephens' Paints are easily applied, cover much surface, and are remarkable in their wearing qualities.

You'll find them used by shrewd consumers and sold by wise dealers everywhere throughout the West.



Manufactured by

G. F. STEPHENS & CO. LIMITED

Paint and Varnish Makers

WINNIPEG AND CALGARY

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 00	$ 8 35
⅜ inch	6 05	8 45
½ inch	7 85	9 60
¾ inch	9 95	12 30
1 inch	14 70	18 20
1¼ inch	20 00	24 70
1½ inch	23 75	29 35
2 inch	32 00	39 50
2½ inch	51 25	63 15
3 inch	66 20	82 60
3½ inch	86 85	.....
4 inch	103 00	.....
4½ inch	118 50	.....
5 inch	138 00	.....
6 inch	179 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $11; full polished $12.50; 18 x 24, half polished, $11; full polished, $12.50; 20 x 28, half polished, $11; full polished, $12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½ x 14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39¾c base; British Manila, 33¾c base; lath yarn, 28¼c base; African hemp, 33¾c base; cotton rope ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $10.00; Watch Spring, $10.40; Lance Tooth or Lightning Blades, $10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$ 87 00
Household, Jap.	75 00
Superba, Nic.	102 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 30
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 64 to 65.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $8.00 base; other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅝ in., $8.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE—

20 x 28 I.C.	$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.C.	40 00
Terne plates	24 00

TRAPS, GAME—	Doz.		
	Victor	H.& N.	Jump
No. 0	$1 95	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$23 80
No. 1	18 80	20 45
No. 2	16 40	16 95
No. 3	14 00	14 45

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus, 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS—

Iron, small lots, 15% on list plus 75c; full boxes, iron, 10% on list plus 75c.

WHITE LEAD—

Decorators' pure, ton lots, $18.40; less than ton lots, $18.75.

WIRE, BARB—

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William $5.10 Winnipeg; Baker, 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized Ft. William, No. 9, $5.65; No. 12 $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 50
8 in.	7 80
10 in.	9 10
12 in.	11 70
15 in.	15 60
Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

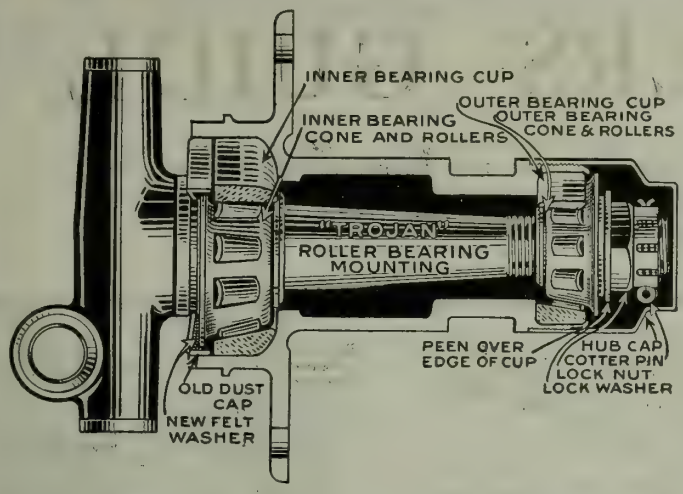
Stillson—	Each
6 in.	$ 1 10
8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45
Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

		Dozen
Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $58.85 per doz.; Reliance, $70.50 per doz.; Emperor, $132.

Royal Canadian, $54.50 per doz.;



Trojan Roller Bearings for Ford and Chevrolet Cars

Trojan Roller Bearings were designed to provide high grade and easy-running bearings for the front wheels of the Ford and Chevrolet 490 cars. They eliminate all the trouble in steering as they hold the wheels rigidly in line and parallel.

They Save Wear and Tear on the Tires

Made of high grade material, they will sustain a load many times greater than the old bearings.

No machine work necessary. Changed in 30 minutes. No fear of breakdown.

GREAT WEST ELECTRIC CO., LIMITED

WINNIPEG

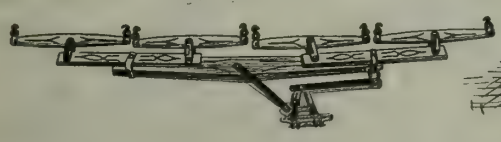
Distributors of Laco Tungsten and Nitro Lamps

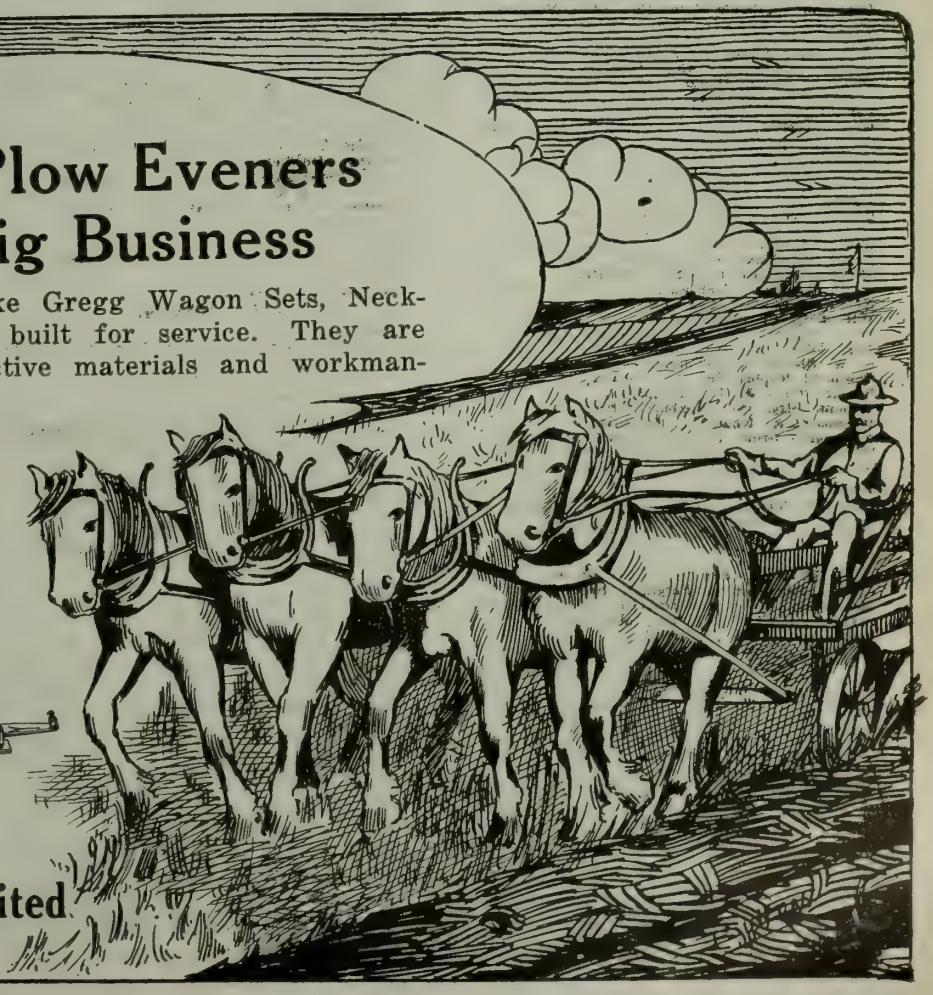
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Gregg Plow Eveners, like Gregg Wagon Sets, Neck-yokes and Hitches, are built for service. They are guaranteed against defective materials and workmanship.

Send for copy of catalogue describing our full line,

Any jobber in the Canadian West can supply you with Gregg Goods.





Gregg Mfg. Co., Limited

WINNIPEG

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Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinninger, Bruce & Co., Niagara Falls, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties Co., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Carriage Factories, Ltd., Brockville, Ont.
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

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Thos. Birkett & Son Co., Ltd., Ottawa.
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Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg Co., Ltd., Otterville, Ont.

Barrel Liners
J. N. Warmington & Co., Montreal, Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal,
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
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Empire Mfg. Co., London, Ont.
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Empire Mfg. Co., London, Ont.
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United Brassfounders, Ltd., Manchester, Eng.
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United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Can. Consolidated Rubber Co., Montreal, Que.
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Bolts, Panic
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Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

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Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
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National Mfg. Co., Sterling, Ill.
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Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
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Butter Workers
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Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Blowers, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.



True Quality Since 1858 —Improved Apace With Progress

It will be a pleasure to give you full details regarding our profitable agency plan. A line from you will not obligate you in any way and will bring particulars by return mail.

R. C. Jamieson & Co. Ltd.

Calgary Montreal Vancouver

Owning and Operating P. D. Dods & Co., Limited



If interested, tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.
Camp Furniture
Otterville Mfg. Co., Ltd., Otterville, Ont.
Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.
Canoes
Canadian Canoe Co., Peterboro, Ont.
Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Cash Carriers
Gipe-Hazard Store Service Co., Toronto.
Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville
The Toronto Lock Mfg. Co., Toronto, Ont.
Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Carpet Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.
Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.
Cable Carriers
Gipe-Hazard Store Service Co., Toronto
Ceilings and Walls, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.
Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.
Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.
Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.
Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Vol-Peek Mfg. Co., Montreal.
Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
Chucks, Tap
Wells Bros. of Canada, Galt.
Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary,
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.
Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.
Clocks
Western Clock Co., La Salle, Ill.
Clothes Racks
Walter Woods & Co., Hamilton.
Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Williams & Co., J. H., Brooklyn, N.Y.
Clippers
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.
Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.
Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont
Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Canadian Woodenware Co., St. Thomas, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.
Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg Man.
Landers, Frary & Clark, New Britain, Conn.
Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Collar Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto, Ont.
Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.
Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.
Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.
Concrete, Reinforcing Steel
Baines & Peckover, Toronto.
Conductor Pipe, Hooks, Heads, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.
Connecting Rods
Williams & Co., J. H., Brooklyn, N.Y.
Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Corner Bead, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Cornices, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Cooking Ware
Corning Glass Works, Corning, N.Y.
Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y
Crowbars
B. J. Coghlin & Co., Montreal.
Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.
Cultivators
C. S. Norcross & Sons, Bushnell, Ill.
Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Clyde Cutlery Co., Clyde, N.Y.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
J. Wiss & Sons, Newark, N.J.
Wilkinson Sword Co.
Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).
Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.
Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.
Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.
Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.
Display Racks and Stands
Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.
Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.
Doors, Screen
Kasement Skrene Dore Co., Toronto.
Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.
Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.
Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.
Doors, Fireproof, Metal
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Bienheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
The Toronto Lock Mfg. Co., Toronto, Ont.
Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.
Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Drills, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.
Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.
Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.
Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Drop Forgings
Williams & Co., J. H., Brooklyn, N.Y.
Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Dusters
Channell Chemical Co., Toronto.
Dynamite
Du Pont American Industries, Wilmington, Del.
Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.
Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.
Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.
Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.
Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Factory Products Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.
Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.
Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man
Toronto Lock Mfg. Co., Toronto.
Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.
Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Superior Electrics, Ltd., Pembroke, Ont.
Electrical Toys
A. C. Gilbert Co., New Haven, Conn.
Electro-plating
Toronto Lock Mfg. Co., Toronto.
Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.
E. T. Wright Co., Hamilton, Can.
Engines
Cushman Motor Works, Ltd., Winnipeg, Man.
Emery Glass and Papers
John Oakey & Sons, London, Eng.
Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.
Alexander Gibb & Co., Montreal, Que.

"Over the Counter"

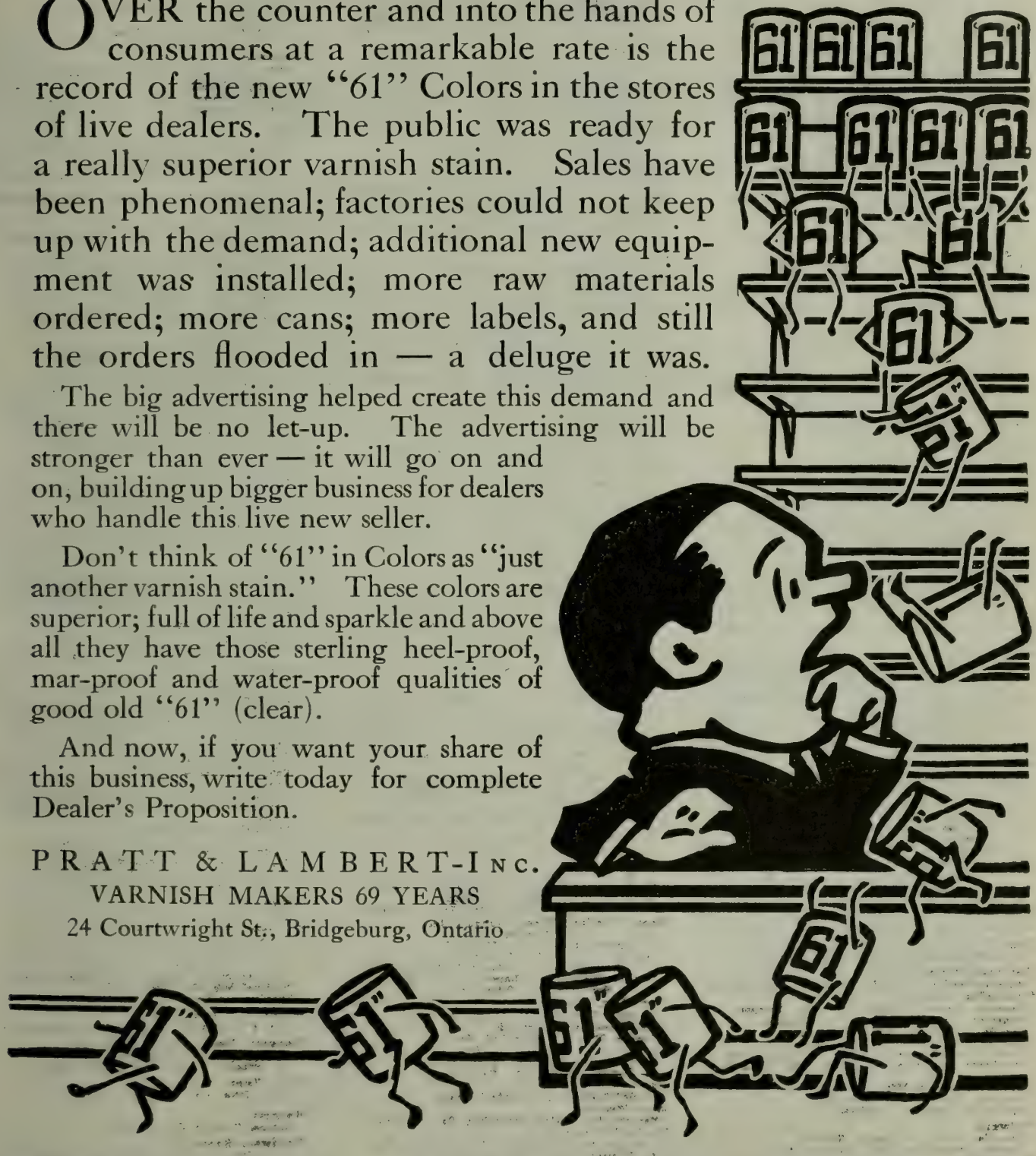
OVER the counter and into the hands of consumers at a remarkable rate is the record of the new "61" Colors in the stores of live dealers. The public was ready for a really superior varnish stain. Sales have been phenomenal; factories could not keep up with the demand; additional new equipment was installed; more raw materials ordered; more cans; more labels, and still the orders flooded in — a deluge it was.

The big advertising helped create this demand and there will be no let-up. The advertising will be stronger than ever — it will go on and on, building up bigger business for dealers who handle this live new seller.

Don't think of "61" in Colors as "just another varnish stain." These colors are superior; full of life and sparkle and above all they have those sterling heel-proof, mar-proof and water-proof qualities of good old "61" (clear).

And now, if you want your share of this business, write today for complete Dealer's Proposition.

PRATT & LAMBERT-INC.
VARNISH MAKERS 69 YEARS
24 Courtwright St., Bridgeburg, Ontario



"61" FLOOR VARNISH
for Floors, Furniture and all Woodwork
Now made in Eight Colors

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THE BUYERS' GUIDE

Eveners
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garaneque, Ont.

Extinguishers, Fire
Great West Electric Co., Ltd., Winnipeg, Man
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fanning Mills
Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.

Fibre Ware
E. B. Eddy Co., Hull, Que.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.

Flag Holders
International Sales Co., Winnipeg, Man.

Flashings, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary,

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.

Forges, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Fixtures, Store
Milbradt Mfg. Co., St. Louis, Mo.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary,
Record Fdry. & Machine Co., Ltd., Moncton, N.B.
Saunders & Co., Montreal, Que.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co, Winnipeg.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Granary Lining
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Gloves
American Pad & Textile Co., Ltd., Chatham, Ont.
Hamilton-Carhartt Co., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont

Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters
Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hammocks
Galt Robe Co., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Barn Door
Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Lonis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hardware Fixtures
Duluth Show Case Co., Duluth, Minn.

Hardware Shelving
Duluth Show Case Co., Duluth, Minn.

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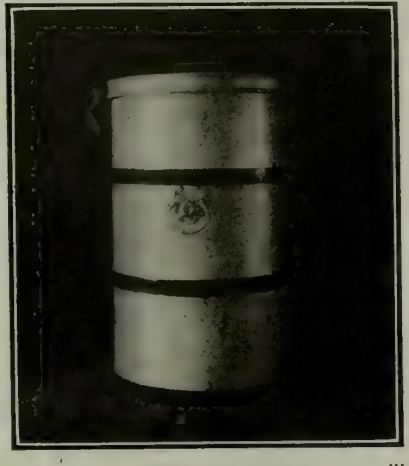
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Montreal

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THE BUYERS' GUIDE

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.
Hatchets
Canada Foundries & Forgings, Ltd., Brockville
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.
Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.
Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Superior Electrics, Ltd., Pembroke, Ont.
Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toront.
Hinges, Ornamental
The Stanley Works, New Britain, Conn.
Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.
Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.
Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
Hoes
Ward & Payne, Sheffield, Eng.
Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Plewes Ltd., Winnipeg, Man.
Horse Singers
Collins Mfg. Co., Toronto.
Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
Horse Nails
C. Kloepper, Limited, Toronto, Ont.
Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.
Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Empire Mfg. Co., London, Ont.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.
Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.
Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.
Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto
Instruments of Precision
L. S. Starrett Co., Athol, Mass.
Ironing Boards
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.
Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont
Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

Iron and Steel, Structural
Baines & Peckover, Toronto.
Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.
Jack Planes
Stanley Rule & Level Co., New Britain, Conn.
Jack Screws
Canada Foundries & Forgings, Brockville, Ont.
Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Japans
Boston Varnish Co., Everett Station, Boston, Mass.
Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.
Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.
Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Kitchen Ware, Transparent
Corning Glass Works. Corning, N.Y.
Knife Sharpeners
J. E. Beauchamp & Co., Montreal.
Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hurton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.
Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.
Ladders, Step, Extention, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
Evan L. Reed Mfg. Co., Sterling, Ill.
Lath, Metallic
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.
Lamps, Nitrogen and Tungsten
Basters Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Churton & Taylor, Toronto.
North American Hardware Co., Ltd., Montreal.
Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.
Lamp Chimneys
Walter Woods & Co., Hamilton.
Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.
Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.
Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal
Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q
Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.
Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.
Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
Stover Mfg. & Engine Co., Freeport, Ill.
Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.
Lath, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.
Lawn Swings
J. E. Beauchamp & Co., Montreal.
Lumber Products Ltd., Winnipeg, Man.
Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Lead, Black
John Oakey & Sons, London, Eng.
Leather Belting and Soles
Beardmore & Co., Toronto.
Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.
Lace Leather
Wm. Taylor, Parry Sound, Ont.
Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.
Lead Washers
Canada Metal Co., Ltd., Toronto.
Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Level Glasses
Stanley Rule & Level Co., New Britain, Conn.
Lighting Systems, Store
Benjamin Electric Co., Toronto.
Lighting Fixtures, Store
Benjamin Electric Co., Toronto.
Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.
Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.
Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.
Toronto Lock Mfg Co., Toronto, Ont.
Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.
Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
Mantles, Gas
Hamilton Gas Mantle Co., Hamilton, Can.
Marine Brass Work
Empire Mfg. Co., London, Ont.
Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.
Matches
E. B. Eddy Co., Hull, Que.
Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Meat Choppers
Landers, Frary & Clark, New Britain, Conn.
Metal Boxes and Drawers
Cameron & Campbell, Toronto.
Metals, Expanded
Baines & Peckover, Toronto, Ont.
Metals, Expanded, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.
Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Mica
A. G. Martin, Ottawa, Ont.
Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
Meters
Canadian General Electric Co., Toronto.
Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.
Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.
Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Mirrors
Toronto Plate Glass Importing Co., Toronto.
Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

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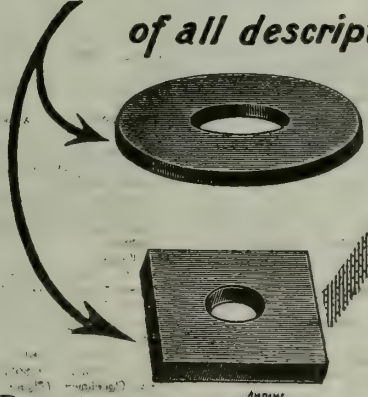
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Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Tarbox Bros., Toronto, Ont.
Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.
Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Que.
Ford Motor Co., Ford Ont.
Motors
Canadian General Electric Co., Ltd., Toronto.
Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
North American Hardware Co., Ltd., Montreal, Q.
Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.
Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.
Neckyokes
Gregg Mfg. Co., Ltd., Winnipeg, Man.
Oakum
Scythes & Co., Ltd., Toronto, Ont.
Oil Cans
Cannon Oiler Co., Keithsburg, Ill.
Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.
Oil, Coal
Imperial Oil Co., Toronto.
Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
Oil Hole Covers
Canadian Winkley Co., Windsor.
Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.
Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.
Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.
Orange Derinders
J. E. Beauchamp & Co., Montreal.
Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.
Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.
Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville
Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville
Ornamental Iron and Wire Work
Dennis Wire & Iron Works, London, Ont.
Packings
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.
Paint, Ready Mixed, Barn, Roof, Flat Wall Concrete, Floor, Cement, Aluminum, Marine
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.
Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.
Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.
Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.
Paper Bags
Walter Woods & Co., Hamilton.
Paper, Wrapping
Walter Woods & Co., Hamilton.
Packing Rubber
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.
Pads
D. Ackland & Sons, Winnipeg.
Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.
Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.
Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.
Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.
Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.
Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pitch
Scythes & Co., Ltd., Toronto, Ont.
Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.
Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg
Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton
Pins, Escutcheon
Parmenter & Bulloch, Gananoque
Pipe Cleaner (sewer and drain)
Chamberlain Desolvo Co., Ltd., Toronto, Ont.
Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.
Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt
Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.
Pipe, Lead
Canada Metal Co., Toronto
Heyt Metal Co., Toronto
Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto
Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto
Planters, Corn
Otterville Mfg. Co., Otterville, Ont.
Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Plowshares
D. Ackland & Son, Winnipeg
Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal
Plumbers' Tools
Empire Mfg. Co., London, Ont.
Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.
John Stevens Co., Ltd., Winnipeg, Man.
Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.
Plates, Plain and Chequered
Baines & Peckover, Toronto.
Polishes, Auto and Furniture
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Polishes, Knife
Jno. Oakey & Sons, London, Eng.
Poles, Electric Light
Northern Electric Co., Montreal
Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.
Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.
Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.
Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.
Powder, Gun
Hercules Powder Co., Delaware.
Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.
Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.
Pumps
Aylmer Pump Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont
The Hurley Machine Co., Ltd., Toronto.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.
Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal
Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto
Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.
Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Radiators
Empire Mfg. Co., London, Ont.
Radiator Valves
Jenkins Bros., Ltd., Montreal
Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.
Rakes
Ward & Payne, Sheffield, Eng.
Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.
Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.
Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.
Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto
Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.
Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Rifles
Harrington & Richardson Arms Co., Worcester, Mass.
Rivets
Parmenter Bulloch Co., Gananoque, Ont.
Stowell Screw Co., Ltd., Montreal.
Roofing, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

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Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

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Ideal Thresher's Machines Oil (for general use).

Automobile Oil and Transmission Greases.



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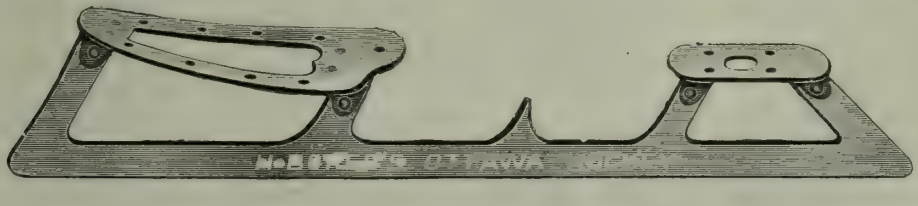
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OTTAWA, ONTARIO

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THE BUYERS' GUIDE

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Rope
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Fred Smith, Toronto, Ont.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Sawset
Chas. Morrill, Inc., New York.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Siding, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Machinery Co., Ltd., Renfrew, Ont.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stowel Screw Co., Ltd., Montreal.

Screw and Bolt Cases
Duluth Show Case Co., Duluth, Minn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Separators
Dominion Sewing Machine & Phonograph Co., Winnipeg, Man.
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg. Man.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
B. & S. H. Thompson, Montreal, Que.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

Shingles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Shower Baths
Empire Mfg. Co., London, Ont.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Skylights, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man

Solderall
Thos Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.
Supplies Ltd., Kentville, N.S.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
Northern Electric Co., Ltd., Toronto
Sharo Spark Plug Co., Cleveland, Ohio.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Stampings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Clare Bros., Preston, Ont.
Bert Conway, Winnipeg, Man.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
Galt Stove & Furnace Co., Ltd., Galt, Ont.
Gurney Foundry Co., Toronto
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
D. Moore Co., Ltd., Hamilton, Ont.
Record Foundry & Machine Co., Moncton, N.B
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves and Ranges, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co. Ltd., Montreal.
O-Rib-O Mfg. Co., Winnipeg, Man.
Safety Stove Pipe Co., Ltd., Toronto, Ont.
Sheet Metal Products Co. of Canada, Toronto.

Steel, Cold Rolled Band
J. N. Warmington & Co., Montreal, Que.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Supply Pipes, Iron and Brass, Bath and Basin
Empire Mfg. Co., London, Ont.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Cistern
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Empire Mfg. Co., London and Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa

Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Scythes & Co., Ltd., Toronto, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q.

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal,
Vokes Hardware Co., Ltd., Toronto, Ont.

Tires and Tubes, Bicycle
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Kribs, Wm. A., Hespeler, Ont.

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg
Can. Blower & Forge Co., Ltd., The, Kitchener.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal
A. C. Gilbert Co., New Haven, Conn.
Lumber Products, Ltd., Winnipeg, Man.



Talk No. One Hundred and Sixty-Six

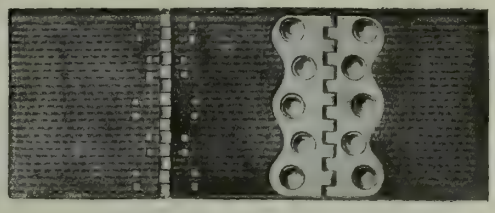
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Made from heavy brass, polished brass finish.
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Chest Handles	Lamp Brackets
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Cast Hatchets	Door Pulls
Lemon Squeezers	Nut Crackers
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THE BUYERS' GUIDE

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Towel Bars
Kinsinger Bruce & Co., Niagara Falls, Ont.
Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont
The Veterans Mfg. Co., East Toronto, Ont.
Troughs
Beatty Bros., Fergus, Ont.
Trammel Points
Stanley Rule & Level Co., New Britain, Conn.
Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.
Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.
Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.
Truing Devices
Cleveland Stone Co., Cleveland, Ohio
Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.
Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal,
Vivid Electric Lamp Co., Toronto.
Turning Tools
Ward & Payne, Sheffield, Eng.
Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Eddy & Co., E. B., Hull, Que.
Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.
Tube Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.
Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.
Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto.
Tubing, Steel
Standard Tube & Fence Co., Woodstock
Turpentine
Brown Corporation, Portland, Maine.
Fred Smith, Toronto.
Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton
Vaccuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal, Que.
Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Milwaukee Valve Co., Milwaukee, Wis.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.
Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
Jenkins Brass Co., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.
Varnishes
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Glidden Varnish Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton
Vehicles, Business
Canada Carriage Factories, Ltd., Brockville, Ont.
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Ford Motor Co. of Canada, Ltd., Ford, Ont.
Ventillators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.
Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.
Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.
Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.
Wagons
Woodstock Wagon Mfg. Co., Woodstock, Ont.
WALLBOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.
Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
The Toronto Lock Mfg. Co., Toronto, Ont.
Otterville Mfg. Co., Otterville, Ont.
Wilkinson & Kompass, Hamilton
Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cushman Motor Works, Ltd., Winnipeg, Man.
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Maytag Co., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Nineteen Hundred Washer Co., Toronto, Ont.
Northern Electric Co., Montreal
John Watson Mfg. Co., Winnipeg, Man.
Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton
Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Wash Tubs
E. B. Eddy & Co., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
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Empire Mfg. Co., London, Ont.
Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
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Swan Mfg. Co., Winnipeg
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Canadian Warren Axe & Tool Co., St. Catharines, Ont.
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Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.
Weeders, Garden (hand)
C. S. Noreross & Sons, Bushnell, Ill.
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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.
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Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
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Rice, Lewis & Sons, Ltd., Toronto
Wm. Stairs, Son & Morrow, Ltd., Halifax, N.S.
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Wood Vallance & Co., Winnipeg, Man.
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B. Greening Wire Cloth Co., Ltd., Hamilton
Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal
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Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton
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Canadian Tube & Iron Co., Ltd., Montreal
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
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Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London
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B. Greening Wire Cloth Co., Ltd., Hamilton
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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Wire Rope
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Wrapping Paper
Alex. McArthur & Co., Montreal, Que.
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Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
Plewes Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y.
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Williams & Co., J. H., Brooklyn, N.Y.
Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.
Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
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Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal
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Canadian Tube & Iron Co., Ltd., Montreal
Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Connor & Son, Ltd., J. H., Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary, Alta.
White Mop Wringer Co., Fultonville, N.Y.
Zinc, Bar
Canada Metal Co., Ltd., Toronto
Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Consult Hardware and Metal Buyers' Guide

If what you want isn't advertised in this issue, consult our Buyers' Directory. If it isn't listed in our Directory, write us and we will give you the information.

Pyrene
KILLS FIRE
SAVES LIFE



Every Dealer in Canada

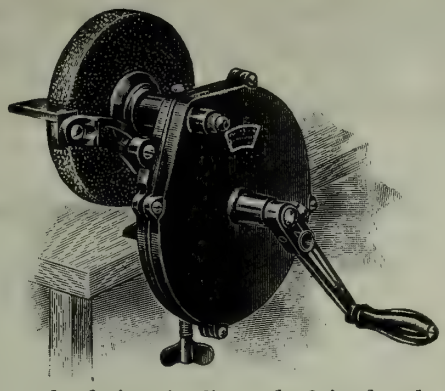
is asked daily for this wonderful little fire fighter.

It is being advertised, that every home, auto, factory etc., will want, and get one. You will be asked for it to-morrow. . . stock it to-day.

Your nearest jobber can supply you or write for literature.

Pyrene Mfg. Co., Ltd.
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The Mehasco Line—well and favorably known throughout the West. Stocked in 4, 5, 6 and 7-inch fine carborundum wheels, spiral steel cut gears completely enclosed and entirely noiseless; working parts run in a bath of oil, no wear and tear. **The Champion** is a cheaper line, but exceptional value. It is stocked in 4, 5 and 6-inch wheels.

MEHASCO

ANOTHER MEHASCO MESSAGE
13

The **No. 6 Tilting Grinder** runs in oil and on ball bearings, is offset from the handle, and is easily adjusted to any position without the use of set screws. The **No. 5 Sickle Grinder** has the gears completely enclosed, and is furnished with two grinding wheels, one for grinding sickles, and the other general purpose farm work. We also have the **No. 60 Power Grinder,** driven by belt. We have a special proposition of a display stand with a one-dozen assortment. Write us for information.

MERCHANTS HARDWARE SPECIALTIES LIMITED
CALGARY

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

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Philadelphia New York
Winnipeg
London, Eng.

K K

You Sell Washing Machines

They are **essential** in these days of need for thrift, saving clothing, time, labor and money.

Do you give thought and care to the **kind** of machines you offer your customers?

The **KRIBS** line is made with such careful selection of wood and such perfect construction (no possibility of shrinking or warping) that you can sell these machines with **honest enthusiasm.** There's a kind for every household. Buyers like the Kribs and tell others.

Find out to-day the **reasons why.**

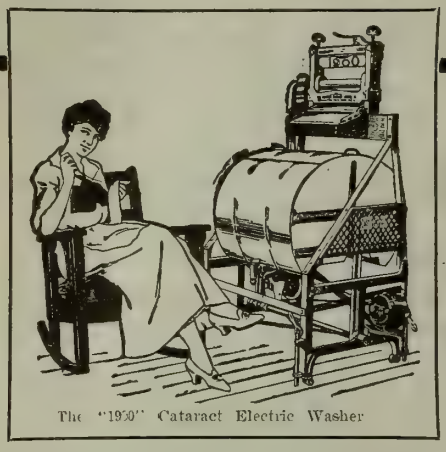
Ask your jobber or write us direct.

WILLIAM A. KRIBS, - Hespeler, Ont.
MAKERS OF FREIGHT HAULING TRUCKS

K K

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Electrical



The "1900" Cataract Electric Washer

The Washers the Women Want

The articles that are in demand are the profitable ones, from the Hardware Man's standpoint. Those that are hard to sell—the unknown ones—prove less lucrative in the long run.

It's Profits That You Want

and you can get them from "1900" Washers.

For more than twenty years we have been making and selling nothing but washing machines—the very best that can be made. Our whole attention has been centred on "1900" Washers, on perfecting and developing new models.

With the addition of our two newest and greatest models, the "1900" line is complete.

The "1900" Cataract Electric Washer

These most modern washers, as well as the other "1900" machines—the Gravity, Water Power and Gasoline Motor Washers—are sold everywhere through our extensive advertising, which is the largest publicity campaign conducted for washing machines in Canada. Inquiries in large numbers result from

The "1900" Agitator Electric Washer

his advertising and these inquiries are turned over to such "1900" dealers as have proven their worth in their different territories.

If there is no one selling "1900" Washers in your territory there is a chance for you. Make use of it by writing to-day to the Wholesale Department.

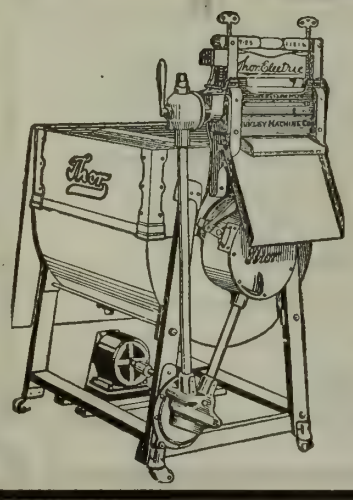
THE "1900" WASHER COMPANY

357 Yonge Street - - Toronto



The "1900" Agitator Electric Washer.

Thor



Wartime Duties

Even now the plants which manufacture the materials for war are calling for more women—men alone cannot meet the demand for labor.

The patriotic housewife will do her own housework and she will insist upon efficient tools to lessen the drudgery.

Thor Washers, Ironer, Vacuum Cleaners give the answer. People simply must have them—and it is your duty to supply them. Start now—increase your stock—the business is yours.

HURLEY MACHINE CO., LIMITED

413 YONGE STREET, TORONTO

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Electrical



The Laco Lamp Store is the Brightest in Town

LACO LAMPS will make *you* money because they will save your customers money. Show them the results. Demonstrate. Put in a Laco display and watch the pulling power of Laco Lamps. We are letting the people know their superior features through our nation-wide advertising. Take advantage of this business by announcing to your customers that you handle Laco Lamps. Your sales will be easy.

LACO LAMPS

Be a "Lighting Specialist"

HAVE the consumer consult you as to the proper lighting for houses, etc. You can do it with the co-operation of our experienced men. Laco Lamps offer the dealer a splendid opportunity because of their undoubted superiority.

The Laco Nitro Lamp

THE "Big Brother" of Laco Tungsten---for larger buildings, includes sizes from 60 to 1000 watts. It is the accepted lamp for store, factory and warehouse use, and you can make "big business" by going after this class of trade.

Laco Lamps, with their Guaranteed Life of 1500 Hours, are the Best Line for Both Buyer and Seller



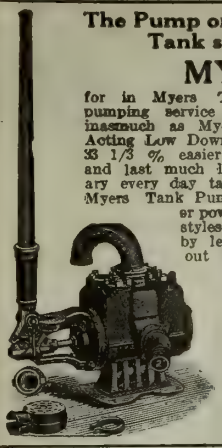
WITH the complete Laco range of stock---with Laco talking points---with Laco continuous advertising, and the interesting pamphlets and show cards we will cheerfully furnish---you can easily corral the lamp trade of your district.

Get In Touch With Our Nearest Branch To-Day!

Canadian Laco-Philips Co. Limited

Montreal Toronto Winnipeg Vancouver

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The Pump on the Threshing Tank should be a

MYERS

for in Myers Tank Pump is found pumping service of exceptional merit inasmuch as Myers Cog Gear Double Acting Low Down Tank Pumps operate 33 1/3 % easier, have larger capacity and last much longer than the ordinary every day tank pump.

Myers Tank Pumps are built for hand or power operation, in several styles, and are distributed by leading jobbers throughout Canada.

It's an easy matter for you to get them quickly, just as it is for you to sell them. Circulars and name of Jobber gladly supplied.

F. E. Myers & Bro.
Ashland, Ohio



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The original and only Genuine Preparation for cleaning Cutlery

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Manufacturers of

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Two Styles. All Lengths

Curtain Stretchers
Tub Stands Ironing Boards
Clothes Bars
Quilting Frames, etc.

Hand Corn Planters
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NOVA SCOTIA STEEL & COAL CO., Limited
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Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

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must be made from specially prepared bars that are

of a Superior Quality

to stand the strain.

We prepare a special grade for this purpose.

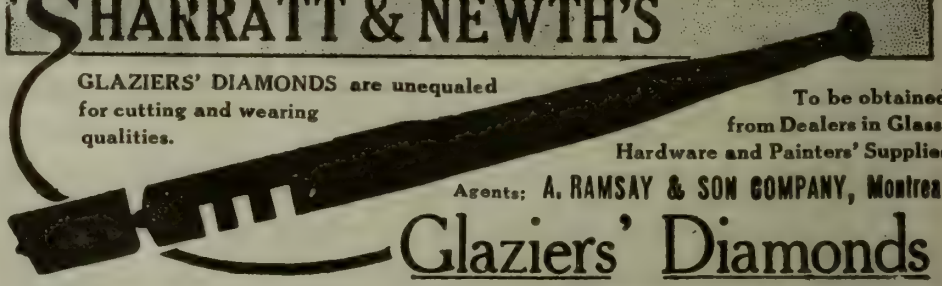
Drop us a line for full particulars and prices.

BISSETT-WEBB, WINNIPEG
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ORDER STAY BOLT QUALITY MADE BY

LONDON ROLLING MILL CO., LTD.
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Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is foremost. Prices right.

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Toronto, Canada



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Hardware Dealers who at one time hesitated on the Babbitt Metal question now find that Owl Metals pay the rent. Try selling Owl Traction Babbitt for Tractors. Owl Babbitt Metal for Thrashers.

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"PEXTO," "STANLEY," "YANKEE," "DISSTON," "LUFKIN," "NATIONAL," "MAYDOLE," "MAPLE LEAF," "TRIMO," "W. & B."

Each name represents a line in which "EVERY TOOL IS GUARANTEED."

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Pure Gum Turpentine and Rosin
of highest Quality, guaranteed at destination to Equal *Government Standards*

Nothing but selected pure Gum Products from Distilleries using the most Modern methods of manufacture and handling and following a strict set of specifications to insure the Highest Uniform Quality.

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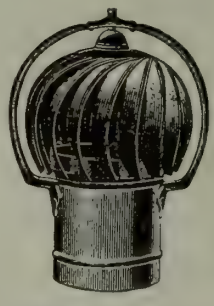
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WE SHIP PROMPTLY



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Conductor-pipe and Fittings

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WHEELER & BAIN
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Russell Jennings

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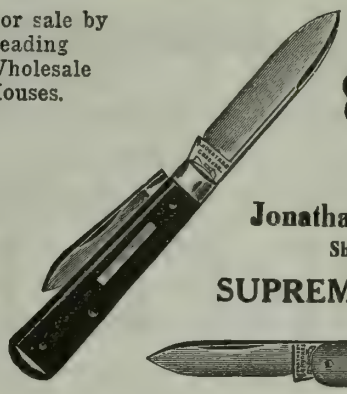
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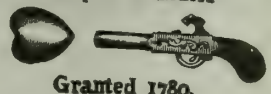
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Granted 1780.

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Sheffield, England

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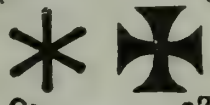
JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK



GRANTED 1682.

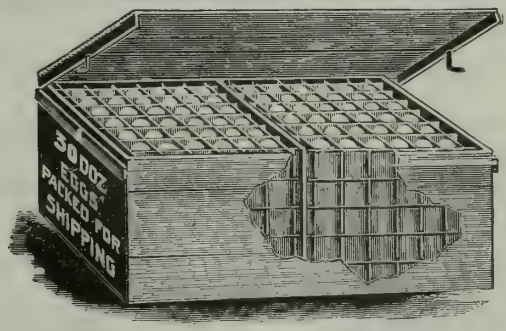
By seeing that thi exact mark is on each blade

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James Hutton & Company

MONTREAL

THE MILLER BROS. CO., LIMITED



Manufacturers of

White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

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Here Is Your Way to Profits in the Trapping Season!!

New Humane Collapsible Animal Trap is Superior to Any Other Trap

This is the only collapsible animal trap on this continent. Retails at $1.50

Its method of construction is very simple, and easy to set—far less trouble is experienced than in the spring trap.



It is a surer catch than the spring trap, and in no way injures the fur.

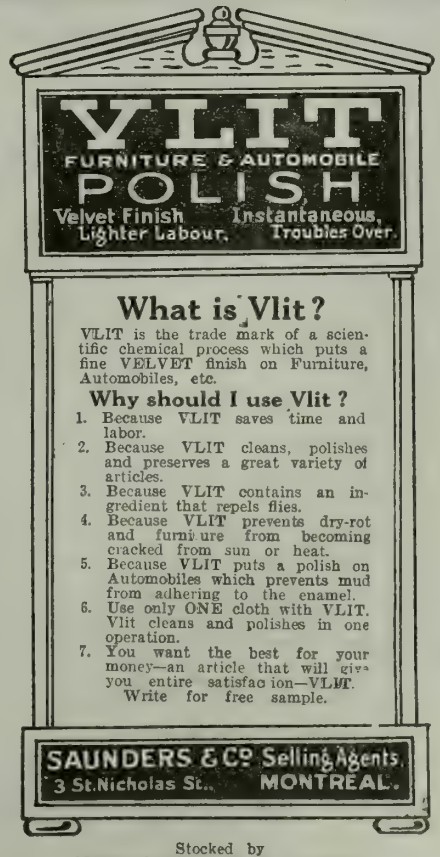


It is freeze-proof and rust-proof—weighs only 1½ pounds, and can be carried in an overcoat pocket with ease.

Note: In this company every man is a returned fighter.

The Veterans Manufacturing Co.

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Stocked by
Messrs. Frothingham & Workman, Limited, Montreal.

Retails at 15c, 25c and 50c
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bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.



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Peterboro, Canada
Established 1885
MANUFACTURERS OF
BUILDERS' HARDWARE
Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

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Write for evidence of direct results secured by advertisers in these numbers.

HARDWARE AND METAL
143-153 UNIVERSITY AVENUE - TORONTO
OFFICES ALSO AT WINNIPEG, MONTREAL, NEW YORK, CHICAGO, BOSTON, LONDON, ENG.

100% Profit!

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Number 2

Wright Trawling Spoon Baits are superior in every respect, run very smoothly, have less resistance and least friction of any bait made.

Manufactured in two sizes, 5½ and 6-inch blades. Each design made in two lengths mentioned, and are of best hard spring brass plate and wire. Hooks and swivels made of very best material. Entire bait is brass except hook. Baits are beautifully constructed, which photographs show, are nickel-plated on both sides and highly polished.

DESIGN No. 2 is a similarly constructed bait, except that it has no lead sinker attached. A slot is cut in centre of blade allowing the spindle to pass through the blade, thereby allowing the blade to revolve more centrally. It is a very attractive bait.

No. 25½" .....Blade 5½"
No. 26 .....Blade 6"

Dealers' Price .....$7.00 per dozen
Sell .....$1.15 each

DESIGN No. 3 is made along the most familiar lines. It is plainly constructed, the spindle passing along the side of the blade. It is very neatly made and also very attractive.

No. 35½ .....Blade 5½"
No. 36 .....Blade 6"

Dealers' Price .....$6.50 per dozen
Sell .....$1.00 each



Number 3

Thoroughly tested and pronounced to be best bait on the market. Specially adapted for heavy game fish.

A look at and a trial will convince you that they are all that is said of them.

T. I. Thompson, Limited

Owen Sound, Ont.

If interested, tear out this page and place with letters to be answered.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

METAL STAMPINGS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

ALLEN FLUX

Non Acid Soldering Flux

For soldering copper, brass, aluminum galvanized iron, black iron, any metal to any metal. Makes a joint three times as strong as acid flux.

Stick Paste--Liquid--Salts

Send for samples to **Bissett & Webb, Ltd.**
126 Lombard St., Winnipeg, Can.



TRADE SAWYER MARK Registered

STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG
A good concern to do business with

PATENTS

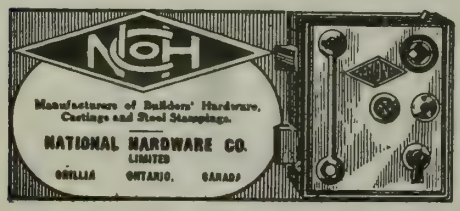
PATENT YOUR IDEAS

Get list wanted by manufacturers and our "Reference Guide for Inventors." Send sketch for free report as to patentability. Patents secured or our fees returned.

Harold C. Shipman & Co., Patent Attys.
Central Chambers, Ottawa, Canada

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



GLUE

For all purposes, none better made, all qualities. Send for list prices and samples.

DOMINION GLUE & EMERY CO.,
268 Centre St., Montreal.



STOVE & ELECTRICAL
MICA

Stove mica in assorted sizes for the trade

A. G. MARTIN
234-236 Besserer St.
OTTAWA, ONT.

BATH ROOM FITTINGS

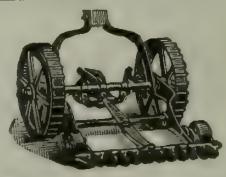
K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE, WE GUARANTEE

AUTO ACCESSORIES

THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO. Dixon, Ill.



NORCROSS
Garden Cultivator-hoe

"Used the World Over"
Send for Catalog

C.S. Norcross & Sons, Bushnell, Ill.

WASTE PAPER BALERS



"Turn Waste into Profit."

Reduce your fire risk and keep your place clean.

Made in 12 sizes.

Send for catalog.

Climax Baler Co. Hamilton, Ont.



DENNISTEEL

Made in Canada

Lockers for Factories Stores, Offices Etc.



STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.





Say you saw it in HARDWARE and METAL

Wanted

HELP WANTED

WANTED—HARDWARE SALESMAN, APPLY giving plenty of information, experience and salary expected to Mills Hardware Co., Hamilton.

SITUATIONS WANTED

CATEGORY C, SINGLE MAN, THIRTY YEARS of age, seeks permanent position with good salary to start, and prospects for future; twelve years' experience in hardware, wholesale and retail, also three years on the road. Capable of managing large concern. Prefer large town or city. Send your proposition in detail. I will satisfy you as to my ability. Apply Box No. 93, Hardware and Metal, Toronto.

EXPERIENCED HARDWARE SALESMAN now in retail store desires position as city representative for wholesale hardware or manufacturer soliciting business from retail trade. Have car which would be placed at disposal of firm for city business or immediate vicinity. Twelve years' experience; not subject to draft. Box 94, Hardware and Metal.

AGENCIES WANTED

DESIRED BY RESPONSIBLE FIRM HAVING representatives calling regularly on the hardware trade, fence dealers, and kindred trades in Eastern Ontario and Quebec, sale or exclusive agency for some staple line which might interest any of above trades. Communicate with P.O. Box 1842, Montreal.

MANUFACTURING AGENCIES WANTED FOR builders' hardware, cutlery, tools, auto accessories etc. Could carry a stock. For further information write Box 90, Hardware and Metal.

AGENCY WANTED FOR QUEBEC. SALARY or commission. First-class references. Write A. S., 154 Desfranciscains, Quebec.

FOR SALE

HARDWARE BUSINESS IN PORT DOVER. Stock and fixtures about $4,500. Reason for selling, ill health. J. G. James, Port Dover, Ont.

HARDWARE IN ONE OF BEST SMALL towns in Saskatchewan, in splendid district that has never known a crop failure. Stock, fixtures and property, $15,000; turnover, $30,000 annually. No better buy in Canada. Half cash, balance easy, or will take choice half section improved land at good value, with or without stock and implements and balance cash. Box 98, Hardware and Metal.

A SPLENDID OPPORTUNITY TO BUY PROperty, store and hardware stock, 1¼ acres of land; house in connection; store lighted by gasoline; good barns and sheds; location main road; splendid locality for garage. This business promises splendid opportunities. Good reasons for selling; help short. Established 25 years, Box 94, Bailieboro, Ont.

FOR SALE—HARDWARE AND FURNITURE business in the best district in the West. Stock about $5,000, fixtures $500. Building can be bought or rented. Owner must sell. Very little cash will handle this. Box 92, Hardware and Metal.

READY FOR SHIPMENT, 2,000 WELL-FINished children's sleds, assorted sizes, offered in lots 200 and over. Prices low. Write Box 98, Hardware and Metal, 128 Bleury St., Montreal.

HARDWARE—AN OLD ESTABLISHED HARDware, stove and house furnishing business, in a good Western Ontario town, and a fine farming district. Box 767, Hardware and Metal.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

STOVE REPAIRS FOR GARLANDS, PEN Esthers, Acmes, Sunlights, Silver Kings, Souvenirs, Welcomes, Crown Hurons, Peninsulars, Jewels, Pandoras, Favorites, Imperial Oxfords, and all kinds of Ranges and Heaters. Write for list and prices. Grundy Bros., Strathroy.

The Cost of Selling

SCARCELY necessary, is it? to protest that you must spend some money, much or little, to keep yourself and your merchandise known to your customers and should-be customers.

This you admit, but—DO YOU FOLLOW CLOSE UP THE LEAD OF YOUR CONVICTION?

Are you spending the money?

Let's look at the cost of close up work in

The FARMER'S MAGAZINE

A half-page 12 times will cost you $367.20 ($30.60 per insertion). A full page, $714.00 ($59.60 per insertion).

Not a heavy annual cost to canvass the choicest class of farmers in this country—farm homes of greatest prosperity, progressiveness and capacity.

But—are you keeping a salesman always on the job?

You should—and can, at so low a price.

Write in about it.

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Hardware Merchant's Influence

¶The local hardware merchant exerts a great influence throughout the district in which his store is located. The majority of hardware merchants have been established for many years; they are reputable merchants who have built up their businesses on sound business principles and who have endeavored in every possible way to give the best possible service to their customers and supply them with goods which will give satisfaction.

¶Is it any wonder, therefore, that when customers visit the store of a well-known and long-established hardware merchant, they consider him an authority on lines which he is selling and will usually follow out his recommendation regarding the lines which they wish to buy. Actual investigations have proven that in the majority of cases customers place absolute confidence in the recommendation of their local dealer.

¶The chief problem, therefore, confronting the manufacturer who wishes to distribute products to the hardware trade or to introduce new lines, whether direct or through wholesalers, is to sell the hardware merchant and his sales staff. When you sell the hardware merchant and his salesmen on your line, you can rest assured that you have then gained the co-operation of the strongest retail selling force in the Dominion.

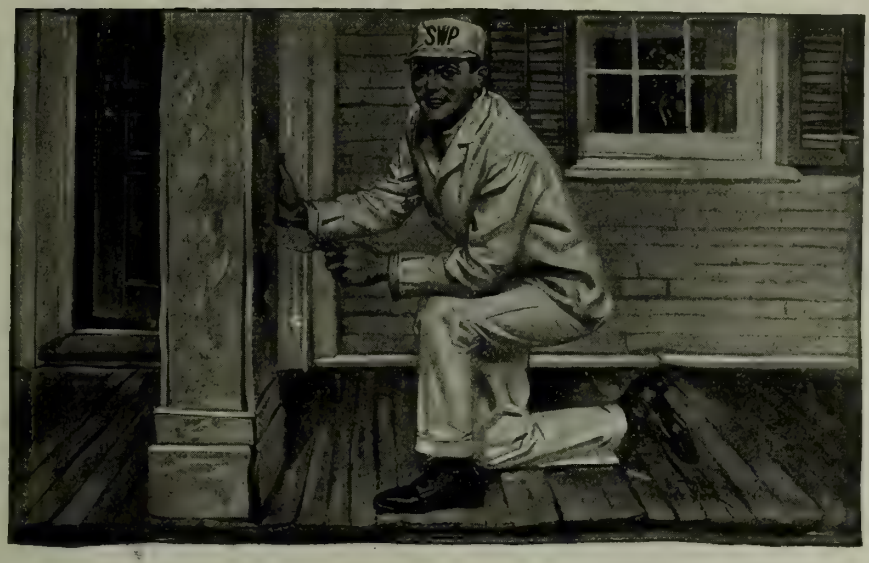
¶Practically every worth-while buyer and seller of hardware in Canada can be reached through the advertising pages of HARDWARE AND METAL. The keenest hardware buyers in Canada are the closest readers of the advertising pages in HARDWARE AND METAL, because it pays them.

Fall Business

is

GOOD BUSINESS

Your Painters Want S W P



Your Customers Want S W P

Cash In On S W P Sales

TAKE advantage of the extensive advertising campaign which we are running this fall, creating a big demand for S.W. Products.

Here is a big opportunity to increase your sales and profits. Order your paint requirements, so that you will have the goods in stock when your customers call. Delay means loss of sales, customers and profits.

The S W Agency is the Money Maker for you

THE SHERWIN-WILLIAMS CO.

of Canada, Limited

PAINT, VARNISH & COLOR MAKERS

LINSEED OIL CRUSHERS

MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.

McKinnon Industries Limited

St. Catharines, Ontario



Improved No. 1 Valve Spring Lifter

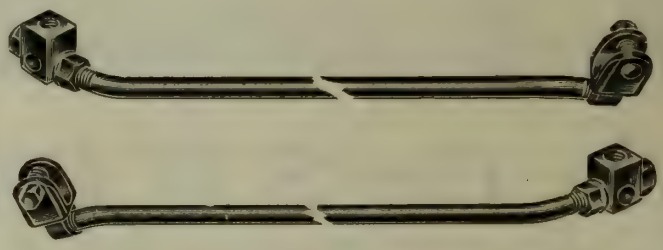
For Ford Cars

A FEW FACTS:

1. Specially designed for Ford Cars.
2. This Lifter is made of strong, tough, malleable iron.
3. Can be folded together, occupying very little space in tool chest or roll.
4. The improved ratchet holds the lifter in any desired position when compressing a valve spring.
5. You have the free use of both hands.
6. The springs are made from selected spring stock.
7. The slot at the end of arms is **WIDE** and the stock heavy.
8. Length overall, 8¾ inches.
9. Weight for mailing, approximately 1 lb.
10. Carefully packed in carton properly labelled.

LIST PRICE

No. 1 .... 65 cents each



Auxiliary Radius Rod

for Ford pleasure Cars and Ford One-Ton Trucks

You will add 100% to the strength of Axle and Radius Rod already on Ford Cars.

The Clamps are Solid and of Selected Malleable Iron. The Bar is **SOLID** ⅝-inch, carefully selected material and machine threaded. The finish is black Japan, properly baked on.

NOTE, **Mr. JOBBER:**

All "Ford" One-Ton Trucks should be equipped with McKINNON HEAVY RADIUS RODS.

WEIGHT .....8 lbs. per Set

LIST PRICE .....$3.90 per Set

McKinnon Industries Limited

St. Catharines, Ontario

FEATURING HOUSEHOLD HARDWARE

HARDWARE AND METAL

Vol. XXX
No. 40

PUBLISHED EVERY SATURDAY SINCE 1888

October 5
1918

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

"use RAMSAY'S PAINT please"



Manufactured by A. RAMSAY & SON COMPANY Established 1842
TORONTO MONTREAL VANCOUVER



High Speed Bench Grinder

The Goodell-Pratt High Speed Bench Grinder No. 485 will stand a most critical structural or practical comparison. It is a speedy, powerful, compact, serviceable machine of great durability that will enable the user to sharpen edge tools with a surprising degree of smoothness and ease.

A series of completed enclosed gears, which are packed in grease for proper lubrication and smooth running, revolve the high grade 5 x 1 inch abrasive wheel 22 times to each turn of the crank.

An exceptionally good tool for the home workshop, garage or tool kit.

Makers of Mr. Punch

Goodell-Pratt Company

Greenfield, Mass., U.S.A.

Toolsmiths



RICE LEWIS & SON LIMITED TORONTO HARDWARE ESTD 1847

Household Goods

—feature them this month, everything from "Pyrex" ware to housecleaning requisites

With the many home changes during the month of October come requirements which must be met on short notice by the householder.

Thanksgiving, too, brings demands, especially in table and cooking ware.

Be ready to meet the needs of your patrons. The following are a few suggestions:

"Pyrex" TRANSPARENT Ovenware

No kitchen equipment is complete without at least a few pieces of "Pyrex" ovenware — glass utensils which stand the heat of baking (guaranteed). "Pyrex" helps save food, bakes quicker than other wares, does not burn food, keeps hot for a long time, lessens drudgery of dish-washing, lends beauty to the table, is practical in the kitchen.

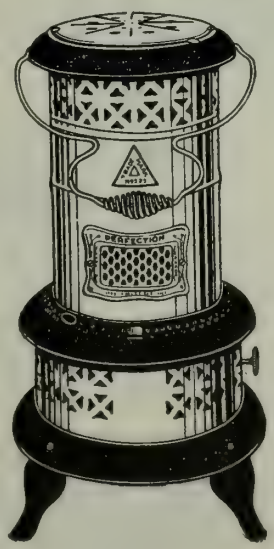
"Pyrex" is a big seller—well advertised.

Send a trial order for best selling lines.

Fall CLEANING TIME Requisites

Changes made necessary by moving always calls for a great many odds and ends in house-cleaning lines—temporary heating appliances, such as electric and oil heaters, cleaning utensils, mops, dusters, carpet sweepers, vacuum cleaners, polishes, disinfectants, etc. How are your stocks?

Don't wait for the Rice Lewis & Son traveller. Mail your order.



Perfection OIL Heaters

The shortage of coal has no terror for the family who have a "Perfection" Oil Heater or two ready for immediate action. There is no shortage of kerosene oil, and it is always easily obtained, so that the "Perfection" need never be without fuel and the home without heat. We have anticipated a big demand and can supply the dealer on short notice. Don't let your stock get low. **Reorder to-day.** New list prices in effect:

No. 520—$7.25	No. 530—$ 8.25
No. 525—$7.00	No. 630—$10.25

Hotpoint ELECTRIC Appliances

Trim up your front showcase and window with a good showing of Hotpoint Electric Appliances. It may be early for Christmas suggestions, but the power of suggestion is strong, besides electric appliances are of every-day use in the average home to-day. Keep them to the front.

Push "Samuels'" Canada Ash Sifter for the next few weeks.

RICE LEWIS & SON, LIMITED

VICTORIA STREET, TORONTO

If interested, tear out this page and place with letters to be answered.

Food Will Win the War —Don't Waste It

Be a recruiting station for the enlisting of the great Army of Canadian housewives in the "War Against Waste."

Equip them for action with the UNIVERSAL "Win the War" utensils.

Hundreds of housewives have found UNIVERSAL Home Needs helping in the task of "Winning the War in the Kitchen."

UNIVERSAL



UNIVERSAL
Bread Maker—saves wheat, makes war bread without waste.



UNIVERSAL
Food Chopper — saves food, makes left-overs into palatable dishes.



UNIVERSAL
Percolator — makes better coffee from less coffee with all its strength and aroma preserved.

LANDERS • FRARY & CLARK

• NEW BRITAIN CONNECTICUT •

Canadian Representative: A. MacFarlan & Company, Montreal

If interested, tear out this page and place with letters to be answered.

Well-made Service-giving



DISSTON
PLUMBS and LEVELS

you will find they stand in a class apart from others in regard to Quality of Material, Workmanship, Efficiency and Beauty of Finish.

DISSTON BRAND TOOLS

do give satisfactory service

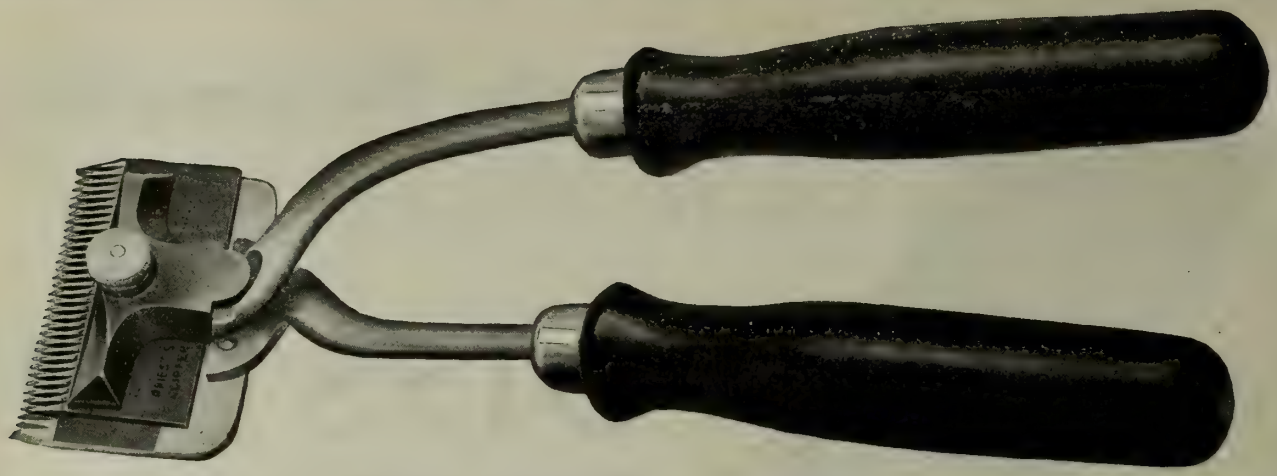
We are Headquarters For
DISSTON BRAND TOOLS

SOLD FOR NEARLY FIFTY YEARS

LEWIS BROS., LIMITED
MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If interested, tear out this page and place with letters to be answered.



Priest's Horse Clippers

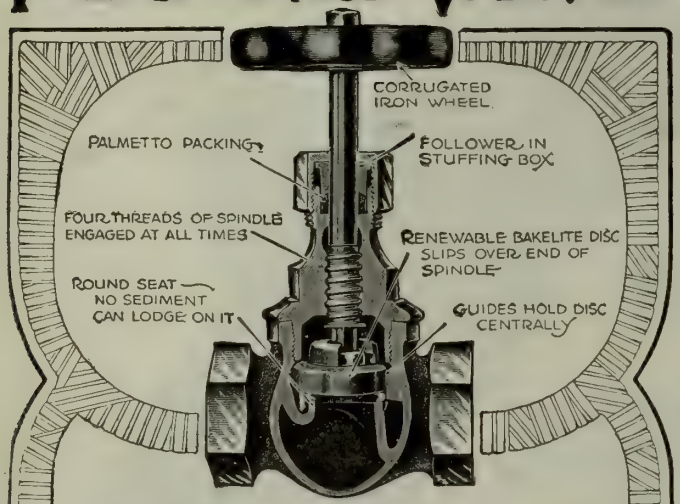
The line of Priest's Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York City

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary Vancouver, Victoria.

When in need of

Wrapping Paper
Twines & Cordage
Brooms Brushes Baskets
Grocers' Sundries

Walter Woods & Co.
Hamilton & Winnipeg

If interested, tear out this page and place with letters to be answered.



National No. 806

Garage Door Set

The Sign of a National—

Note the neat, clean appearance from the outside. No structural iron work is visible, track and hanger being on the inside. Note also how the one door opens without disturbing the others, thus giving free access to the garage without necessitating opening of all doors.

These are two of the features which recommend this set to builders and motorists.

This set opens the doors inwards, preventing any trouble from ice and snow. Its action is easy and certain, without friction or binding. The Hanger operates on a swivel, which permits the wheels to follow the track without sticking. A gentle push opens the doors; a slight pull closes them.

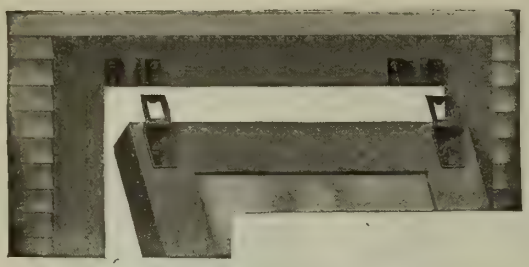
Set No. 806 *includes*: *No.* 27 *Latch,* 1 *Swivel Hanger,* 6-*foot Braced Rail,* 4½ *pair* 4 *x* 4-*inch Jap. No.* 505 *T. P. Butts,* 1 *No.* 820 *Chain Bolt,* 1 *No.* 830 *Foot Bolt,* 1 *No.* 5 *Pull,* 1 *No.* 30 *Safety Hasp* (4½-*inch*), *and all the necessary bolts and screws.*

National Manufacturing Company

STERLING, ILLINOIS

Canadian Eastern Representative: Richardson & Bureau, 155 St. Francois-Xavier Street, Montreal

If interested, tear out this page and place with letters to be answered.



No. 1717 Hanger applied to window, holds sash secure and prevents rattling.



No. 1719 Fastener applied to window, holds sash open and when closed is self-locking.

LESS COAL TO BUY

Point out to your customer that Storm Sash hung with

PEERLESS STORM SASH HARDWARE

Makes window weather-tight, prevents drafts, and conserves fuel.

PERMITS HANGING SASH FROM INSIDE

For ventilation, or washing windows, the fastener holds sash securely open and when closed, locks automatically.

Feature this line; it will pay big profits.

Manufactured by

Canada Steel Goods Co., Limited

Hamilton, Canada

Use FAULTLESS Casters

A WORD FROM YOU PUTS ALL OUR CASTER EXPERIENCE AT YOUR SERVICE AND BRINGS YOU A COPY OF FAULTLESS CATALOG "G"



Casters that roll easily across the floor —and smoothly. No chatter—no unsteadiness.

Simple construction — no complicated parts to get out of order, nothing to retard easy movement. Strong—plenty of metal in required places to resist strains.

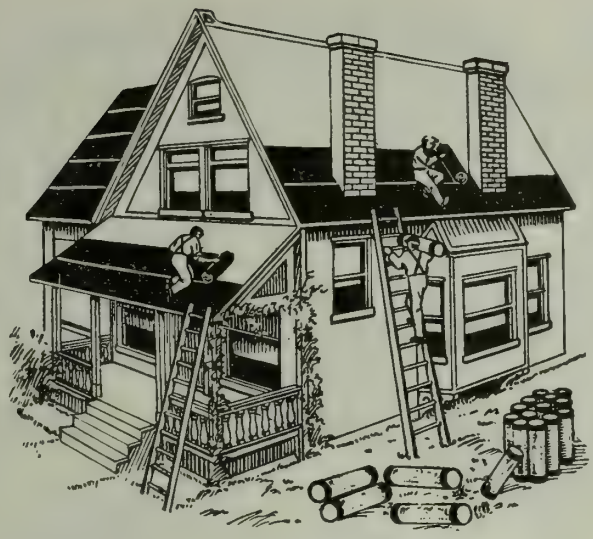
Silent—neat appearing—a real necessity to YOUR furniture, these FAULTLESS CASTERS.

Made with lignum-vitae, steel, leather, fibre and felt wheels, in all finishes.

Faultless Caster Company

EVANSVILLE, INDIANA

If interested, tear out this page and place with letters to be answered.



SAMSON ROOFING

In these days of increasing difficulties of manufacture, as well as increasing material and labor costs, it is well to remember that Samson Roofing is still made of the same high-grade materials —the same efficient workmanship.

YOU CAN'T BEAT IT FOR GOOD SERVICE

HOWLAND'S SAMSON QUALITY
H. S. HOWLAND SONS & CO. TORONTO

H. S. HOWLAND, SONS & CO. LIMITED

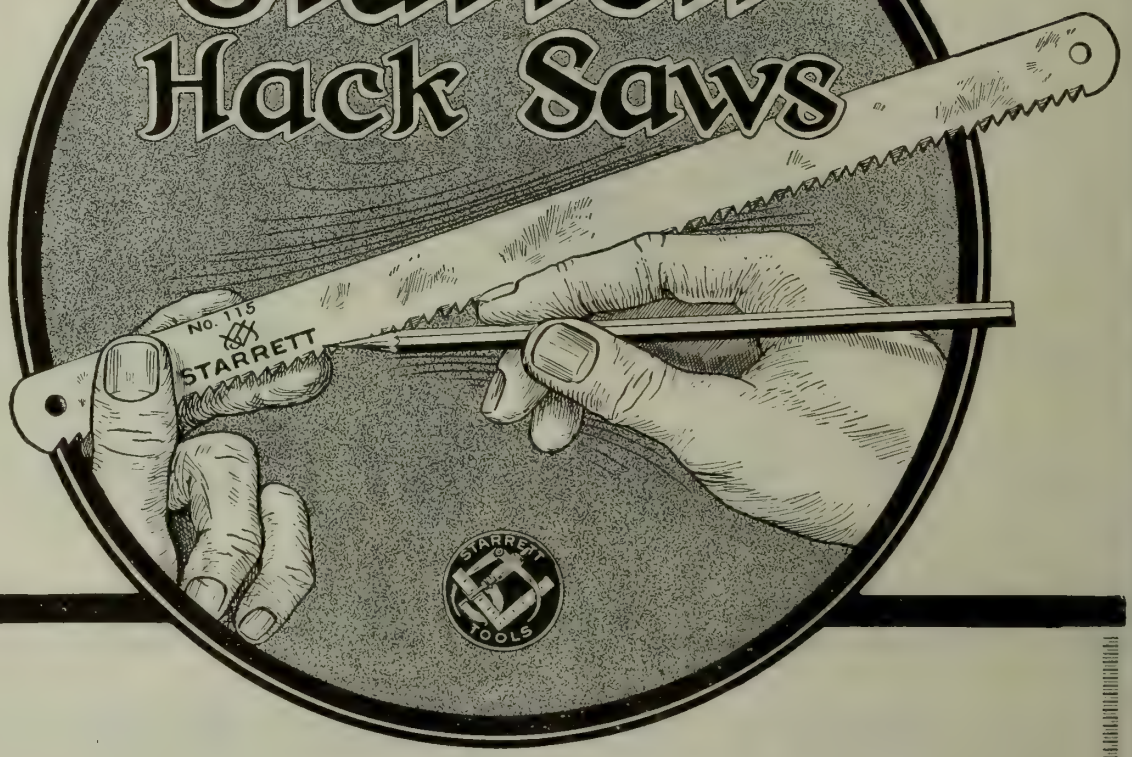
WHOLESALE HARDWARE

138 West Front Street :-: TORONTO

HOWLAND'S SAMSON QUALITY
H. S. HOWLAND SONS & CO. LIMITED TORONTO

If interested, tear out this page and place with letters to be answered.

Sell your Customers Starrett Hack Saws



STARRETT HACK SAWS will give them more satisfactory results, because they cut faster, last longer, save much time and labor cost. There is a saw for every metal and every shape of stock. The Starrett Hack Saws reflect that quality and inherent goodness the same as Starrett Tools reflect excellence. The Starrett Chart MA will help you offer your customers a service they will appreciate.

Write for chart and catalog No. 21MA

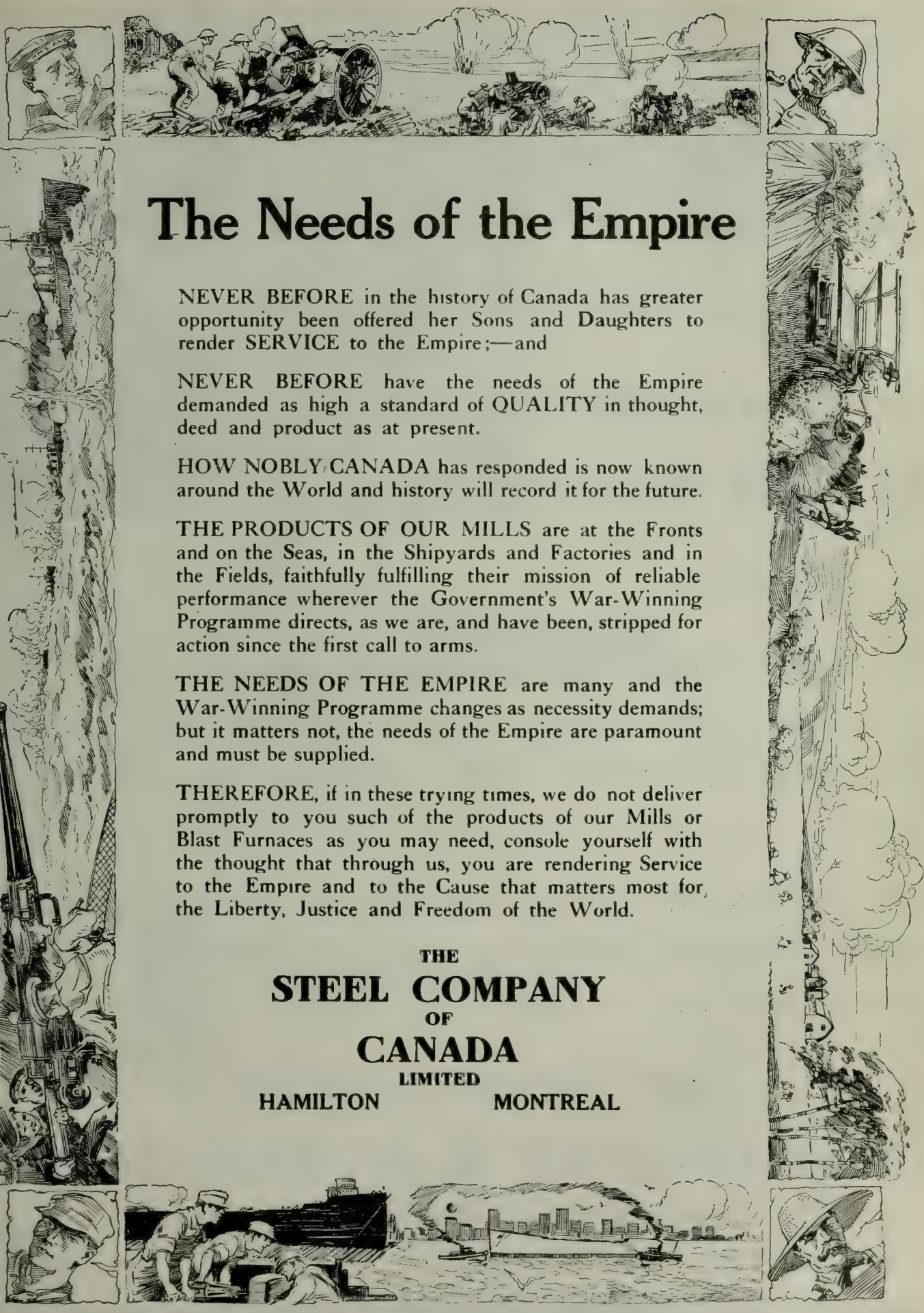
THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Mfrs. of Hack Saws Unexcelled

ATHOL, MASS.

42-886 NEW YORK LONDON CHICAGO

If interested, tear out this page and place with letters to be answered.



The Needs of the Empire

NEVER BEFORE in the history of Canada has greater opportunity been offered her Sons and Daughters to render SERVICE to the Empire;—and

NEVER BEFORE have the needs of the Empire demanded as high a standard of QUALITY in thought, deed and product as at present.

HOW NOBLY CANADA has responded is now known around the World and history will record it for the future.

THE PRODUCTS OF OUR MILLS are at the Fronts and on the Seas, in the Shipyards and Factories and in the Fields, faithfully fulfilling their mission of reliable performance wherever the Government's War-Winning Programme directs, as we are, and have been, stripped for action since the first call to arms.

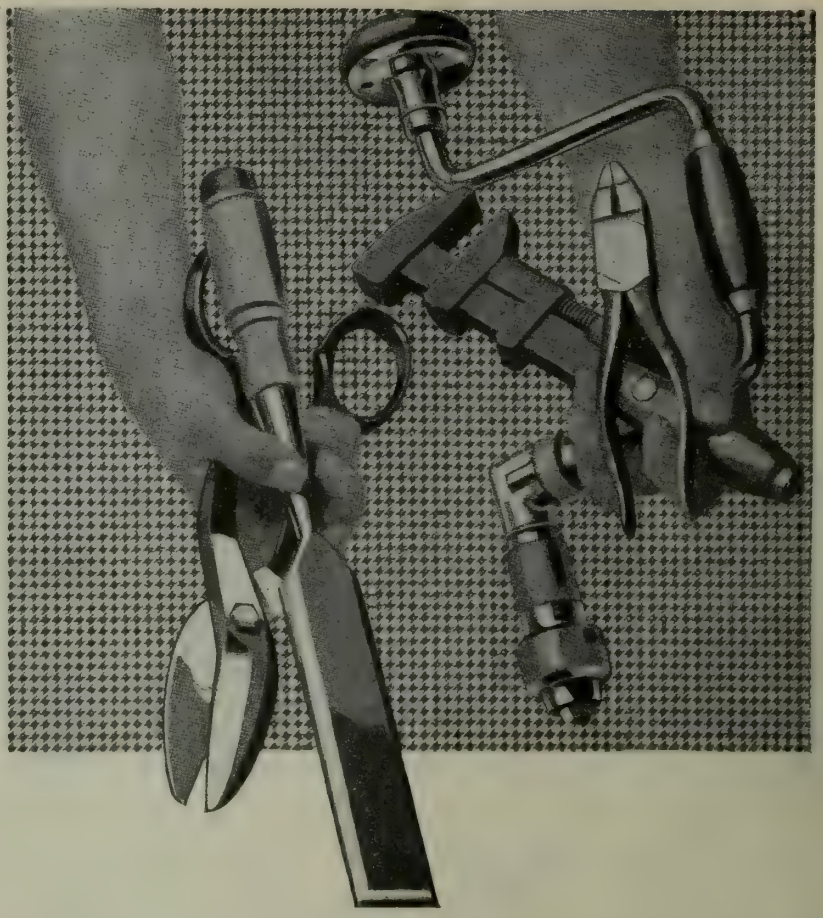
THE NEEDS OF THE EMPIRE are many and the War-Winning Programme changes as necessity demands; but it matters not, the needs of the Empire are paramount and must be supplied.

THEREFORE, if in these trying times, we do not deliver promptly to you such of the products of our Mills or Blast Furnaces as you may need, console yourself with the thought that through us, you are rendering Service to the Empire and to the Cause that matters most for, the Liberty, Justice and Freedom of the World.

THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON MONTREAL

If interested, tear out this page and place with letters to be answered.

We Sell Everything In The Hardware Line At Right Prices



We want you to try our mail order services. You will agree with the rest of F. and W. patrons that for quality, prices and service we cannot be beaten.

Remember, all our goods are sold under the manufacturers' own name---no private brands. We sell everything in the Hardware Line.

Send your next mail order to

FROTHINGHAM & WORKMAN, LTD.

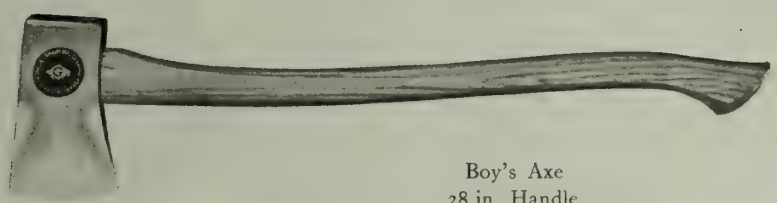
"Canada's Oldest Established Hardware House"

199-203 St. Paul Street - - Montreal

If interested, tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

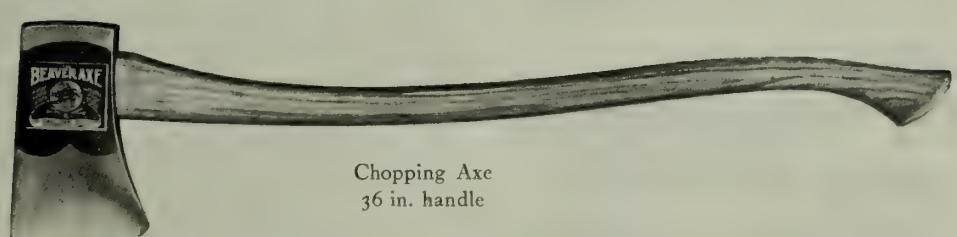
Hunters' Requirements



Boy's Axe
28 in. Handle



Hunter's Axe
14 in. handle



Chopping Axe
36 in. handle

The hunting season is rapidly approaching and we would ask you to order your supplies *at once* so as to receive delivery, as the growing scarcity in the material markets makes later shipments uncertain.

Produced at

THE JAMES SMART PLANT

BROCKVILLE, ONT. WINNIPEG, MAN.

If interested, tear out this page and place with letters to be answered.

The Blacksmith, the Carpenter, the Local Garage and Every Manufacturer in Your Neighborhood Uses Files

These men will buy "Famous Five" files without question because they know them to be standard grade tools; hard, sharp, and well balanced.

That's why it will pay you to sell them.

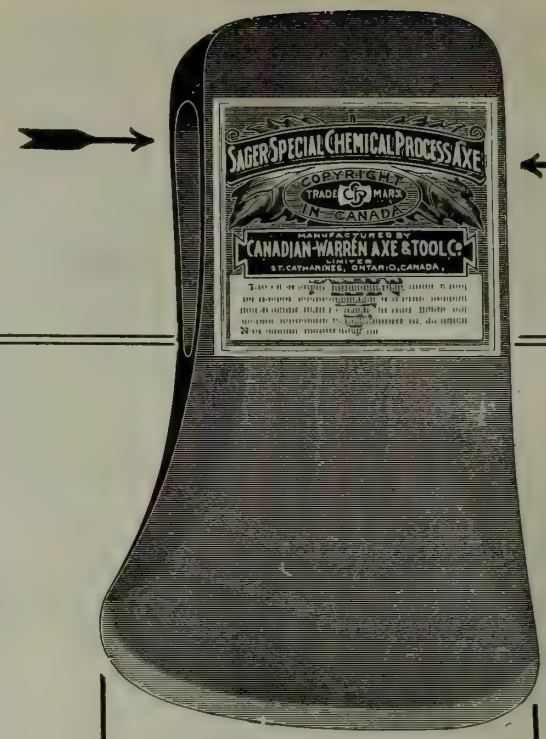
Specify "Famous Five" when ordering from your jobber.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



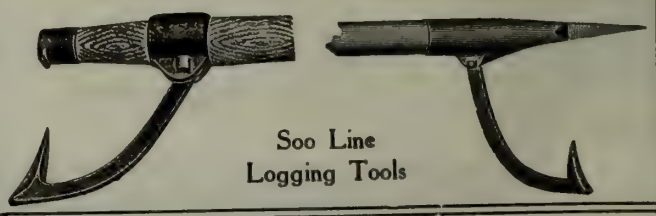


WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian Warren Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

If interested, tear out this page and place with letters to be answered.

"Quality METALLIC First"

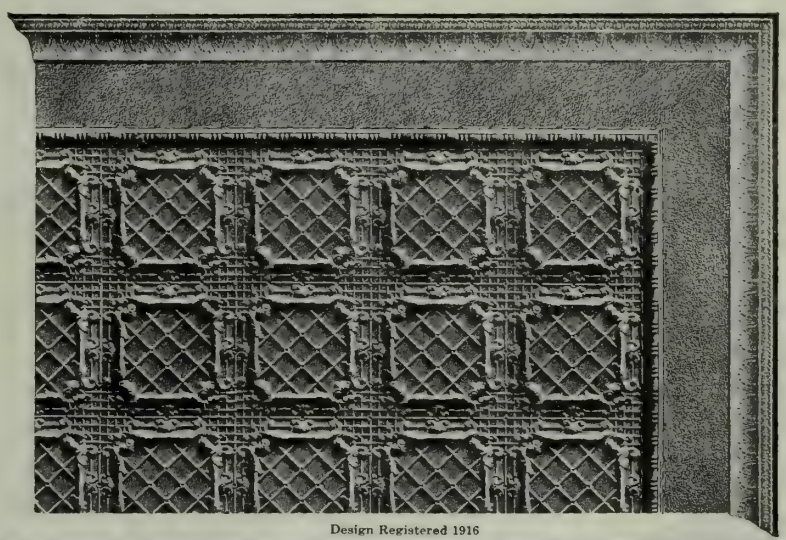
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

"Metallic" never cracks or falls off

In being put up it doesn't fill the place with dirt, muss, fuss and dust like lath, plaster and wall-paper. And "Metallic" is *easy* to put up—it's clean, sanitary, washable, paintable and permanent.

We help you land the business. Write to-day for catalogue and full information.

Stock carried by
GEO. W. REED & CO., LTD.
37 St. Antoine Street, Montreal



Design Registered 1916

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

PRESIDENT OF THE SUPERIOR JURY

DIRECTOR OF EXHIBITS

SECTY OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



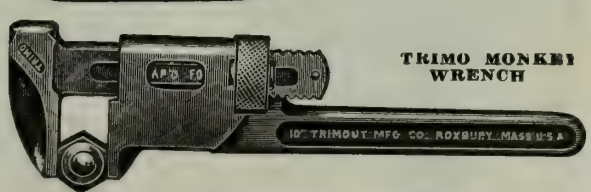
TRIMO PIPE WRENCH WOOD HANDLE



TRIMO PIPE WRENCH STEEL HANDLE



TRIMO PIPE CUTTER



TRIMO MONKEY WRENCH



TRIMO CHAIN WRENCHES

WITH FLAT-LINK OR CABLE CHAIN

NAILS

Wire Nails

All Standard and Special Gauges

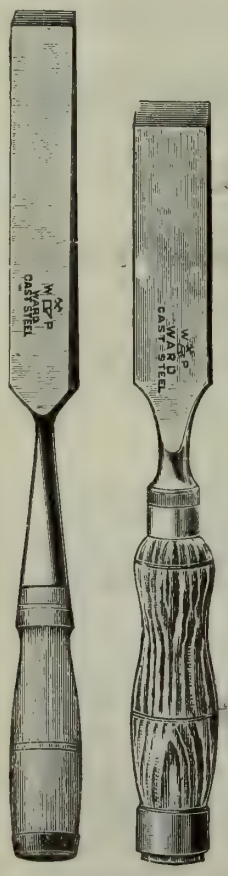
Nail Wire, Rivet Wire

Oiled and Annealed Wire—Galvanized Wires
Plain Barbed and Coiled Spring.

Dominion Iron & Steel Company, Ltd.

SYDNEY, N. S.; MONTREAL, QUE.

WIRE



WARD & PAYNE'S Celebrated Light Edge Tools

The trade-mark, W. & P., has stood the test one hundred years for fine quality and serviceability. To-day we are the largest makers of Light Edge Tools in the world. If you wish to buy chisels, gouges, plane irons, anything in the line of tools —of finest quality and wear—ask for the *Anvil Brand*, with our name.

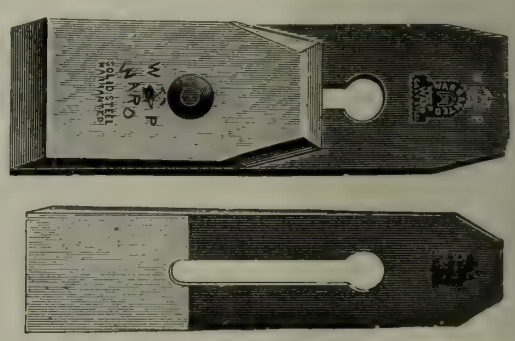
It means doubly-sure satisfaction; and the profit is good, too.

Send enquiries to

WARD & PAYNE

W P

SHEFFIELD



Canadian Representatives:
ALEXANDER GIBB, 3 St. Nicholas St., Montreal
SHERMAN F. AINSLIE, Spadina Avenue, Toronto
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.

If interested, tear out this page and place with letters to be answered.

SMP "QUALITY"

NOW—

IS THE TIME TO CONSERVE COAL. THE CHILL OF MORNING AND EVENING CAN READILY BE DISPELLED BY USING

S M P

HOT BLAST

OIL HEATERS

THEY WILL ENABLE YOUR CUSTOMERS TO MAINTAIN SUFFICIENT HEAT IN HOME OR OFFICE, AND ALSO HELP IN FUEL CONSERVATION.



No. 2

SPLENDID HEAT AT LOW COST

MAIL YOUR ORDERS IN AT ONCE

SHIPMENTS MADE PROMPTLY

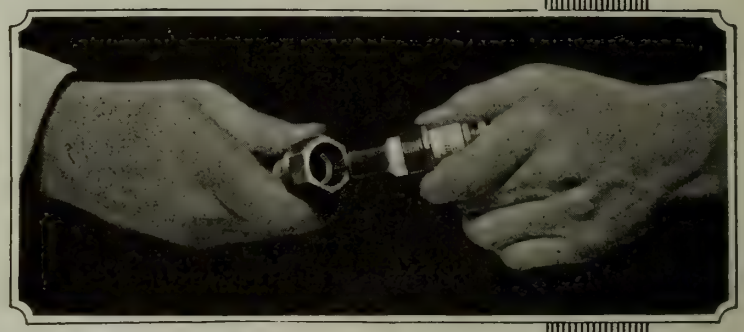
THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

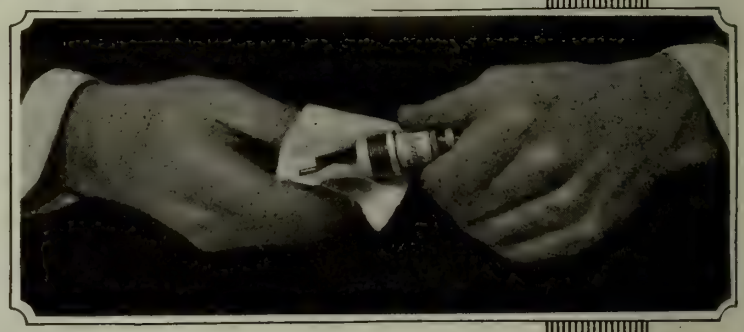
If interested, tear out this page and place with letters to be answered.

Sterling Spark Plugs

Cleanable

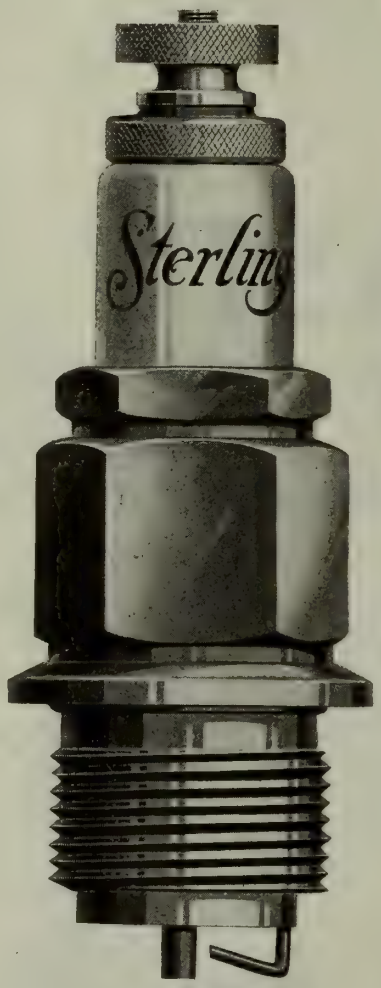


When Carbon accumulates—



Make your Sterlings new—





A size and style for every car

Note the improved power—the sweeter running motor. Dealers with Sterlings render customers a real service. For sale by progressive garages and supply dealers.

Distributors for Canada.

The Dominion Battery Co., Limited 736 Dundas St. East **Toronto**

Manufactured by
Lockwood-Ash Motor Co., Main Street, Jackson, Michigan.

If interested, tear out this page and place with letters to be answered.

AUTOMATIC SELLERS

NO effort required to move RELIABLE Colored Enameled Metal Tubular Searchlights. Just display them in your window. That's enough to make every passerby want one.

Now look the searchlight situation straight in the face. All fibre searchlight lines are pretty much alike as are the nickeled lines.

Here's a line of **Colored** searchlights — of METAL. Nothing else in the world like them. They're in a class by themselves as a line—absolutely alone and above everything else as sellers. They're a novelty—now—but it won't be long before they're staple. Here's why: In factories each man can have a special color for his searchlight; every member of the family has his own searchlight and knows it by color.

We want you to see these searchlights. So write for a line of samples. Then put them alongside the searchlights you now carry. Decide for yourself their selling qualities. Don't forget to write TO-DAY for samples and prices.

Get our prices on RELIABLE Searchlight Batteries and RELIABLE Dry Cells.

THE DOMINION BATTERY COMPANY
Limited
736 Dundas Street East - Toronto

RELIABLE
CANADIAN PRODUCTS

"Lively and Lasting"



THE CANADIAN WOOD TURPENTINE—made at our mills at LaTuque, P.Q., is an excellent diluent and solvent and contains no free rosin.

Further information will gladly be sent upon request.

BROWN CORPORATION
Sales Office: PORTLAND, MAINE, U.S.A.

THE COAL SHORTAGE AND THE NECESSITY OF UTILIZING ALL OF WHAT THERE IS MEANS A HEAVY DEMAND FOR ASH SIFTERS THIS WINTER



DAVIDSON'S "CANADA" ROTARY ASH SIFTER

is substantially made of heavy steel, galvanized after being made up.

It separates the ashes from the cinders quickly and efficiently. Is easy to operate and there is nothing to get out of order.

Order to-day to ensure prompt delivery.

THE THOS. DAVIDSON MFG. CO., LIMITED

Toronto **MONTREAL** **Winnipeg**

MILLIONS OF ADS — MILLIONS OF SWEEPERS

BISSELL advertising was one of the early successes. It created a stable demand for Bissell sweepers. Millions of housewives are Bissell's users. Each year has seen remarkable gains and the name "Bissell" has become a household word the world over. Today our forceful advertisements reach millions of homes. Present Bissell advertising is maintaining a heavy repeat business and carrying a labor-saving message to housewives who have not yet experienced Bissell economies. The Bissell advertising policy is effective if not spectacular.

These Profits For You

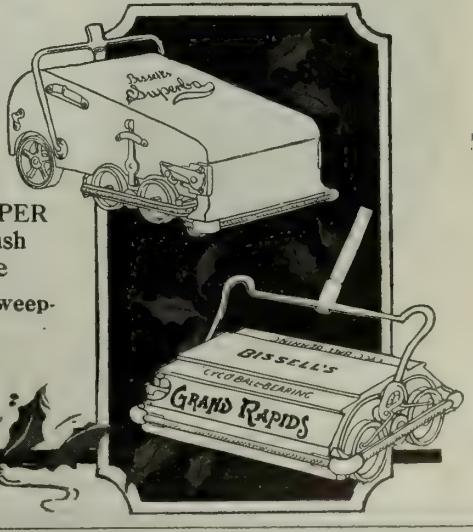
The Christmas trade this year will reflect the thrift spirit as never before. The country will be asked to confine its Christmas giving to useful gifts at most. The Bissell's fits into this program and will go into thousands of homes. Few household utilities are more essential.

Will you share in this business? Powerful selling helps await you.

VACUUM SWEEPER With Extra Suction For Frequent Cleaning

BISSELL'S

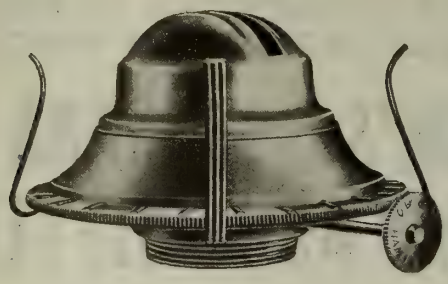
CARPET SWEEPER With Large Brush For Daily Use



Write at once for full information about Bissell Carpet Sweepers and Vacuum Sweepers and our trade-winning co-operation.

BISSELL CARPET SWEEPER CO.
OF CANADA, LIMITED, NIAGARA FALLS, ONT. (FACTORY)
GRAND RAPIDS, MICH.

If interested, tear out this page and place with letters to be answered.



Satisfaction Guaranteed

Back Go The Clocks One Hour—*October 27th*

This is your cue to lay in a stock now of

Banner Burners

And be prepared to put the old lamps back into commission and fit-out the new.

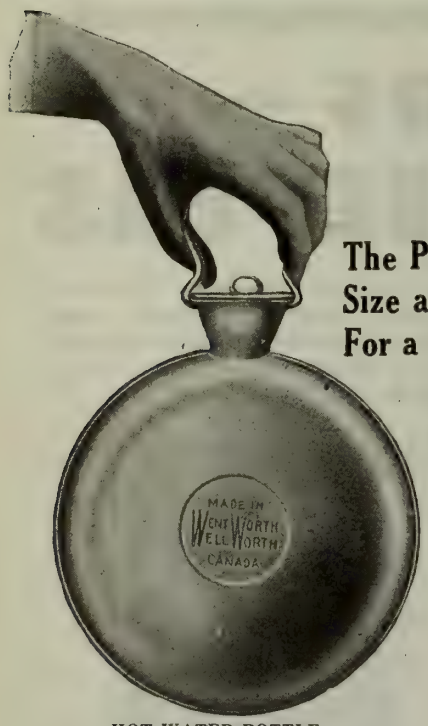
When you sell this make of burner you not only satisfy a customer, but enhance your own reputation for handling quality goods. Well known and sold by all the Hardware Jobbers throughout Canada.

MANUFACTURED BY

Ontario Lantern & Lamp Co., Limited,

HAMILTON, CANADA.

BRANCHES: MONTREAL TORONTO WINNIPEG



HOT WATER BOTTLE
Made from heavy brass, nickel-plated, guaranteed five years.

MADE IN WENTWORTH WELLWORTH CANADA

The Popular Size and Style For a Hot Water Bottle!

Here is a hot water bottle made in just the right shape—the right size, and made to sell at the right price. It is made from heavy brass, nickel plated, and is guaranteed for five years.

Write for the Wentworth catalogue which contains a full list of the Wentworth line.

Wentworth Manufacturing Co., Limited
HAMILTON, ONTARIO

WHITE PERFECTION PATENT MOP WRINGER IS THE STANDARD. WHITE MOP WRINGER CO. FULTONVILLE N.Y.U.S.A.

"White"

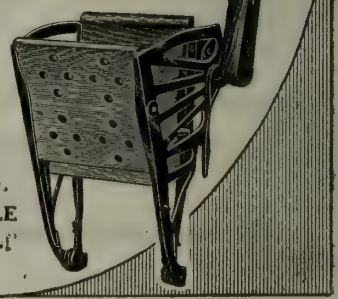
MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.



Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use—often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.
FULTONVILLE
N.Y.

Modern Housekeepers are saving by using Universal Food Choppers, they are easy to sell these days.

Make your Christmas Display early.

Useful Gifts are the order of the day now.

The Hardware Store is the place to buy them.



This is the *Original* Food Chopper.

And it is a real Chopper because it chops the food with a knife cut, without squeezing or mashing.

UNIVERSAL

Food Choppers

(4 sizes)

are simple and sure in action. They cut meat, fruit or vegetables fine, medium or coarse as you wish. Each UNIVERSAL Food Chopper is equipped with three cutters for different degrees of fineness.

Blades are self-sharpening and need no attention.

Other UNIVERSAL Home Needs





O-CEDAR MOPS



FOR GOOD COFFEE SELL UNIVERSAL PERCOLATORS

CAVERHILL, LEARMONT & CO.

MONTREAL

If interested, tear out this page and place with letters to be answered.



A and B Size
Correct Lamp Burner



Photo Reproduction
Illustrating Flame of B or No. 2
Correct Lamp Burner

BURNERS BURNERS BURNERS

"CORRECT" Lamp and Lantern Burners GIVE:—

25% to 50% More light than any other Burner manufactured.

WHITER and BETTER light.

And mainly, they give SATISFACTION.

The Burner with the Patented FLAME SPREADER.

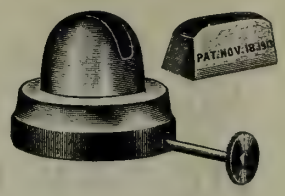
Every Hardware Merchant should carry them.

Manufactured only by

The SCHULTZ MFG. CO. Limited

HAMILTON, ONTARIO

Sold by all Wholesalers and Jobbers.
Give us your Wholesaler's name and we will send you a sample.



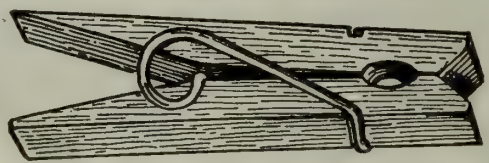
No. 2 Cold Blast
Correct Lantern Burner



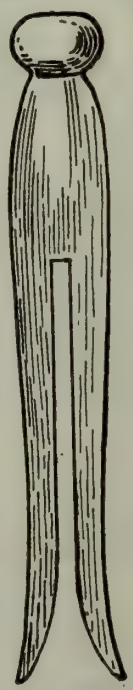
Photo Reproduction
Illustrating Flame of No. 2
Cold Blast Correct
Lantern Burner

The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins







Lake Megantic, Que.

Represented by

Boivin & Grenier, Québec.
Delorme Frère, Montréal.
J. Hunter White, St. John, N.B.
H. D. Marshall, Ottawa.
Harry Horne Co., Toronto.
Tomlinson & O'Brien, Winnipeg.
Oppenheimer Bros., Vancouver.

These agents have always a stock on hand sufficient to satisfy the demands of clients in their territory.

Satisfaction on these three lines guaranteed.



Increase Your Profits By Selling

The ROYAL Self-Heating IRON

It's simple, it's sure, it's sound in principle and design—850,000 satisfied users now, and more being added every day.

Heat regulated instantly — highly polished and nickel-plated.

Write us now for details, also name and address of nearest Canadian distributor.

CADMAN & BAUSLAUGH
322 McIntyre Block, Winnipeg,
Western Canadian Representatives.

ROYAL SELF-HEATING IRON CO.

556 Wayne Street **Big Prairie, Ohio, U.S.A.**

If interested, tear out this page and place with letters to be answered.

Genco RAZORS

A Square Foot of Selling Space

That Can Be Made Very Profitable In Your Store

THE space occupied by this Genco Razor Display Case is about one square foot. Besides containing and protecting the razors, it catches and holds the eye and gives the goods a pleasing display. As a salesman it is on the job every minute.

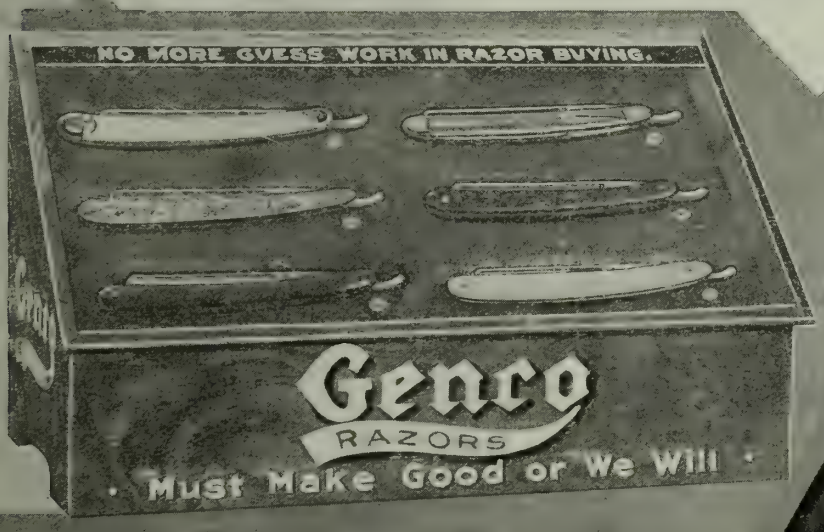
The case is made of pressed steel, with handsome Circassian walnut finish. It holds six Genco Razors of different design on constant display against a background of Royal Purple plush and there is ample room beneath for carrying stock.

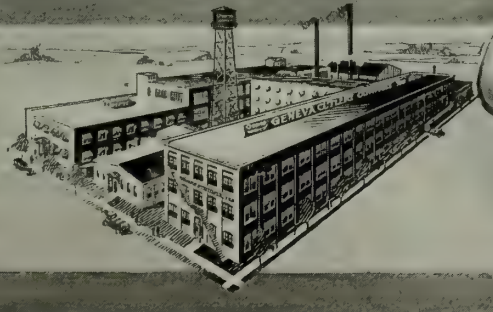
All current Genco Razor advertising features this case prominently. It goes to work for you the minute it appears on your counter. Let it be a reminder to your customers of the 500 master cutlers who, in the largest high grade razor factory in the world, grind the quality in and the guess work out of Genco Razors.

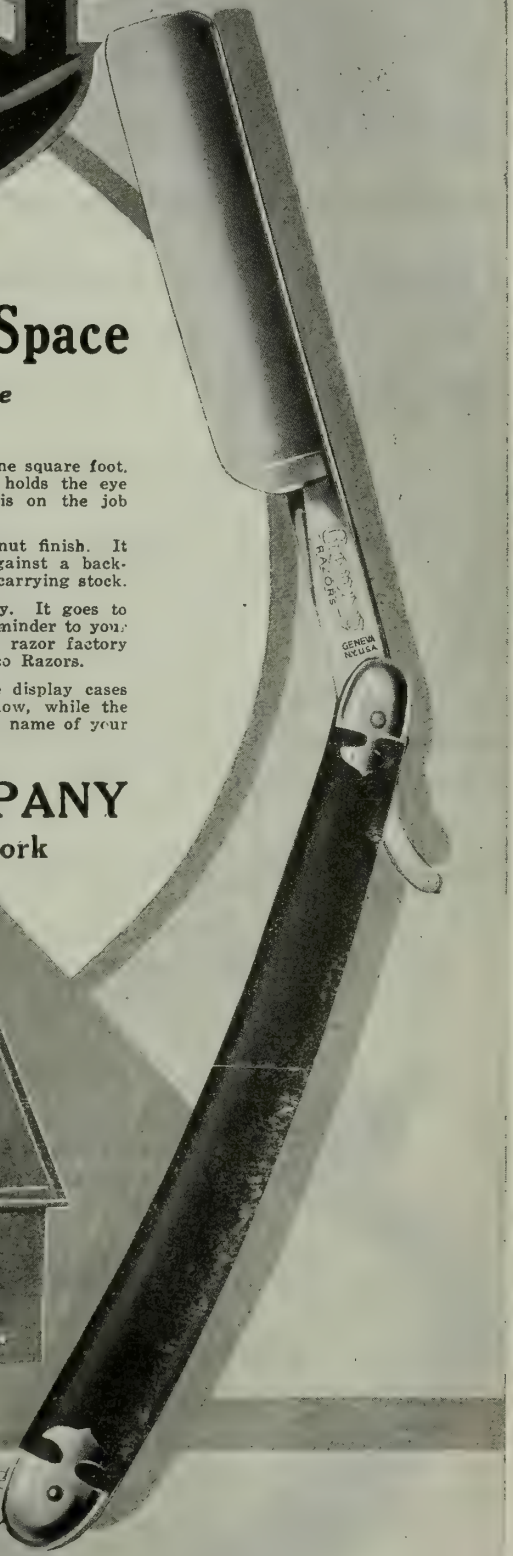
We are making a special proposition which included one of those display cases free with your first order. Write for the details of this offer now, while the matter is fresh in your mind. It's quite a good thing. Mention the name of your jobber when writing us.

GENEVA CUTLERY COMPANY

159 Gates Avenue, Geneva, New York







If interested, tear out this page and place with letters to be answered.



Hardware Dealers Send for this Catalogue

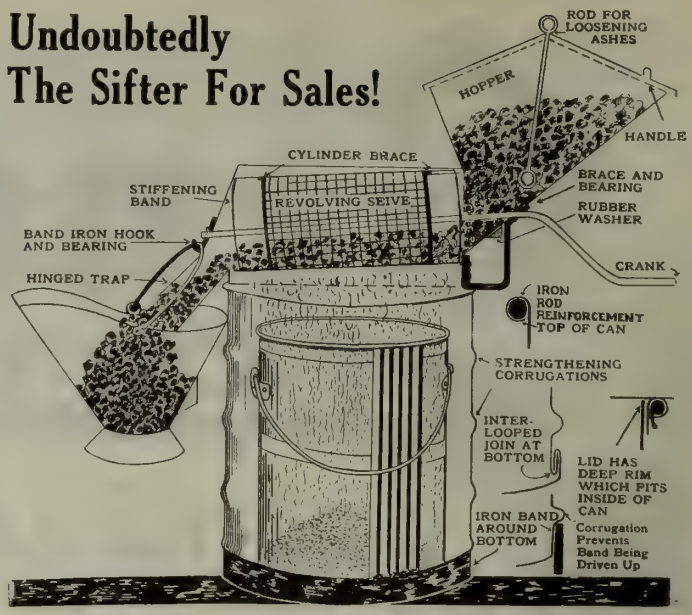
send for a copy of the Stratford Brass Company's new, beautiful illustrated catalogue in which will be found the very latest ideas in Furniture Trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc. It tells *why*.



Let us co-operate with you in reaching out after **new business.**

The Stratford Brass Company, Limited
STRATFORD, ONTARIO

Undoubtedly The Sifter For Sales!



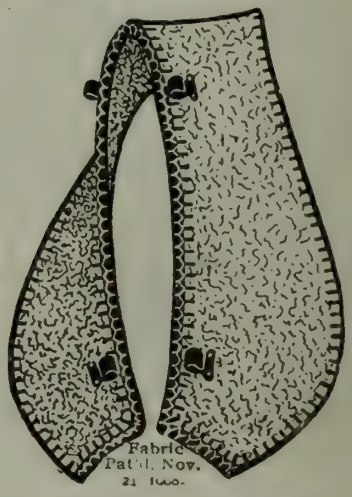
Samuels' Ash Sifter

The SAMUELS' Ash Sifter is something different and new and will instantly appeal to your customers as it is now appealing to consumers everywhere throughout Canada.
Fine screen has been adopted in making the sifter which saves much more of the fine cinders, and is stronger. As the illustration indicates, the smaller ash can or pail may be placed inside the waste can and so catch all the screenings which can then be removed more easily than when the larger can had to be carried out. The new feature also makes for longer life for the SAMUELS' Sifter, since the waste can is not subject to the ashman's abuse.
The SAMUELS' leaves all other sifters hopelessly behind.

J. Samuels 275 QUEEN ST. WEST **Toronto**

TRADE MARK **Ventiplex PADS**

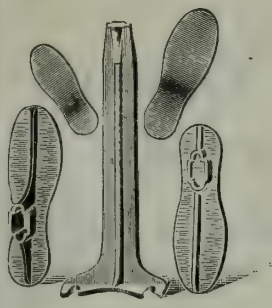
"Prevent Gall Sores"

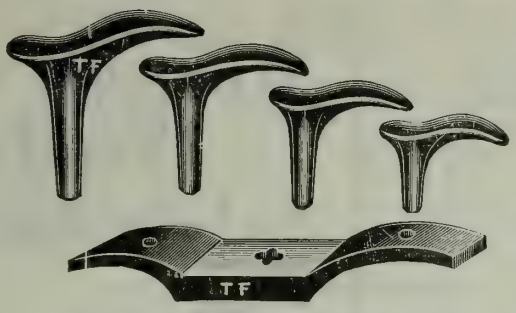


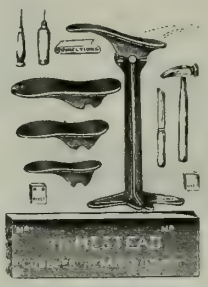
"Keep Horses Fit"

Ventiplex Pads, Housings and Saddle-Blankets assist in greater efficiency because horses are always free from the handicap due to gall sores.
Ventiplex Pads lengthen the life and usefulness of a horse by removing irritation and giving comfort. They are sanitary, hygienic, very durable and easily washed. Warranted to make the collar fit.
Boost this line—you'll find it mighty profitable and very satisfactory.

Burlington Windsor Blanket Co., Ltd. 793 King West TORONTO









Cobbler's Outfits and Fittings

are proving extraordinary sellers this year because more home shoe reparing is being done. They are attractively finished. High in quality.
We can supply any style of Cobbler outfits.
ORDER FROM YOUR JOBBER

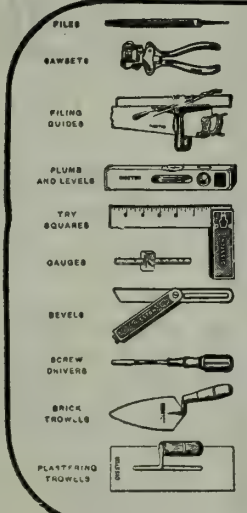




Taylor-Forbes Company, Limited

Guelph, Ontario

BRANCHES—Taylor-Forbes Co., 246 Craig St. W., Montreal; H. G. Rogers, Ltd., 147 Prince William St., St. John, N.B.; Canadian United Mfrs. Agency, London, Eng.; Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.; H. F. Moulden & Sons, Travellers Bldg., Winnipeg, Man.



The
SAW or TOOL
with "DISSTON" on it
is Guaranteed
SUPERIOR in QUALITY and FINISH
to any saw or tool
without "DISSTON" on it.

"If you want a Saw or Tool it is best to get one with a name on it which has a reputation. A man who has made a reputation for his goods knows its value, as well as its cost, and will maintain it."



1840

Henry Disston

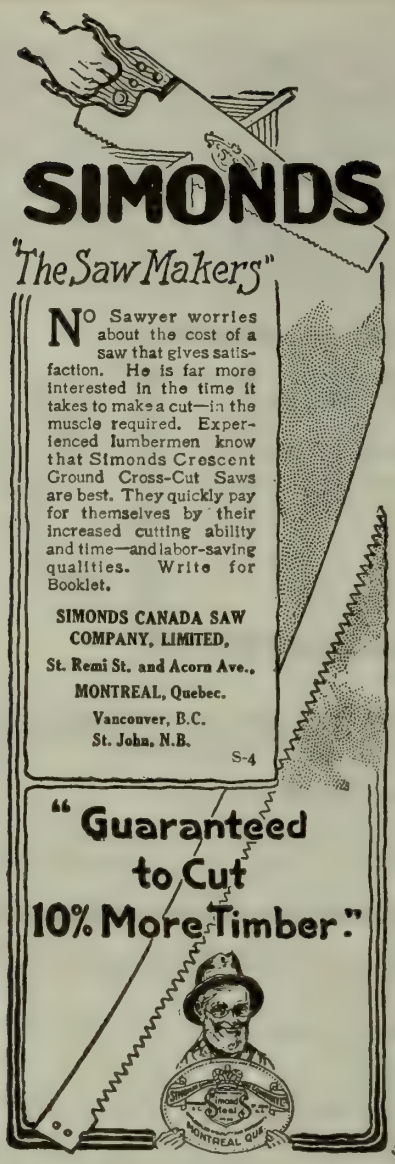
HENRY DISSTON & SONS, INC.

KEYSTONE SAW, TOOL STEEL AND FILE WORKS

TORONTO, - CANADA

PHILADELPHIA, U.S.A.

If interested, tear out this page and place with letters to be answered.



DEPENDABLE SAWS

We are doing a great deal of work along the line of telling your customers just how Dependable Simonds Hand and Cross-Cut Saws are and in every case are urging them to place their orders through the local dealers.

Simonds Canada Saw Co., Ltd.

Williams' "Vulcan" Drop-Forged Safety Lathe Dogs



In Stock:

Bent and Straight Tail

1 or 2 Screws

16 Sizes

3/8 to 6 Inches Capacity

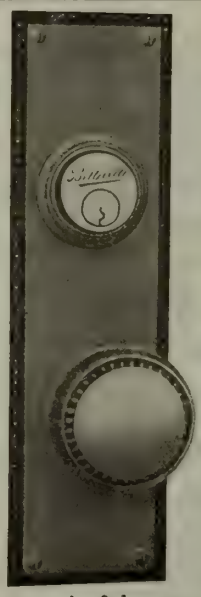
Ask for Booklet

J. H. Williams & Co.

"The Drop-Forging People"

30 Richards Street, Brooklyn, N.Y.

The A. G. Low Co. Ltd. 30 Pacific Ave., Saskatoon, Sask.
Agents for Manitoba, Saskatchewan, Alberta and British Columbia.



"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company

BELLEVILLE ONTARIO

If interested, tear out this page and place with letters to be answered.

MENDETS A PATENT PATCH

Mendets Will Solve the High Cost of Kitchen Utensils

Dealers! Get busy! Take advantage of present high cost of iron, tin, granite and aluminum ware.

Mendets are popular with every housewife right now, because they quickly and permanently repair kitchen ware and utensils at small cost.

Put them on display. They sell themselves.

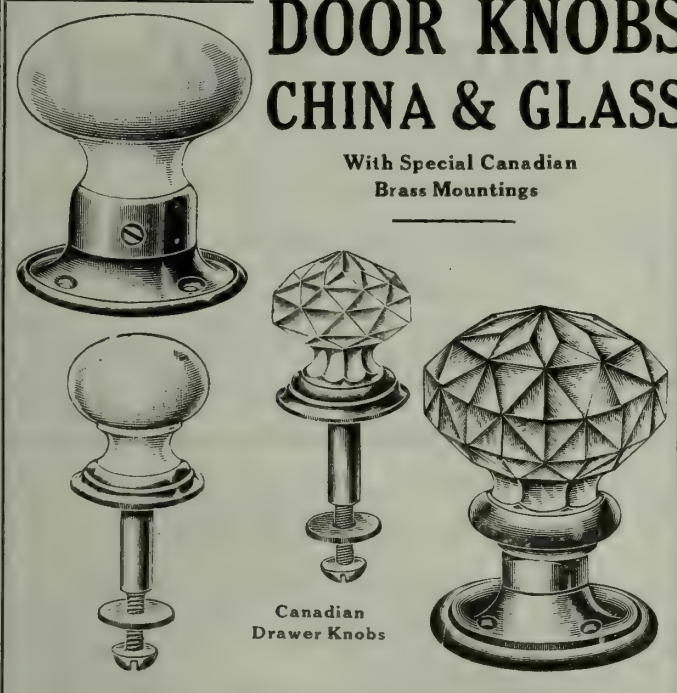
Collette Mfg. Company

Collingwood, Ont., Canada

MENDETS A PATENT PATCH

DOOR KNOBS
CHINA & GLASS

With Special Canadian Brass Mountings

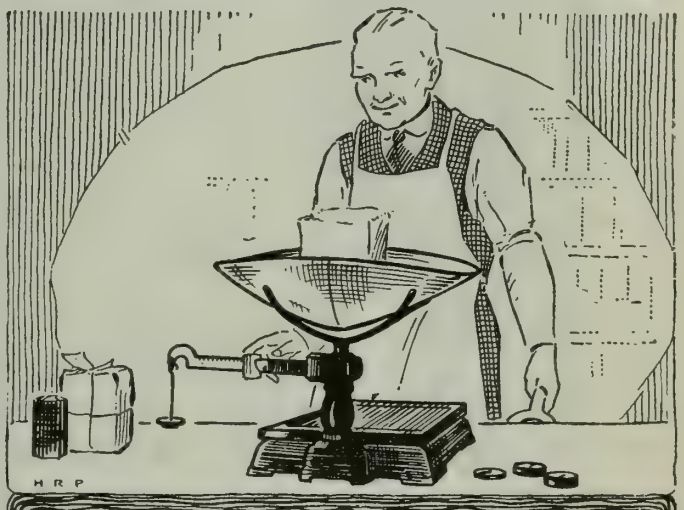


Canadian Drawer Knobs

JAMES CARTLAND & SON, LTD.

BIRMINGHAM, ENGLAND

Canadian Representative | GEO. H. SMITH 39 Adelaide St. W., TORONTO



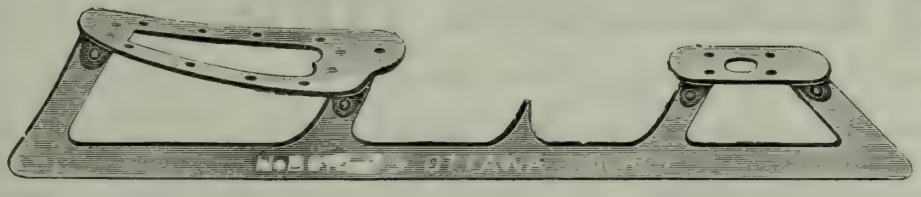
Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.



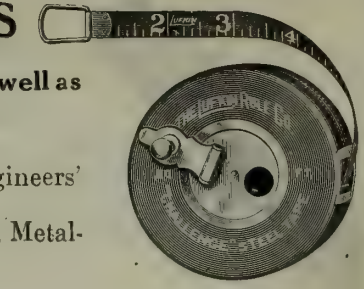
"Get a skate on, we can fit you in price, style and size."

Thos. Birkett & Son Co., Limited

OTTAWA, ONTARIO

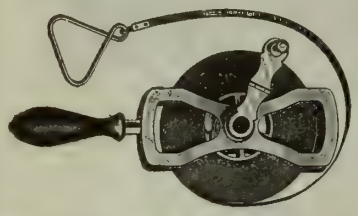
If interested, tear out this page and place with letters to be answered.

LUFKIN MEASURING TAPES



Stand on a Record of Performance as well as a Guarantee

FROM THE
Common "Ass Skin" Tape to the Finest Engineers' Patterns
Instantaneous Readings, Nubian (dark) Finish, Metal-lined Cases, Improved Reels, Etc.
Stocked by Hardware and Supply Jobbers.



THE LUFKIN RULE CO. OF CANADA, LTD. Send for Catalog
WINDSOR, ONT.

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - - - - ONTARIO



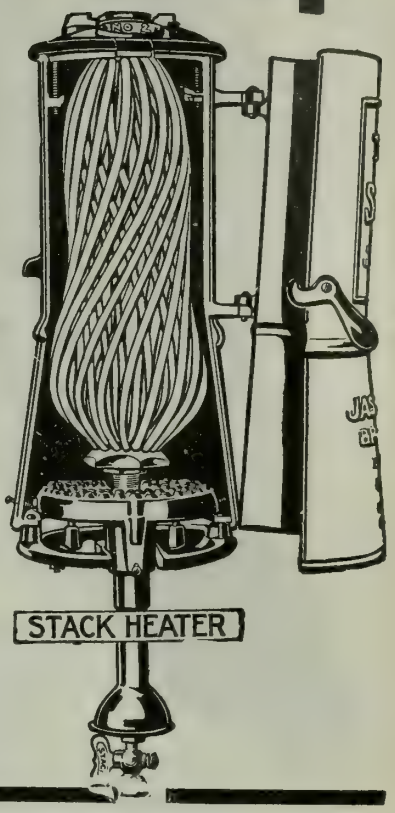
It's a Pink anyway you take it, and it's the best Peavey made.

If interested, tear out this page and place with letters to be answered.

THE JAS. MORRISON BRASS MFG. CO. LIMITED TORONTO, ONT.

TRADE MARK J.M.T

Money and Time-Saving Advantages *Promote Stack Sales*



Show your customer how he can save time and money in making a purchase and you will make a sale—and a friend who will always bring you his business.

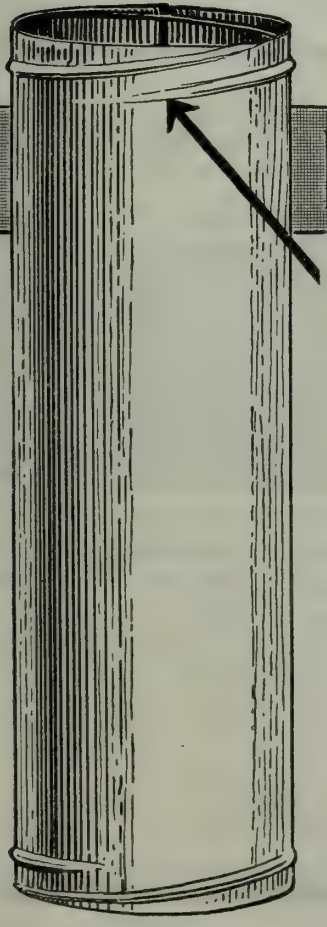
Stack Gas Water Heaters have money and time-saving advantages as well as a reputation of many years standing.

Stack Heaters are easiest and quickest to instal and the most economical.

Stack representatives say it is the most reliable and profitable line to handle from every point of view.

James Morrison Brass Mfg. Co., Limited

93-97 ADELAIDE STREET WEST, TORONTO



The Best Buy—

NEW SAFETY STOVE PIPE

—And The Easiest To Sell

Sell Safety Stove Pipe in connection with your line of Feeders and Stoves. You will find that the features embodied in new Safety Stove Pipe will add to your Stove and Feeder Selling Paints. It is the easiest pipe to install, and the best on the market—bar none.

Made in 6 and 7-inch sizes. Made of 29 Gauge Iron. Telescope Pipe does away with half lengths. Pipe is nested, saving freight rates and storage room in store. New patent lock effects saving on each pipe, making a saving of one length in every 12 of ordinary pipe. Can be used any place where ordinary pipe is used, or can be used along with ordinary pipe. Patented in Canada and the United States, and "Made in Canada" by Fairgreave & Sons, Toronto, Ontario.

Just what you need for bigger sales.

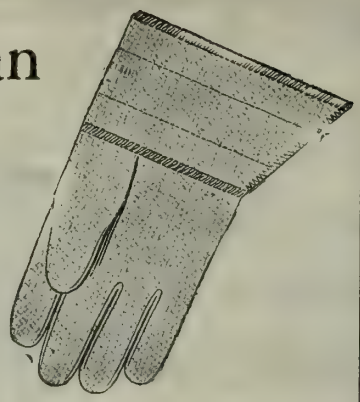
Safety Stove Pipe Company, Limited

Successors to Pateneaude & Berini

50 Dovercourt Rd. **Toronto**

Every Man In Your Town

is a good prospect when you display the comfortable, carefully made TAPATCO Glove line.



TAPATCO
REGISTERED TRADE MARK BRAND



Ask Your Jobber

TAPATCO Gloves are made in many styles and weights to meet the requirements of the many. See how well they'll sell in your store.

The American Pad and Textile Company
Chatham, Ontario

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

Those Hard-To-Get-At Nuts



In every garage, machine shop, blacksmith shop and factory in your locality there's a lot of unnecessary cussing that you can turn to profit.

Those nuts that are so hard to get at with an ordinary wrench are easy prey to the Original "Westcott" adjustable "S" Wrench. The "Westcott," besides being the most convenient and useful wrench for ordinary use, can be used in places inaccessible to the Monkey-Wrench. It stops the cussing and adjusts the nut quickly and effectively.

"Westcott" Wrenches are fully guaranteed to do their duty. We empower you to refund the purchase price of any "Westcott" that fails.

The "Westcott" is easily adjusted by the hand that holds it. Its handle is made of first-class refined malleable iron and the jaws of forged steel scientifically h treated.

If your jobber cannot supply the "Westcott," write us nd we will tell you who can.

The Keystone Manufacturing Co.
Buffalo, N.Y.
POSTAL STATION B

K K

You Sell Washing Machines

They are **essential** in these days of need for thrift, saving clothing, time, labor and money.

Do you give thought and care to the **kind** of machines you offer your customers?

The **KRIBS** line is made with such careful selection of wood and such perfect construction (no possibility of shrinking or warping) that you can sell these machines with **honest enthusiasm.** There's a kind for every household. Buyers like the Kribs and tell others.

Find out to-day the **reasons why.**

Ask your jobber or write us direct.

WILLIAM A. KRIBS, - Hespeler, Ont.
MAKERS OF FREIGHT HAULING TRUCKS

K K

If interested, tear out this page and place with letters to be answered.

Manufacturers

OF

WIRE

HEADQUARTERS FOR

Wire Bale Ties

LARGEST CAPACITY AND STOCK IN CANADA

Prompt Shipment

LAIDLAW BALE TIE COMPANY, Limited

HAMILTON, CANADA

Winnipeg Toronto Montreal

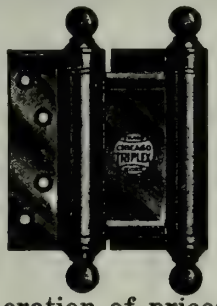
London, England

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO NEW YORK



Our Years of Experience in Alloying Metals makes it Easier to Sell Hoyt Products

Under a perfect, smooth-working system entirely devoid of "red tape," we are giving manufacturing Canada the benefit of our years of experience in the alloying of metals.

We manufacture everything in Babbitt, Bar and Wire Solder, Sheet Lead, Came Lead and Specialties, etc.
Write and ask us to suggest a means of lining up business in these lines.

HOYT METAL CO., TORONTO

New York, N.Y. London, Eng. St. Louis, Mo.

If interested, tear out this page and place with letters to be answered.

EVEREADY DAYLO

We Are The Leading Distributors

and Make Immediate Shipments from Our Complete Stock

MAIL US YOUR ORDERS OR WRITE FOR CATALOG

Our reputation has been won by our efficient service

EVEREADY DAYLO

SPIELMAN AGENCIES, Reg'd, Read Bld., 45 St. Alexander Street, MONTREAL

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

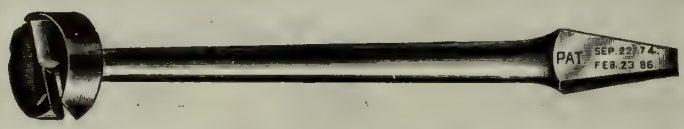
TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED

Manufacturers of all kinds of Building Paper, Pitch and Coal Tar

MONTREAL



THE PROGRESSIVE MANUFACTURING CO.

Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL



The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

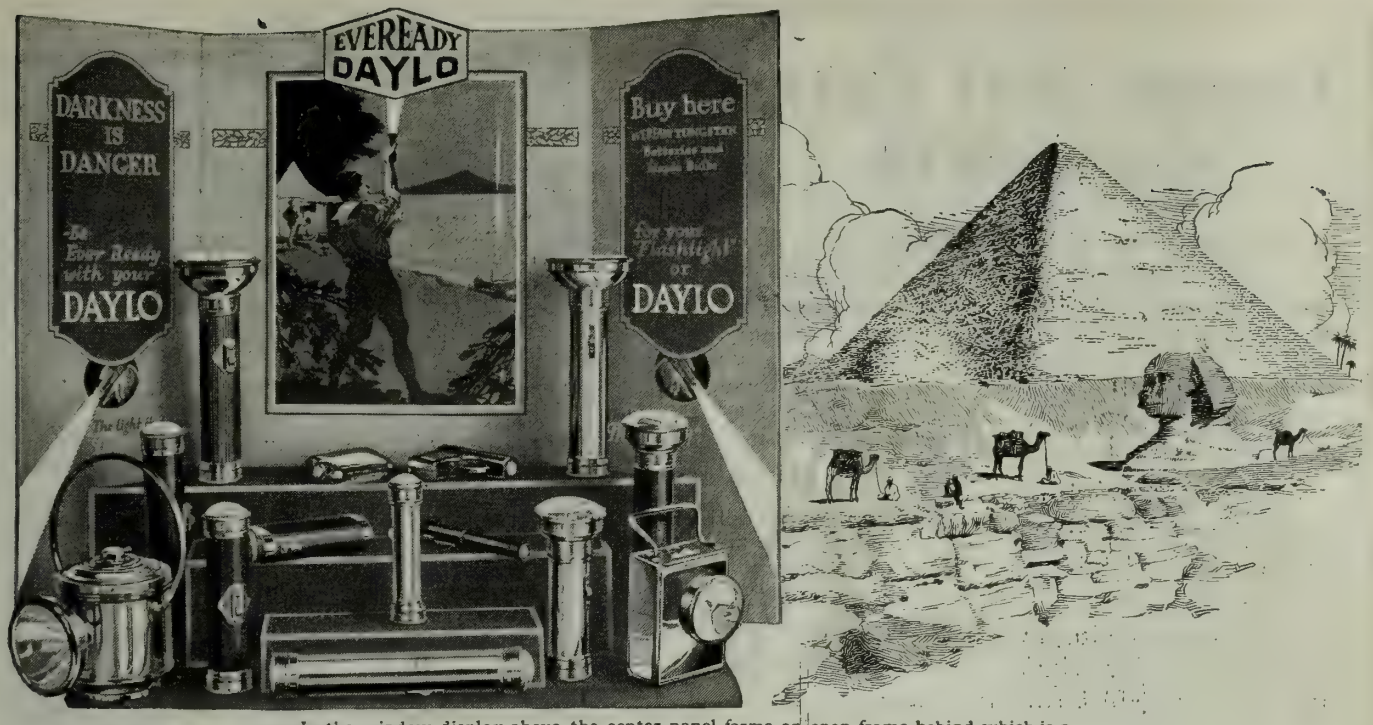
Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

If interested, tear out this page and place with letters to be answered.



In the window display above, the center panel forms an open frame behind which is a pocket for the insertion of strikingly colored illustrations depicting the various and timely uses of DAYLO. You are thus afforded a permanent display of constantly renewing interest in which the pictures can be changed at any time in thirty seconds or less.

A Permanent Display

OUR Canadian advertising aims to keep permanently before the consumer the many needs and uses of Eveready DAYLO. The window display shown above (printed in 8 colors), is one means whereby *you* can link your store with this country-wide campaign.

Without *your* efforts — without *your* co-operation — no amount of DAYLO advertising can be made fully profitable for you and for ourselves.

This display requires but little window space — 31" high x 25" wide x 18" deep. It can be placed in the center or a corner of your window among other goods on display. The center illustration can be changed from time to time and on the steps you can arrange for the display of the particular types of DAYLO needed for the use shown in the center picture.

But — to avail yourself of this co-operative opportunity you must act quickly. Only a limited number of these displays remain. Write for yours today.

CANADIAN NATIONAL CARBON CO., LIMITED
TORONTO, CANADA

EVEREADY
DAYLO

Pumps that Carry Good-Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.



Every pump sold stays sold—gives the dealer no trouble.

They are metal — hand-fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

P X H
TRADE MARK

ONE of the largest buyers of tools in the Dominion said to us the other day, "After the war we shall sever many business connections we have been obliged to make in order to keep our stock in shape for our customers. The manufacturer who has in these past four years kept up the quality of his product in spite of the temptation to sacrifice quality for quantity output is the only man with whom we shall maintain business relations."

Which is sound "Hoss Sense"

Confidence is the basis of all trade, and a buyer can only place reliance on the product which has stood up under the war strain.

P.H. and Imperial Files have been and will be marketed solely on the basis of service.

"THEY CUT FASTER AND WEAR LONGER"

Port Hope File Mfg. Co.
LIMITED
PORT HOPE - - ONTARIO

"Ask Your Jobber"

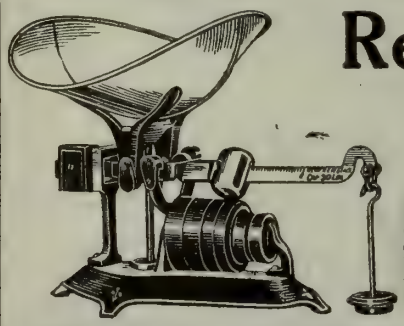
IMPERIAL
TRADE MARK

Show Her the Way

FOR goodness' sake, cries the average housewife, show us how to save money out of the deluge of sky-high prices for meats, sugar, flour—everything. And seldom a thought has she of what a tidy sum can be saved every little while by checking up the honest mistakes of grocer, butcher, etc. Show her.

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Clinch your sales by showing the Government Inspector's Certificate of correct weights accompanying every Renfrew. Scales supplied in black or all nickel-plated finish. The



Renfrew
HOUSEHOLD SCALE

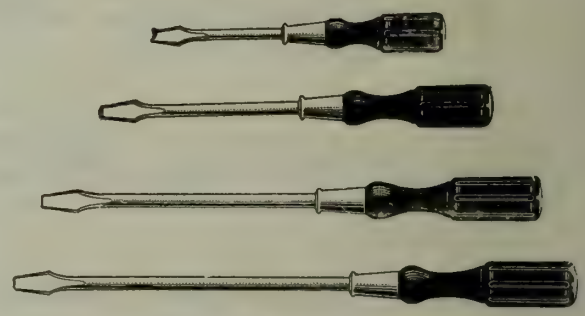
Capacity ½ oz. to 30 lbs. Government inspector's certificate accompanies every scale.
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The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.
Eastern Branch: Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.

Stanley Tools



"HURWOOD" SCREW DRIVERS

Unsurpassed for strength and durability.
Blade, Shank and Head are of one piece of steel.

The Blades are finely tempered and well finished.
The Handles are polished and stained black.
Many styles and sizes from which to select your stock.

"HURWOOD" SCREW DRIVERS ARE MADE IN OUR CANADIAN WORKS

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

If interested, tear out this page and place with letters to be answered.



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are on the job "Over There."
They are helping our armies and those of our Allies in their fight for right.
Atkins Saws are favorites with civilization's forces. Can you afford any other kind? Think it over.
Write us for our latest catalog and we will prove to you that Atkins "Sterling Quality" Saws are the "FINEST ON EARTH."

E. C. ATKINS & CO., Inc.

ESTABLISHED 1857

Factory: Hamilton, Ont. **The Silver Steel Saw People** **Branch: Vancouver, B.C.**

Westwo REGD

We only use the best quality materials and workmanship.

Enlarged manufacturing facilities and a new plant afford you still better service.

Service with us means prompt shipments and no delays.

Three, four, five, six and eight horse evener sets—singletrees, neckyokes and eveners, ironed and painted.

Western jobbers sell Westwo brand goods because they give best satisfaction.

Only the best grade of oak and hickory used in the manufacture of Westwo products.

Our guarantee goes out with every article that bears the Westwo label.

Do not substitute inferior goods when customers ask for the Westwo brand. Sell them the best.

Satisfaction to both dealer and customer will follow if you handle Westwo products.

West-Woods Limited
WINNIPEG

The Business Papers Got The Volunteers

EDWARD N. HURLEY, the clear-headed, resourceful Chairman of the United States Shipping Board —the man who induced Chas. Schwab to take the general management — puts a big rating on the national importance of the business paper. In the recent campaign for shipyard volunteers the business papers aided greatly in getting the required number of men.

Mr. Hurley, writing the Secretary of the Associated Business Papers, which includes a large number of the most progressive in North America, says:

> "I WANT to tell you and those connected with the division of advertising that the services rendered the United States Shipping Board and the Emergency Fleet Corporation by the Business Papers in our recent campaign for shipyard volunteers, deserves our highest commendation.
>
> "The editorials which these papers published and the advertisements bearing coupons and postcards to be filled in by those desiring to enrol in the shipyard volunteers, materially helped us in securing our full quota of volunteers.
>
> "I recognize the great force of the Technical and Trade Press of the country, and particularly in these critical times, both with relation to business as well as to the war.
>
> "Please accept this as a testimonial of my appreciation of your very valuable services and the assistance given us by the Associated Business Papers."

It is only since the beginning of the war that many have come to recognize the value and power of the Business Paper. Manufacturers who have subscribed for and used the Business Press in their own campaigns have long known its power in developing not only the business of its readers but the resources of the country. The Business Paper to-day stands high in the estimation of those executive heads connected with war endeavors, because they realize it is a mighty force in stabilizing business and in giving technical knowledge which cannot be secured in any other way.

Following MacLean Trade and Technical Papers and Magazines stand at the top for Service to readers:

Canadian Grocer	Marine Engineering	Sanitary Engineer
Hardware and Metal	Dry Goods	Financial Post
Canadian Machinery	Men's Wear Review	MacLean's Magazine
Power House	Bookseller and Stationer	Farmers' Magazine
Canadian Foundryman		Printer and Publisher

Send for copy of any in which you interested.

The MacLean Publishing Company, Limited

1207 Union Trust Bldg. Winnipeg — 143-153 University Ave. TORONTO — Southam Bldg., Bleury St. Montreal



The Poster Is Pulling Hard

A NUMBER of dealers who have been interviewed are enthusiastic about the Gillette Poster. It is not necessary to say that they are more interested in Cash Returns than in Artistic Merit.

The immediate result of the poster display from Coast to Coast is the number of orders received for the quickest possible delivery.

Evidently dealers are feeling the pull. It is an auspicious opening for the Christmas selling season—the harvest season for aggressive dealers.

What are YOU getting out of it?

A word about Cartons

We suggested recently that **Cartons** of Blades could be sold to customers with friends or relatives overseas. This gives the customer a supply so that he or she may slip a packet in letters going overseas.

There is a well-founded impression abroad that a shortage of blades is imminent. The demand on us for blades is strong.

Gillette Safety Razor Co. of Canada, Limited

Office and Factory : 65-75 St. Alexander St., Montreal

"Member Audit Bureau Circulations."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, OCTOBER 5, 1918 No. 40

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BECAUSE they are of superb quality, designed (as the result of many years' specialized experience) to care *perfectly* for all the conditions which they are intended to meet. The buyer of Stanley Hardware knows *before* he buys that his purchases will be satisfactory in every way.

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Stanley Products have built up an international reputation. They are in strong demand.

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Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball Bearing Butts. Also Pulls, Brackets, Chest Handles, Peerless Storm Sash Hangers and Fasteners; Screen Window and Blind Trimmings; Twinrod Box Strapping, and Cold Rolled Strip Steel.

Canadian Representatives:

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, OCTOBER 5, 1918. No. 40

1919 Paint Prices Are Announced

Mixed Paints Advance 25c Gallon—Same Increase Applies to Porch, Floor, Marine and Barn Paints—Shingle Stains Up 25c—Carriage, Wagon, Gloss and Enamel Paints Advanced 10%—New Can Differentials—New Western Terms

ANNOUNCEMENT of the basis for booking paint orders for 1919 was made to HARDWARE AND METAL early this week and the following changes were effected at the special meeting of the Canadian Paint, Oil and Varnish Association held in Montreal on September 27, reference to which was made in these columns on September 21.

Mixed Paints Up 25c Per Gallon

The advance of 25c per gallon for mixed paints is really a small one. This figures out at around six per cent. over previous prices on the average. As pointed out in HARDWARE AND METAL on September 14 it seemed improbable that there would be a big advance for mixed paints, and it would seem that manufacturers have made the barest increase sufficient to cover their increased raw material costs.

In view of the fact that it is impossible to define or forecast the future raw material markets it is stated that the likelihood of new prices being maintained indefinitely is most uncertain. Bookings will be accepted on the new basis for spring shipment but this does not mean that further consideration of costs will be deferred until after the usual spring business is booked up.

Special Lines Affected

In addition to the advance for regular house paints a like increase is applied to porch, floor, floor enamels and marine paints. Shingle stains and barn paints are also subject to the same advance. Since these lines are not uniform in price as made by various makers, the new prices are being figured out now and will be available at once.

Carriage and Wagon Paints, Too

Ten per cent. has been added to the previous costs for all carriage and wagon paints. This increase is net, and with the considerable variety represented it will be some time before the new prices are definitely available, each manufacturer having a more or less comprehensive line of his own. This advance is considerably more than that applied to the regular lines of paint.

PAINT CHANGES IN BRIEF

House paints, ordinary colors and white advance 25c gallon, 1 gallon cans.

Inside floor paints, ordinary colors advance 25c gallon, 1 gallon cans.

Porch floor paints advance 25c gallon, 1 gallon cans.

Marine paints, ordinary colors and white advance 25c gallon, 1 gallon cans.

New differentials for net goods, such as mentioned above:

Barrels.....	25c	a gal. under	gal. cans
5 gal. cans ...	10c	" "	"
½ gal. cans ..	15c	" over	"
Quarts	30c	" "	"
Pints	60c	" "	"
½ pints ...	.$1.20	" "	"
¼ pints	$2.40	" "	"

New differentials for varnish:

½ gal. cans	20c	a gallon over	1 gal.
Quarts	40c	" "	"
Pints	80c	" "	"
½ pints $1.60		" "	"
5 gals.	10c	" under	"
Barrels	25c	" "	".

Carriage, wagon and implement paints, enamels, etc., advance 10 per cent.

Package Differentials

A new package differential has been made necessary owing to the higher prices manufacturers have to pay for cans through the shortage of tinplate. This is as follows and two schedules are required, one for paint tins and the other for varnish containers. Paint cans: For half gallons add 15c to the gallon price; quarts 30c; pints 60c and half pints $1.20. For varnish cans these are: Half gallons, 20c; quarts 40c; pints 80c, and half pints $1.60. On the other hand, for 5-gallon cans a 10c reduction per gallon applies, and for barrels 25c per gallon less than the gallon price.

Change Western Terms

Heretofore the terms granted the Western trade have been considered better than those applying to the Eastern merchant. Previously these were 2 per cent. 30 days or 90 days net, and they have been altered to read 2 per cent. 15 days, 60 days net. This makes a uniform arrangement and all Canada is now on the same basis. With stocks quite as readily available there as in the eastern territories, this will probably work little hardship on the trade.

All the changes date as from September 27 and travellers will accept business on this basis.

Enough Containers?

One or two paint makers have perfected containers of their own which they will probably use in the near future. Reference to these has already been made in the columns of HARDWARE AND METAL. In speaking with a prominent paint maker this week he was very sure that the can problem was going to be serious. It is impossible to plan far ahead, and in his own words: "I am afraid that some manufacturers are not going to have enough containers for their requirements; it is a serious situation and I would not advise anyone to leave his spring buying too late. In addition to this, it must be remembered that the paint maker has based his new schedules on to-day's markets. He cannot go out and arrange for his February wants now and linseed oil may then cost him $2.50 per gallon or even $3. We are taking considerable chances now in selling goods for later delivery, when we cannot foresee what market that we have to buy in will be at a future date. There is no guarantee that prices will hold on the basis just established."

Elimination of Sizes

Attention has again been drawn to the fact that December 31 of the present year is the extreme date for continuing the pint and half gallon cans. This matter was fully discussed again at the meeting above referred to and it is impossible to continue offering these packages longer. Due consideration has been given the contention of various arguments that these sizes should be retained and every side of the case has been weighed. It is simply a matter of adopting the situation and making the best of it, confronted with the container problem more seriously than ever before

BICYCLE DEALERS ARE PLACING BIG ORDERS

REPRESENTATIVE concerns of the Canadian bicycle industry are continuing to hustle for orders for both immediate and future delivery despite unsettled manufacturing prospects. The Canadian industry can take care of a good demand for some time to come. A number of dealers are ordering juvenile, ladies' and special models as a precaution against the restriction of these lines in Canada. No attempt is being made by Canadian companies to secure any business in the United States with lines which the American makers can no longer produce. One reason for this is that there is a duty of forty-two per cent. on bicycles imported into the States.

SAVE WRAPPING PAPER ORDER TO RETAILERS

AN order which will affect every retail store in the United States, and which may be followed in Canada soon, was issued this week by the War Industries Board. It says:

Notice to Retail Merchants

Paper conservation is essential as a war measure. Every retail store is, therefore, directed to discontinue the unnecessary wrapping of merchandise, and to reduce its consumption of wrapping paper, bags, paper boxes, office stationery, etc., to that which is absolutely necessary.

The officials of the War Industries Board feel confident that the public will co-operate with the stores in making this order effective. Economy in the use of paper will release chemicals, fuel, cars and men—all necessary to win the war—and will also enable the Government to secure its requirements of paper, which are increasing rapidly.

The necessity for this order became apparent this week, when it was realized that the Government would soon be obliged to divert to the ammunition manufacturers a large quantity of chemical pulp formerly used in making wrapping, tissue, book, and other strong papers. The increasing production of ammunition and the short cotton crop make this necessary.

The administration of this order has been placed in the hands of the pulp and paper section, and Dr. E. O. Merchant, in charge of the economy program, has prepared a set of instructions for retail merchants and designed a placard, which will be of assistance to them in complying with the Government's order.

CANADA BUYING LESS AMERICAN TURPENTINE

TRANSPORTATION difficulties are blamed by those in touch with the situation for a considerable falling off of the sales of American turpentine in Canada this year. For the official year sales totalled 19,357 casks, each fifty gallons, of turpentine, and 74,036 barrels of resin, each containing 500 pounds, as against 22,157 casks of turpentine and 85,545 barrels of resin in the previous year.

In many of the large distributing centers where there has been a steady demand for this product there have been insufficient shipments to fill all the orders. Canadian dealers have been doing their best to meet the demands by parcelling out what goods they have among as many as possible.

The latest advices indicate that there will be no substantial relief for some time. The dearth from which both dealers and consumers are suffering indicates that the yield of 1918 will be entirely used up and large drafts made on supplies carried over from the previous year.

EXEMPTIONS ARE MADE IN U. S. BUILDING RULES

IMPORTANT exemptions from the building restrictions announced some time ago by the United States War Industries Board were made this week with a view to helping the erection of essential structures and buildings necessary for war work or those engaged in war work or greater production. Work may proceed on farm buildings not costing more than $1,000; on certain kinds of road work, and on buildings necessary for railways or mine owners. Producers of coal are relieved of all restriction. Where no important demands are made upon either labor, the railways or quantities of materials, there will be little restriction upon construction work. Repairs to or extensions of existing buildings may be made where the outlay does not exceed $2,500.

BRITISH HARDWAREMEN ASK FOR CASH

THE hardware merchants in England are adopting the cash basis idea of running business. Discussing what is being done. "The Ironmonger" of old London, says:

"It is a common complaint with ironmongers in country towns that it is almost impossible to shorten credit because farmers expect to let their accounts run until they market their crops. Happily the war is breaking down that tradition and quarterly accounts and monthly statements even are coming to be recognized as reasonable terms. It has been left for one of your subscribers in an agricultural town in the Home Counties to curtail credit on paraffin and petrol to twenty-four hours. He has issued a circular pointing out that:

> Since May last the oil distributing companies, being under Government control, have revised their terms of payment for paraffin and petrol, and they now demand "cash on delivery" from us. We are, therefore, reluctantly compelled to make similar arrangements with our customers, but, in order to avoid the inconvenience of "cash on delivery" we will render an invoice within 24 hours of delivery of the oil, and we have to ask the favor of payment on receipt of our invoice.

The customers have received this injunction with good grace, sales have not suffered, and the money comes in promptly and regularly. The moral is not to be frightened by the bogey of Long Credits."

Steel Situation Likely to Improve

Many Canadian Firms Practically Out of Sheets—Drastic Restrictions for the United States May Result in Relief Before Long—Favorable War Situation May Also Help.

THE steel situation as far as Canada is concerned is still very uncertain. Many firms, especially those dealing in sheets, are practically out of stock and do not know when they will get any more. There are rumors that some of the stove manufacturers may have to close down shortly because of lack of supplies, and a deputation may be sent to Ottawa to ask assistance.

The Canadian War Board is getting to the stage where it can turn down orders and cut them pretty close in order to keep the allotment of steel coming to this country centered entirely on war work. For instance, one of the large public utilities of the province sent in an order for plate during the last week. It was returned, and will not be filled. The plate was not for any specific purpose, but simply to keep up the warehouse stock for repair purposes. Canadian warehouses are getting quite generous shipments of material that is of the lighter gauge, but on material that comes within the scope of the Canadian allotment they are not receiving such generous treatment.

The Matter Of Price

There is quite a big gap between the prices at U. S. mills and the prices that are now recognised in Canada. The trade seems to think that if the governments of both countries stepped out of the way and allowed the steel situation to work out its own level there would be changes on both sides of the line. The Canadian market would be due to come down and the U. S. price might advance a bit. At present plate costs $7.50 at the mill, which is at the rate of $150 per ton. On this allow $10 for freight and handling and you have $160 plate in Toronto. The American price is $3.25 at the mills, which is $65 per ton. To this add $3 duty and $5 freight and it gives plate from the U. S. mill laid down here at $73, against the present Canadian price of $160. In competitive times this difference would have to be taken up quickly. The Canadian price would not have to meet the existing price in United States, for the trade seems to think that steel will find its level around $4 per hundred, which is a fair lift over the present set figure of $3.25.

May Be Better

Canadian trade, however, is looking for something better in the supply of plates than has been coming to this country for some time. The United States has been cutting off so many of the non-essential users that there is bound sooner or later to be an improvement in the situation. Every week sees a cut made in the list.

Extend Conservation

Important steps to still further conserve steel supplies has been taken by the United States War Industries Board, and as a result twenty-two industries will have their supplies of steel greatly reduced. In addition to curtailing the less essential uses of steel the board has presented to the steel industry plans for stimulating production that will assist in reducing the shortage and meet the war demands. But these conservation measures and curtailment of industries, it was announced, will continue and will be extended as long as the shortage in essential war materials exists.

Those Affected

The Priorities Division of the War Industries Board listed as follows the industries so far curtailed:

Passenger Automobiles.—For the last six months of 1918 curtailed to 25 per cent. of 1917 production, provided the manufacturer will limit his purchases of materials, equipment and supplies to such as are absolutely necessary to match up stocks on hand.

Cutlery.—For the last four months of 1918 curtailed to 70 per cent. of the production of the last four months of 1917, which 70 per cent. shall include government orders.

Stoves Reduced

Stoves.—For the last four months of 1918 curtailed to 50 per cent. of the production of the last four months of 1917, which 50 per cent. shall include government orders.

Black, Galvanized and Enameled Ware. —For the last four months of 1918 curtailed to 50 per cent. of the production for the last four months of 1917, which 50 per cent. shall include government orders.

Clothes Wringers.—For the last four months of 1918 curtailed to two-thirds of the production for the last four months of 1917.

Metal Beds.—For the last four months of 1918 curtailed to 50 per cent. of the production of the last four months of 1917, which 50 per cent. shall include government and Allies' order, and that no brass beds be built except from stock now on hand, and no brass scrap be purchased.

Heating Equipment

Boilers and Radiators.—For the last four months of 1918 curtailed to 40 per cent. of the production for the last four months of 1917, and all production and sale shall be under license from the War Industries Board or for government buildings.

Breweries. — All brewery products cease on and after December 1. 1918.

Baby Buggies.—For the last four months of 1918 curtailed to 50 per cent. of the production for the last four months of 1917, and that they be given a Class C rating for enough metal to match up stock now on hand, provided discard steel only shall be used.

Restrict Roofing

Composite Roofing. — Manufacturers restricted to production and sale for buildings built by the government and the Allies, or under license from the War Industries Board.

Sporting Goods.—For the last four months of 1918 curtailed as compared with production for the last four months of 1917, as follows: Tennis balls, 40 per cent.; footballs and equipment, 60 per cent.; baseballs, bats and equipment, 60 per cent.; golf balls and golf clubs, 40 per cent.; no athletic clothing manufactured after the stocks on hand have been used up.

Gas Stoves and Gas Appliances.—For the last four months of 1918 curtailed to 50 per cent. of the production for the last four months of 1917, all copper eliminated except that on hand, which should be conserved for repairs to existing installations.

Automobile Tires

Automobile Pneumatic Tires. — War Industries Board will deal with rubber industry as a controlled industry. Using as a basis the production for the eighteen months ending June 30, 1918, the maximum production of each manufacturer for the last four months of 1918 is fixed at 50 per cent. of the average four months' period production during the eighteen months' period.

Tinplate.—For the last three months of 1918 curtailed the use of steel 30 per cent. from consumption of the last three months of 1917, an estimated saving of approximately 150,000 tons of steel.

Talking Machines

Talking Machines.—For the last four months of 1918 curtailed 40 per cent. of the production for the last four months of 1917 in units and on a tonnage basis with recommendation the industry secure war work before January 1, 1919.

Agricultural Implements and Farm Tractors.—Effective October 1 on a twelve months' schedule, curtailed in use of iron and steel 25 per cent. from consumption for calendar year ending September 30, 1918.

Bicycles.—For the last four months of 1918 curtailed 25 per cent. in iron and steel of the consumption for the last four months of 1917, with elimination of bicycles for children and for racing purposes.

Refrigerators.—For the last four months of 1918 curtailed 33 1-3 per cent. in iron and steel of the consumption for the last four months of 1917, with orders for substitution of zinc plate where possible.



Above is shown an effective and most attractive fall shooting display in the window of the Summer Company of Moncton New Brunswick. The display was arrangement of the rifles and the grouping of the shells and other goods about the cabin is good, while the figure of the old hunter and the pine trees adds a most lifelike touch to the whole. Windows like these set the sportsmen longing for the bush and are most effective in "pulling" business to a store.

Big Money in Household Business

Hardware Firms Making Fine Profits By Going Aggressively After This Trade—Housewife Is One of Canada's Greatest Purchasing Agents To-day—Tremendous Increase In Sale of Electrical Utilities.

MR. RETAILER, are you going after the household trade this fall? If you are not doing this, and doing it aggressively, you are missing a golden opportunity. Most of this trade is clean cut business and well defined. The goods are easy to sell, in fact many of them almost sell themselves, and there is no doubt about the demand that exists for them. It is only a question of reaching out for this business and you will get it. You can not only make your sales numerous but you can lay the foundation for a lot of future orders. Your profits will convince you that you can spend your time to no better advantage than in expanding this end of your business.

To get after this trade successfully you should recognize that perhaps the greatest purchasing agent to-day in many lines of hardware is the housewife. This is one of the results of the war. The men are not here to do the buying now in anything like the numbers they were and the women are making the purchases.

Is Seldom Wrong

Every woman of course is a born bargain hunter. Most of them are also always on the lookout for any articles that will save them work or money in their homes or make home more attractive. A woman is seldom wrong in her choice of goods that will do these things for her. If you have really good goods and bring them to her attention, demonstrating that they are all you claim for them, she is more than half sold, and it is an easy matter to cinch the sale. A striking illustration of this is to be seen in the sale of washing machines, especially electric washers. In the United States and Canada figures indicate that an average of two hundred electrically operated washing machines were sold every day last year. That means that electric washers went into more than 70,000 homes and that housewives paid out for labor saving and time saving equipment more than $10,000,000.

Farmers Buy Many

It is expected that this year's sales will be even greater. Many firms have been having difficulty in keeping up with their orders owing to the troubles in securing motors and other parts of the machines. In Canada large sales have been made, and among the most extensive buyers have been farmers' wives. Owing to the shortage of help on the farms and the money that has been

pouring in for everything they have to sell, farmers' wives have the money to buy and also the inclination because every minute they can get away from their housework they can turn to most profitable account in producing foodstuffs that will bring them in big money. They will buy labor-saving devices also for the reason that they want to get away from the drudgery of the farm, especially such hard work as washing.

Average Ten a Month

Nelson Mills, of the Mills Hardware Co., Hamilton, stated to HARDWARE AND METAL that he has been selling an average of ten washing machines a month throughout the year.

"Most of them are electrical," he said, "and a big percentage of them go to the farmers' wives. There is no question about the labor saving value of these machines, and another reason why the farmers' wives are buying electrical machines is that scores of homes in the country now have hydro that do not have water in the house. The farmers' wives could not use a washing machine driven by a water motor but they jump at the chance to get one that they can work by hydro. Our business is steadily increasing in this line."

Heaters Big Sellers

Never in the history of Canada has there been such a demand for electric heaters as there is this fall. The manufacturers are simply swamped with orders, and scores of hardware firms are doing a record trade. The beauty of it is that most of the heaters sell themselves.

One firm simply keeps one of the heaters it is featuring prominently displayed on a counter near the door. Everyone going into that store simply cannot help seeing the heater, and what is even more effective they cannot help feeling it. Coming in from outside on one of the cold, wet, rainy days which have been so frequent this month, they are met by a cheery wave of warmth that is most satisfying. It puts them in a good humor right there. They linger a minute to get more warmth or to look over the heater and a salesman who is also close at hand engages them in conversation at once.

Thirty in a Day

"We have sold as high as thirty of those heaters in a day" he told HARDWARE AND METAL. "I guess I should say they sold themselves. They are one of the very best sellers we ever handled. People who have been worrying about not being able to get coal see in these heaters a solution of their winter heating problem, and the only thing that has been worrying us is that we cannot get the goods fast enough to keep customers supplied. We have a good line. It is fully guaranteed, and we can go as far as we like in recommending it. Many people who have bought one heater came back for more. That is the kind of service we like to render. It not only satisfies them now, but it brings them to our store for future business."

One Man Took Fifteen

"We have been selling a lot of electric heaters," said Robert Doran, manager of the Vokes Hardware Co., Toronto. "The coal situation has got people guessing, and the electrical heaters are giving them splendid service. One hotelman came to me and got a little heater. He tried it out thoroughly and in a few days came back and bought fifteen. He plans to put them in various rooms to keep the guests comfortable and by this plan will not need to start up his hot water heating system for some time and will thus save coal. Selling electric heaters is somewhat easy. It is a whole lot easier than getting them. They are so manifestly a good thing that people are favorably impressed with them almost from the moment they see them."

Shifting of Business

The war has been responsible for a peculiar shifting of buying power. Formerly only the well to do people purchased many lines that are being bought largely by the working people to-day. This is because the working people are getting wages that a short time ago were not even dreamed of, and many of them are getting in all kinds of extra time. They are making big money and they are spending it. They are putting a lot of it into comforts that will make their homes better. To their credit it may be said that most of them are buying wisely. They are willing to pay for good articles and they are willing to buy, but ninety per cent. of these people have to be shown. How to reach them is the problem for the retailer. Newspaper advertising and attractive window displays are the two methods that are winning an enormous trade for many retailers. Some of the biggest and most successful sales of kitchen ware, glassware, cutlery and similar household lines that have ever been held in Canada have been put on this fall.

Made Big Sales

Window displays have sold thousands of dollars' worth of aluminum ware, food choppers, vacuum cleaners, stoves, tools and electrical utilities this fall. Some really splendid window displays of paints have been made, and the sales that have followed have been most gratifying to the firms. Many firms have found it good business policy to keep both their windows and their store arrangements constantly changing, especially when they have special sales on. They move the stock around and the effect on customers has been to stimulate business.

"People have been quick to note and comment on our methods of changing our goods around" said the manager of one store. "We can tell by the remarks we hear just what they think. The general impression seems to be that we are continually getting in new goods. Customers, especially women, like to come into the store and look around and of course we are only too glad to have them as it means a lot of good business. We encourage them in every way we can. We move our stock around a great deal. It changes the appearance of the store and we keep everything clean and bright, and our customers get a most favorable impression."

Fall Paint Sales

Hardware retailers have been giving their paint departments considerable attention this month, and the results have been well worth while as a big volume of business has been obtained and prospects are for just as much, probably more, next month as the weather may be more favorable. Paint selling used to be largely a spring business, but the aggressive hardwaremen have gone after trade and boosted it, until now, with many firms, paint is a good seller all the year round.

Stove dealers have done a splendid business. With many of them it has only been limited by their ability to get shipments. Firms who stocked stoves and heaters that will burn either coal or wood have found a big demand for them and many repeat orders have been sent in to manufacturers.

Saving 40,000 Tons of Tin in England

Manufacturers of syrup and molasses have promised to do everything in their power to assist in the conservation of tin. Their product, until the need for conservation passes, will be packed in only three standard sized cans, they promised at a conference Thursday with the United States Food Administration. All small and odd sizes will be discontinued, only 2½, 5 and 10 pound containers being used.

Packing in small cans calls for needless consumption of steel, tin plate, labor and transportation facilities. A 1-pound can, for instance, represents a saving in tin of about 20 per cent over four 4-ounce cans. In addition, the expense of filling and handling the smaller container is practically equal to that of the larger one, requiring less shipping space for equal bulk of contents.

The manufacturers will, of course, be allowed to use containers now on hand before adopting the new blockade schedule.

Packing of spaghetti and macaroni in cans will be discontinued after October 15. This action, in the form of a unanimous resolution, was taken by a committee representing practically every large American canner of alimentary pastes, in conference with the United States Food Administration. The manufacturers declared that they were willing to take any measures that might be suggested by the Food Administration for the conservation of tin.

Experiments are being made at the Ebbw Vale steel and iron works, England, in the construction of railway wagons of reinforced concrete. Already several have been constructed, and hopes are entertained that wagons will be turned out at a low cost and equal in durability to existing rolling stock.

War Time Economies for Hardwaremen

How Canadian Firms Are Making Little Savings Here and There That Run Into a Lot Of Money in a Year—There Are Many Ideas Here, Mr. Retailer, Which You Can Turn to Practical Account.

THE war certainly has not hurt the hardware business. On the contrary it has shown firms all over the Dominion many opportunities in which they can expand various departments and do a bigger and better business than ever. Many firms state that after the war they are planning to make big extensions to their stores in order to develop their trade along new lines and stock goods which before they did not carry in large quantities. The spirit in the hardware trade to-day is one of optimism. Most hardware men have troubles of their own, but they are more or less temporary troubles, such as shortage of help, difficulty in getting shipments and other things of a similar nature. The hardware men are meeting all these difficulties with the same aggressive spirit they have always shown, the spirit that makes for success and that will enable them to make the very best of conditions which they cannot help for the present.

What They Are Doing

The successful retailers have realized that there are certain things they must do in order to "carry on" during an abnormal period. Some of the things they are putting into effect with excellent results are: the curtailing of expenses, both direct and overhead, selling for cash, building up sales in new side lines, especially all lines of articles which appeal to women as labor savers in the home or to farmers for a similar reason, and co-operating with the manufacturers whose goods they handle, particularly in regard to instructions as to demonstrating what the goods will do. Many firms instead of figuring profits on a 1918 or 1919 basis are considering their profits on an average five year basis. They know that the hardware business is a necessity and that they handle many lines which are essential in every home. By going aggressively after business and developing advertising with a "pull" they are maintaining progress and at the same time laying progress for big business when conditions are more settled.

Helps The Retailer

The general trend of the retail trade now, especially in the thousands of stores which deal more or less directly with the farm trade, is to put all business on an absolutely cash basis. This is working out tremendously satisfactorily to firms who have been handicapped by long standing "carry" accounts or by customers who are "slow" pay. Retailers who have made the change realize now what they often did not see before, that they collect no interest on slow accounts and that it costs the retailer money to carry such accounts and more money still to collect them, to say nothing of the annoyances and inconveniences of having to wait. They have found that they can make a really definite saving in dollars and cents and also in time and worry by a determination to carry as few accounts as possible and to follow up collections with vigor.

Another big factor in the changed conditions that is tending to help the retailer is the standardization which many manufacturers have been compelled to make in their various lines of goods. Both the manufacturers and the retailers agree now that there was room for much improvement in this respect. Some firms were making fifty or more lines of one article where half a dozen were ample to meet all the needs of the trade. Because some other firm came out with a new design of locks for instance, many firms felt compelled to follow suit. The result was that the retailer became loaded up with a lot of stock that was absolutely unnecessary and this meant the tying up often of large sums of money in stocks that did not always move as quickly as the retailer would desire. Under the new conditions both manufacturers and retailers benefit. Instead of being overstocked it has happened very often occasionally that both manufacturers and retailers have had to turn away business because they could not get the goods asked for.

Turned Them Down

"I had to turn down sales for 125 electrical heaters this week," said one retailer to HARDWARE AND METAL. "I could not get the stuff. The manufacturers we buy from are weeks behind with their orders because they cannot get the raw materials and because they are swamped with orders. Business has been good with us all through the war period and never better than right now. As soon as things get a little more normal we are planning to build and double our store capacity. We will put in big stocks and there isn't a doubt in the world that we will get far more business than we ever had. Canada is going to grow and we are planning to grow with it. There are enormous possibilities in the electrical specialties trade for instance. We have been doing a good business in them, but we are only now beginning to realize the possibilities there are in it. After the war we plan to have one store in which there will be nothing else but a most complete line of electrical goods. Our paint sales have kept up splendidly and yet we know that after the war there are hundreds of people who will want paints. They have been putting it off and putting it off and we will get all that business. In the meantime our paint department is steadily growing. The war has shown us many new places in which we can develop paint sales, especially in the homes. To-day we showed a woman who was planning to buy new linoleums where she could save many dollars by simply going over her old linoleum with a good floor varnish. We were able to show her just exactly what she could do and as a result she will see other places in her home where she can apply paint and make things last instead of buying new ones. This is good missionary work and will help our future sales."

War Time Economies

Below will be found a number of little plans which hardware men have discovered will help them meet war time conditions more successfully and economically. They are all in operation in some of the best stores in Canada.

If you need more shelf room be sure that you are using all your present shelf area before you invest in more equipment. Often a section of shelf is only partially filled up, and a new, but of course smaller, section can be made by inserting a new shelf. Adjustable shelving is usually more economical than the unadjustable kind.

Team Work Counts

Cut down your labor turnover by creating a team-work spirit among your employees. One retailer holds a meeting of his employees regularly and talks on conditions in the business. In this day of war wages employees are inclined to shift easily from place to place, looking for the largest possible wage. Carefully planned meetings of employees enthusiastically carried out will help to create a better spirit, keep employees on the job and reduce the number of "green hands" that must be broken into store work and contract work.

This retailer also takes full advantage of the visits of all travellers to have them explain thoroughly to his clerks all that their goods will do. In this way many questions are asked that bring out much useful sales talk and the effects of this policy are much in evidence in a steadily growing business.

Buyers Carry Goods

If your store maintains a delivery service, the quantity of goods delivered can be cut down by urging your customers to carry home their small purchases, requesting them to bring in appliances

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Current Events in Photograph

GENERAL HAIG PRAISES CANADIANS

Some of the highest commendations the soldiers from the Dominion have won have been those of the British commander-in-chief. He is shown here personally addressing a cheery word to a party of Canadians who have just come out of the trenches and are on their way back for a rest. In spite of the desperate fighting they have been through the Canadian boys show little sign of being worn out and are plainly eager to catch every word Sir Douglas Haig has to say.



Bicycle Dealers Have a Grievance

Declare Fall Trade Was Injured by Action of the Manufacturers in Raising Prices—Dealers Decide to Go in Strongly for Window Displays in Future

AT a meeting of the Toronto Bicycle Dealers' Association, called to discuss general conditions in the trade, strong objection was taken to the action of manufacturers and jobbers in raising prices on bicycles early in the fall. This year the price increase came on September 9. One result, it was declared, is that people decided to wait until next spring before buying. If prices were not increased until the winter or early spring, buying in the autumn would be encouraged. There would be still more inducement for people to buy at once if they knew prices would be higher in the spring. Prices are now in a jumbled state, it was stated, through a number of dealers clearing out old stocks at old prices and others raising their prices when notified.

Plenty On Hand

Representatives of several Canadian manufacturers and jobbers told of restrictions which they had adopted voluntarily, including the abolishment of several color combinations and other details. They also reported that stocks on hand were sufficient to keep the retail trade supplied for some time regardless of possible material shortage in the future and restrictions by the Canadian Government. Shipments of wood rims from the United States might be cut off because of an embargo on the exportation of forest products, but a considerable number of rims are made in Canada.

Cutting Down Models

The dealers discussed the situation relative to the cutting down of various bicycle models for 1919 and the elimination of various extras by order of the Conservation Division of the War Industries Board of the United States. They decided to hold a bicycle run on Sunday, October 6, over the course from the South African Monument at Queen street and University avenue, to High Park, the event to be staged primarily to emphasize the independence of the bicycle from the gasoline situation.

Window Displays

To encourage local dealers to keep their windows in good shape, even at this time of the year, it was decided to hold a window-dressing contest for members of the association. The decision led to a discussion regarding window dressing and it was decided to arrange with the wholesalers for the dressing of local bicycle windows by a qualified window trimmer under the auspices of the Toronto Bicycle Dealers' Association, the individual dealers to pay for the work. This plan will go into effect, it was decided, immediately after the holding of the proposed contest. Those present were agreed that all windows should be kept attractive at all times of the year. Reference was also made to the sale of accessories through the power of window displays. Several dealers declared that accessories and supplies always sell well in places where the dealers make a practice of displaying the goods attractively. The dealers were urged to place price tickets on all accessories.

Don't Waste Ammunition

"Don't burn an unnecessary shell," said the manager of a large Canadian cartridge company to HARDWARE AND METAL. "Orders for ammunition are coming in very freely. There is more business than we anticipated so late in the season and this indicates a shortage of stocks elsewhere. We have enough powder for near requirements, but the difficulty of late has been that of securing caps, paper, etc. We find that when we have enough material of one variety another is scarce. This has been a problem since the governmental restrictions last summer. My advice is that all unnecessary firing of cartridges be cut out."

WAR-TIME ECONOMIES

(Continued from page 46)

to be repaired rather than ask to have the wagon call, and by having demonstrators make deliveries of one or two small packages while going to see or returning from a prospect.

Training Help

Somebody has said that a "green" salesman can sell goods sometimes, but a "blue" salesman never. In replacing men clerks with women in your store you will acquire a staff of "green" salespeople. If they do not understand their work and make many mistakes, they are likely to become "blue" also. One of the best ways to prevent this and to make them less "green" as well is to put your copy of HARDWARE AND METAL into their hands and urge them to read it.

Saving Stationery

Use the half-size letterhead and cut down your stationery costs. Also the smaller page suggests brevity. This helps the correspondent to conserve his time.

Why spend 3 cents when 2 are enough? In other words, why send a letter when a postal card will do as well? Many business messages can be carried on a postal card without loss of dignity and without revealing information about your business.

Cutting The Cost

Janitor service will be at a premium during the coming winter. Why not "go fifty-fifty" with your neighbor and have one man look after the furnace for both stores? If the stores are small and the heating equipment simple and easy to operate, one man should be able to do the work for the two stores.

Dust Protection

If window shades or cloth curtains are hung in front of otherwise open shelves and lowered at night, appliances and shelving will be protected from dust. Maintenance costs and depreciation of goods should be lower as a result.

Clean and unwrinkled newspapers often make a good substitute for the more expensive manila wrapping paper. Not all, but many of the articles sold in the hardware store can be wrapped neatly in newspaper.

Large stores employing a number of clerks are finding it worth while to have them wrap up irons, toasters, grills and other articles during spare moments. A supply of wrapped articles all ready to pass across the counter helps to speed up the selling effort.

A Simple Saving

If goods are wrapped so that the corners can be folded into the package in such a way that the string need be wound in one direction only instead of the usual two ways around, the saving should be almost a 50 per cent. reduction in the amount used. See Figure 1.

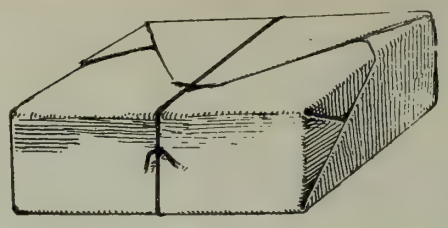


Figure 1

How much capital do you have invested in old stock—old appliances, old fittings, and old parts? Advertise it, sell it at a big reduction if necessary, but get your money out of it before it becomes junk and a dead loss.

Accurate Weighing

Be more accurate in selling by length or weight. Clerks too often are careless in this matter of accuracy. An inch or two extra or an ounce or two overweight often mean annual losses which otherwise would cover telephone, supplies, insurance or some other item in the cost of doing business for an entire year.

Window Displays

Do not buy accessory materials for window display purposes. If you need furniture for a display, a furniture dealer will usually be glad to lend you what you need, provided you put a card in your window, "The furniture in this window is for sale by Blank & Co." Dealers in other lines are also willing to profit by an opportunity to display their goods in your window.

Better Bookkeeping

Better bookkeeping is always an economy. It may cost some time and effort to put better accounting methods into operation, but the expenditure pays for itself many times over.

If you need a bit more shelf room build shelves around any posts you may have in your store. They can be made either square or circular. Be your own carpenter. The shelves will carry stock in winter and will be a good location for fans in summer. Two or more shelves can be built on the same post, one above the other. See Figure 2.

Displaying Lamps

Don't buy another table for displaying portable lamps. Rather increase the capacity of your present table by putting small pedestals under the middle row of lamps. This permits them to be placed closer together because the shades overlap and thus more lamps can be carried on the table. See Figure 3.

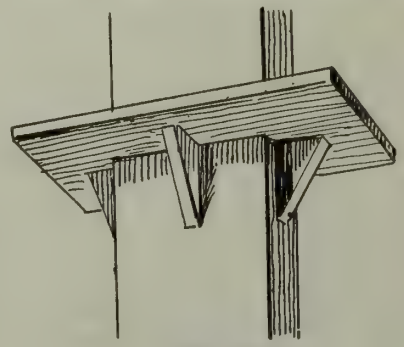


Figure 2

Delivery Co-operation

Why not co-operate with other retailers in making deliveries? War has forced business men to recognize the economies of co-operative delivery service. Many systems are being built up throughout the country. If such a system exists in your town or city its service ought to handle any delivery work that you may have at a lower cost than you can reach with your own delivery service.

Useless Wrapping

Stop wrapping up articles that do not need wrapping. This will cut down your cost of supplies. Many articles are sufficiently protected by the manufacturer's container. If the customer objects, a smile and a courteous statement of your wish to conserve paper will send the customer away contented.

Use The Phone

Why should demonstrators walk miles to see prospects and arrange for demonstrations when the same arrangements can be made by using the telephone in the store The telephone approach will help a demonstrator to use his time to much better advantage and that in turn should mean fewer demonstrators, hence fewer dollars for wages.

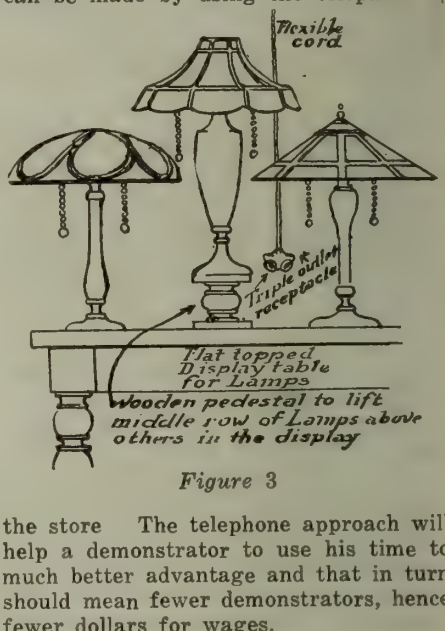


Figure 3

Do not throw away twine, rope, wire, paper, and cartons used on incoming shipments of goods. Much of this material can be used again, where the appearance of a package is not as important as the appearance of a package sold over the counter.

Keep Store Clean

Keep a foot mat outside of the front door of your store, especially during the winter. This will keep your floors cleaner and reduce the number of times you will need to have the store swept out during the week. And do not forget to clean the door mat too.

A dealer who operates a motor truck has effected a considerable saving by restricting his own use of his truck to four days during the week and renting it out along with the driver to a local

(Continued on page 55)

Hardware Dealer With Good Stock, Fortunate

Generous Treatment From U.S. — Some Unique Facts — Canada's Producing Power—Views Expressed by One of Canada's Steel Manufacturers

ACCORDING to Col. A. F. Hatch, manager of the Canada Steel Goods Co., Ltd., Hamilton, the hardware dealer who has been able to maintain a good stock of steel goods is in a fortunate position. Available supplies of material are now much reduced and the recent restrictions imposed have served to curtail the probable available material more than ever in the history of the trade.



COL. A. F. HATCH.
Manager Canada Steel Goods Co., Hamilton.

Liberal U. S. Treatment

In speaking with HARDWARE AND METAL Col. Hatch stated that the treatment which Canada had received in a general way with regard to supplies of steel at the hands of the United States was of a most generous nature. They, across the border, had even deprived themselves of essential requirements in order to let Canada have a goodly share of the steel that was available from time to time. This is a fact that should be borne in mind and were it not for the generosity of the United States mills and the authorities there, a much greater shortage than that existing to-day would have been apparent months ago. It is now up to Canada to show her appreciation by conserving in every possible way and in assisting the War Trade Board in making up the deficiency that exists for steel and iron.

Some Unique Facts

Col. Hatch pointed out that it had been impossible to provide against the shortages of to-day four years ago. Canadian firms had, in great measure, sized the situation up on the outbreak of the war and it was only due to the provisions that had been made in securing large stocks of raw material that the trade demands had been as well met as they have.

One of the peculiarities of the steel manufacturer's position to-day was that of not knowing just what class of business he might be called upon to accept. Essential war orders were now figuring big in the program of industry and what might be called "freak" orders came to hand for quick dispatch every once in a while. It might be for a staple line or for some special line of goods. For instance, a large Montreal firm just secured an order for some 1,700 dozen pairs of a certain kind of steel shelf brackets. These would be used on government work in a maritime province. And one of the features of this business was that these were to be used only temporarily. In another case a very large specification came through for a regular line of butts, but for a quantity that would not be asked for ordinarily in these days of restricted building.

Canada's Producing Power

In opinion of Col. Hatch, Canada will not be in a position to increase her production of material to any great extent. There are several furnaces due to be blown in within the next few weeks, but a survey of this total capacity will not begin to make up the deficiency already figured out by the committee on steel production. There is one thing that must ever be borne in mind, and that is the fact that every other consideration is subservient to the needs of war prosecution in every possible way.

Waste Paper Now at High Figures

Prices Double Up—Sell Now, it Pays—How the Market is Influenced—Get Together With Your Neighbor

THERE is no question of doubt but that waste paper is perhaps as elusive an article as any which the retailers could touch. Looking over a period of a year or two years, it will be found that prices are subject to extreme fluctuations, and to the retailer who watches the market very carefully the difference between a good price and a low price will be his.

Perhaps during the next month or six weeks the market will range at as high a figure as it will reach, or has reached, all the past year. Dealers' buying prices on October 1, f.o.b. Toronto basis, were as follows: Scrap paper in bales, $15.00 per ton; Newspapers, 20.00 per ton; Mixed books and magazines, $28.00 per ton; Cardboard, $15.00 per ton.

Prices Double Up

These are not the highest prices which have ever been paid for waste paper, but to-day's quotations are about double what they were 3 months ago. They also compare very favorably with the same period 2 years ago. Last year was rather an unusual one, and the market did not respond as is usually the case at this time of the year.

How The Market Is Influenced

Conditions which influence the waste paper market, during the winter time particularly, can be summarized briefly as follows: Most of the paper mills operate with water power, and in the winter time they have to contend with ice and snow, which curtails production materially. Those depending on the electric power or coal have also to face conditions where power is scarce and coal hard to get. This being the case, plants operating on munitions, or which can be placed in the essential war industry class, get the preference. That means that a paper mill, in which machinery is the big factor in operation, rather than the number of employees, which operate in normal times 24 hours a day and six days a week, may be restricted to 8 or 10 hours a day during the winter months. If this condition develops it will mean a decidedly big decrease in the tonnage used, and consequently prices paid for waste paper will drop accordingly.

Sell Now—It Pays

Right now is a good time for merchants to sell. Some merchants seem to feel that it is hardly worth while to develop the waste paper business. Perhaps if the truth were known, the majority of these merchants have sold at the wrong time, and for this reason have not secured the maximum price, which prevails in the good season. The spring and the fall are splendid times to sell waste paper. The winter and summer are usually rather flat.

Get Together With Your Neighbor

The retail merchant, whether he is a hardware merchant, grocer, dry goods merchant, in fact in nearly any line of business, uses and receives a very large quantity of paper which becomes waste. If he can receive ¾c per pound, to-day's price, there is no question of doubt but that this would run up to a very tidy sum with the majority of merchants. Waste paper dealers tell how the larger retailers are taking advantage of the market offered them for waste paper, and it is also on record that retail merchants in the smaller towns club together and make up carload shipments to the different dealers. One waste paper dealer quoted the towns of Sudbury and Port Arthur as examples of those towns which are clubbing together and making up carload shipments to

Continued on page 55.

EDITORIAL COMMENT

THRIFT A PATRIOTIC DUTY

THE necessity of thrift is being driven home to the public in many ways, especially through the curtailment of the production of luxuries and the means of amusement and entertainment. It is also being conclusively demonstrated that thrift is profitable, more profitable indeed to-day that it was before the war, since savings command a higher return. But it should not be forgotten that thrift is also a patriotic duty. Our people must save if they are to win this war. For what would all our enterprise and industry profit us if Germany were to win? So saving means national self-preservation. Save that we may win.

FIRE PREVENTION DAY

OCTOBER 9 will be observed throughout the Dominion as Fire Prevention Day and it is hoped that a great deal of good will result in the way of stopping Canada's enormous fire losses by drawing attention to the waste that is largely due to carelessness. Many retailers are strongly of the opinion that the authorities at Ottawa could help along the work that is being done by framing legislation that would assist in the protection of property by compelling the heedless and the careless to observe reasonable precautions. The province of Saskatchewan has led the way with an act which is designed to work out along this line. Imitation is the sincerest flattery and the province of Alberta has shown its appreciation by adopting the legislation of Saskatchewan. It will become law shortly. Merchants believe that it is time Ottawa took some action. Canada's fire losses have become so serious that it is necessary that something be done. Conservation is one of the greatest needs of the time and one of the greatest foes of conservation is the fire demon. The European countries long ago recognized this and took steps to minimize the losses due to fire. Much good work has been done across the line, also, and now Canada is going ahead regardless of whether the authorities at Ottawa see fit to lead the way or not.

MAINTAIN YOUR STOCKS

THE problem of just how much stock to purchase is one that is causing retail merchants all over Canada no small anxiety. After four years of war it would seem that more firms have lost money through not buying enough to meet the demands of their trade than are out of pocket through buying too much. Not a few firms who laid in good stocks have been able to sell everything they had and add a good percentage to the profit they had already figured on. Many firms to-day would gladly place orders, and large orders, too, for goods which they could have obtained a few months ago but which are now off the market. The firms who placed the orders then will be the ones to benefit in the next little while. As long as the war is on prices are bound to remain high and goods scarce. The stocks of many lines of goods will be so depleted when the war ends that prices will go even higher than now, because there are some things which it takes time to grow or produce. Many of the shrewdest merchants in Canada believe that prices on many lines of goods will never again go back to their former levels and are laying their plans accordingly. Many of these merchants are looking forward to an enormous development in Canada in the next few years and they are laying their plans now to be ready to get their share of the business. It may be accepted as a good general rule that avoiding a nervous policy in regard to buying is a safe one. When the war started, thousands of merchants in England believed they would be ruined in a short time. Conditions exactly opposite resulted and many of those firms have doubled and trebled their turnover. They have learned that it pays to maintain sufficient stocks not only to look after the needs of their present customers but to take care of the needs of a few new ones. The men who worked along this line have been able very often to secure business which ordinarily would have gone to other firms, but because the other firms were too nervous to buy sufficient stock, they have lost out and many of them have lost good trade permanently.

BIG BUSINESS COMING

THE end of the war will find Canadian business operating on a much broader basis than it was in 1914. This is especially true of the Dominion's manufacturing interests. Canada has many important new industries and many of the old ones have been greatly developed. Many firms are busy with plans now for maintaining after the war the increased business they have secured. They will have the capacity for production and plan to make

the most of it and keep on growing. Canada is after world trade and will undoubtedly get a share of it. The retail firms of the Dominion are also busy with plans for expansion when peace comes and conditions are more normal. Few businesses will have better opportunities for enlarged trade than the hardware trade. There will be an enormous increase in building and an unlimited demand for hardware of all kinds, paints and other necessities. Some of the best firms in Canada are getting ready now for taking care of this trade. It will be theirs for going after it. The man who goes after business always gets it provided he is prepared to give service and has the goods. This is one reason why the hardware business of Canada is on such a firm foundation. Hardware dealers handle essential commodities for which there is always a demand and they have proven themselves second to none when it comes to going after trade and giving real service to the buying public.

GOOD ROADS ESSENTIAL

ROAD work is an "essential industry." It is an important business. Nothing must be permitted to stand in the way of it, and the pathway from producer to consumer must be kept free at all cost. It is not enough that the farmer raises a bumper crop; that is only a part of the work, important as it is. Wheat, corn, oats and other grains and vegetables, products of the dairy, live stock and other staples of the agricultural industry must be gotten away from the farm, garden and ranch. They must be delivered to railroad centers, whence they are distributed to our own people at home, to our soldiers and to our allies abroad. Roads serve a fundamental need. They are the backbone of our economic structure. To hold back from spending money for good roads is little short of courting disaster. No county official is serving the best interests of his constituents or the best interests of the Province or Dominion by pursuing a niggardly course in the county's highway program. He has no right to obstruct the progress of the community in this way. Such a course shows poor judgment and convicts him of a lack of far-seeing patriotism.

MUCH TO BE THANKFUL FOR

THE smashing victories of the Allied armies this week will do much to shorten the war. The elimination of Bulgaria from the struggle will have a big effect on Turkey and may compel that Empire to sue for peace. During August and September the British forces alone captured approximately 125,000 prisoners and about 1,400 guns. Thanksgiving will soon be here and the Allies have much to feel truly thankful for. Canadians have many special reasons for gratitude. They have been favored with the most bountiful crops. They have been sharers in abundant business prosperity and a steady increasing trade. The boys of the Dominion overseas have won undying glory in the terrific fighting that has marked this year and have won for the Dominion a proud place in the eyes of the world. While Canada has been partaking to the full in the fight against the Huns, she has been spared the horrors of devastation which have made heaps of ruins in France and Belgium. This is something that Canadians cannot appreciate unless they have seen it and know just how thankful they should be that they are so far from the big guns. At home there have been no serious labor troubles or other strife and best of all the end of the war appears to be in sight. Canada and her Allies indeed have much to be thankful for.

SETTING THE CLOCKS BACK

WHEN the clocks are set back an hour on Sunday, October 27, all the little differences that arose between advocates of the old and the new time will cease—until next year. To get the benefits of the daylight saving plan it was necessary that it be generally adopted. People in the cities were strongly in favor of starting work an hour earlier and reaped the benefit in the extra period of daylight available for gardening. On the farms where the advantage was not so apparent a few adhered to the old order. In some communities the majority decided to keep things as they were, opening schools and churches on the old standard. Thus in the little matter of time keeping neighbors were divided and criticism was directed against many storekeepers who closed too early to suit the convenience of their customers. Those who tried to compromise kept two clocks, running one on old time to work by and the other new time to indicate how the trains ran. A great deal of misunderstanding and confusion arose, all of which was blamed on the new arrangement.

A NEW MAN ON THE JOB

WHEN a new man comes on the job how much do you try to be his friend? If he wants to know a few things do you look at him as though you were disgusted with his presence, and say, "Why don't you get the information?" or do you help him to get it. The first day on a new job is the most difficult of anyone's association with a company, and if you can say something that is cordial, cheery and helpful, say it. He is bound to carry with him for a long while the memory of his first day with us, and work is more easy for us all because of this cheerful co-operation and helpful spirit, especially during our first days with a new company.

Be a friend to the new man.—The Stanley Worker.

THRIFT will get you further up life's ladder than any other quality, and waste will carry you down faster.

EVENTS IN THE TRADE

Business Changes

Toronto.—University Electric Co., hardware, etc., dissolved.

Petrolea, Ont.—Estate of J. H. Fairbank has been sold to the Canadian Oil Companies, Ltd.

Fordwich, Ont.—William Jamieson and Erle Patterson have purchased the hardware business of J. W. Ratz.

Sault Ste. Marie, Ont.—Edwin Keyes has purchased the interests of J. S. Reynolds, in the firm of Keyes and Reynolds, hardware merchants.

Obituary

Ex-Alderman John C. Swait, aged 83, for many years in the hardware business at 230 Queen St. E., Toronto, died on Sunday. He came to Toronto from Old London in the early 60's. He was a member of the City Council for some years, a director of the Industrial Exhibition, and later became Toronto harbor superintendent. He was a life member of St. Andrew's Masonic Lodge and a Past Grand Master of the Sons of England.

Personals

F. J. Penberthy of Lowe Bros., Toronto, is away on a business trip to Chicago and Winnipeg.

Cecil Dixon, manager of the bicycle department of Hyslop Bros., Limited, Toronto, is now on his second business trip within a year to the Pacific Coast.

Fires

The premises of the C. S. Judson Co., Ltd., of Winnipeg, mail order jobbers in implements and hardware, were damaged by fire to the extent of $250,000. The loss is partially covered by insurance.

A portion of the factory of the Canadian Wood Products, Limited, Toronto, was destroyed by fire. The firm's output of boxes will not be affected, the management stated to HARDWARE AND METAL, as the section of the plant burned was engaged in war work, making shell boxes. The loss is $20,000.

Trade Notes

The Merrill Hardware Co., of Rainton, Sask., is enlarging its store.

The Mannville Hardware Co. has started work on an addition 30x60 feet to its store on Main St. at Shellbrook, Sask.

Robert Gillespie, of Oxbow, Sask., is going after the auto trade of the district and has installed an air compressor to supply customers with free air.

The Lougheed Hardware Co., of Lougheed, Alberta, has purchased the harness stock of J. Hertel, and plans to carry a full line of harness in addition to hardware.

Winteringham Bros., of Glenewen, Sask., have installed complete new fixtures throughout their hardware store, and now have one of the finest stores in their section.

Arrangements have been made by the McClary Mfg. Co. of London, Ont., for the manufacture in Canada of some of the most popular style ranges of the Cribben & Sexton Company of Chicago.

Messrs. Frank and Harold Goodwin have disposed of their interests in the Goodwin Heater Co., of Sarnia, Ont., to W. D. Giffin of Sarnia. Harold Goodwin, who has been travelling salesman for the firm, will continue in that capacity.

The American Hardware Manufacturers' Association and National Hardware Association Convention will be held at Atlantic City, Oct. 23, 24, 25, 1918. Headquarters Marlborough - Blenheim Hotel. F. D. Mitchell, secretary, 4106 Woolworth Building, New York City.

A dispatch from Galt states that cheques are being issued by the Ontario Portland Cement Company, liquidator of $20 per share for all shares of the company, which went into voluntary liquidation. It is expected that further payments will be made as the assets are realized.

The business of the New England Paint, Oil and Varnish Company, at Everett, Massachusetts, has been purchased by the Du Pont Company and it will be made a branch of the company's already large activities in this line. It will be used largely to cover the New England field.

Montreal News

Harry Simpson, of Arthabaska, Que., was in Montreal during the week.

A. Stewart, manufacturer's agent of Peterboro, was a Montreal visitor.

O. N. Parent, with Canadian Yale and Towne, Ltd., was in Montreal this week.

A. St. Amant, of Pointe-Aux-Chenes, Que., was a Montreal visitor this week.

G. Marquis, of Batiscan, Que., hardware merchant, was in Montreal this week.

The Reading Hardware Co. was represented in Montreal this week by W. F. Duffield.

G. A. Whitelaw, representing the Martin Mfg. Co., of Whitby, Ont., will be in Montreal in a few days.

Ernest Bureau, of Richardson and Bureau, manufacturers' agents, Montreal, visited Ottawa last week.

Col. A. F. Hatch, manager of the Canada Steel Goods Co., of Hamilton, was in Montreal on Monday of this week.

Brandram-Henderson, Ltd., will hold a managers' and salesmens' convention in Montreal on October 9-10-11, at the Windsor Hotel.

Members from a distance attending the special meeting of the Canadian Paint, Oil and Varnish Dealers' meeting on September 27 were: M. F. Christie, of Geo. F. Stephens, Winnipeg; T. F. Moneypenny, Toronto, of the Imperial Varnish and Color Co., and Chas. Hickman of the Ottawa Paint Works.

Bicycle News

W. E. Woodley, Vancouver agent for the Excelsior motorcycle, is now in his new store on Abbott street.

Harry Rutledge, formerly with Fred Deeley of Vancouver, has opened the "Modern Machine Shop" on Seymour street, where he is conducting a bicycle and motorcycle repair business.

There are a number of interesting developments in bicycle trade circles of British Columbia. The Collingwood Hardware Company, Vancouver, is one of the new concerns to take on the bicycle and accessories as a special department.

New motorcycles are scarce in Vancouver, but Fred Deeley has received a shipment of English bicycles. It is almost impossible to get any new motorcycles at all and used machines are much in demand. The second-hand motorcycles are bought freely, some of them selling for well over $400.

Catalogues

"Plymouth Products," a bulletin issued by the Plymouth Cordage Co., of Welland, Ont., contains information regarding the company's products and items of general interest to rope buyers.

Catalogue No. 19 just issued by the Iver Johnson's Arms and Cycle Works, of Fitchburg, Mass., contains twenty pages of most attractively illustrated matter descriptive of Iver Johnson bicycles, saddles and sundries. The Iver Johnson superior truss bridge roadster is featured especially, and also the Iver Johnson Mobicycle.



Corp. L. Ryan, formerly employed with W. H. Thorne & Co., Ltd., St. John, N.B., is suffering from gunshot wounds in the left leg.

Sgt. Wm. R. Allan, a bookkeeper with T. McAvity & Sons, Ltd., St. John, before going overseas, is in a French hospital with gunshot wounds in the face.

Pte. Norman J. Stewart, who enlisted with the Vancouver Cycle Corps in January, 1917, has been killed in action after serving overseas for a year and a half.

W. A. Maclauchlan, hardware manufacturers' agent, St. John, N.B., has been advised that his son, Captain R. F. Maclauchlan, has a gunshot wound above the knee.

Ernest Cooke, formerly with J. E. Wilson Co., Ltd., St. John, N.B., has been wounded in France, soon after recovering from the effects of a gas attack. He is a Boer War veteran.

Thomas Bradley, employed with the Union Foundry and Machine Works, West St. John, at the time of enlisting, was killed in action recently while serving with a New Brunswick battalion.

Corporal Roy Wintermute, formerly employed with the Canadian Iron Foundries at St. Thomas, Ont., is in the General Hospital at Etaples, France, suffering from gunshot wounds. He went over with the 94th Battalion.

Lieut. Harold J. Clark, R.A.F., son of W. J. Clark of Pickering, Ont., is returning to Canada on leave. He recently fell 2,000 feet while flying in England. Lt. Clark was formerly with H. S. Howland, Sons & Co., Ltd., of Toronto.

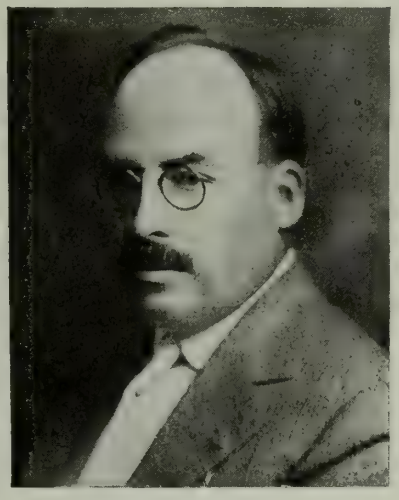
Harry H. Neal, formerly with the Mueller Brass Co. at Sarnia, Ont., but recenntly with the Curtiss Aeroplane Co. at Buffalo, has enlisted and is now training for overseas service with the United States Marine Corps at Paris Island, South Carolina.

Flight Lieut. Clinton C. Conover is reported missing. He is a son of J. H. Conover, manager of the Toronto branch of the Martin-Senour Company. Flight Lieut. Conover went overseas in November, 1917, and has been flying in France since last March.

Berton F. Ramsay, a member of the office staff of T. McAvity & Sons' King street stores, St. John, N.B., has been reported wounded and missing since August 28. He had recently returned to the line after convalescing from shrapnel wounds.

Pte. James Paddock, 27 Broadview Ave., Toronto, is again in a French hospital with a gunshot wound. He was wounded some time ago and after returning to the trenches was severely gassed. He was with the Toronto Plate Glass Works before going overseas with the 81st Battalion.

On September 4 it was reported that George Mundie, formerly Associate Editor of HARDWARE AND METAL had been killed in action. Word has just been received that he was not killed, but was very severely wounded with shrapnel. It is understood he is now in an English hospital, having undergone an operation.



H. M. ASHBY.

H. M. Ashby Given Dinner

On the evening of September 27, H. M. Ashby, late managing director of the Sherwin-Williams Co., of Canada, Ltd., was tendered a farewell dinner at the St. James Club, Montreal, by his former associates in the paint and varnish trades, and a number of other friends.

While the duration of Mr. Ashby's residence in Montreal was really brief, there was probably no figure in the paint trade who had made more friends in the space of three years. Although his friends knew him to be a close student of his own work, he had the gift of making real friends who were sorry to learn of his departure.

President George Henderson, of the Canadian Paint, Oil and Varnish Association occupied the chair and made the initial address of the evening. Following him were Vice-President Walter Ramsay, and Messrs. W. S. Fallis, A. T. Black, W. W. Ingersoll, Norman Holland and W. Beverley Robinson, all of whom referred to the friendly and pleasant relations that had existed as between Mr. Ashby and his associates, and wishing him every success in his new field. To these felicitations Mr. Ashby suitably replied.

New Brunswick News

Restrictions on big game hunting in New Brunswick this year have reduced the number of sportsmen entering the woods and sales of hunting equipment and supplies.

Cyril Berwick and Miss Helen Waters, of the office staff of T. McAvity & Sons, Ltd., St. John, were married recently. A cheque was received from the company and a chest of silver from the staff.

J. G. Harrison, secretary of W. H. Thorne & Company, hardware, and other St. John men have been incorporated as the St. John Steamship Company. The company will provide steamers for the trade between St. John and Nova Scotia, which has been greatly hampered by the withdrawal of vessels. One steamer is already under construction.

New Companies

A provincial charter has been granted to the Universal Cartridge Company, Limited, capital $2,000,000, with the head office in Toronto. The firm plans to manufacture and deal in explosives, munitions, metallic and wooden ware.

Wire Orders Show Shortage of Steel

Orders have just been allocated covering a big tonnage of American barbed wire for shipment overseas. Pittsburgh district mills will supply a large part of the wire, and as a result of the placing of these orders and of other urgent American government orders which were distributed recently, in the face of reduced operations at wire plants, the delivery situation is now the worst that has ever been experienced. Priority certificates are of little avail, as the great difficulty continues to be the shortage of steel, wire makers turning over their steel in big tonnages to other manufacturers whose product is considered more essential, and under present conditions wire can be had only on direct government, or AA or A priorities.

One Price For Oil In New Brunswick

The Imperial Oil Company has adopted a one price policy for the Province of New Brunswick. Oil is now sold from all the company's tank stations at the same price.

New tank stations are being erected at Shediac, Chatham, Newcastle, Campbellton, Grand Falls and Florenceville.

Distribution facilities at St. John have been improved by the erection of the most modern oil storage warehouse east of Toronto. Concrete and tile construction makes it fireproof. All electric light wires are in conduits, the lights are vapor proof and all switches are outside the building.

The storage capacity of the plant is 300,000 gallons of refined oil and gasoline and in the tank room are eight tanks, each of 9,000 gallons capacity for lubricating oils. This room is steam heated so as to obviate any difficulty in handling heavy oils in the coldest weather.

THE CLERKS DEPARTMENT

What a Young Man Must Do to Become a Merchant

The Author Knows Whereof He Speaks, Being the Controlling Genius in an Enterprise Embracing 197 Retail Stores in the United States, Which Recently Wrote a Check to the Internal Revenue Department For $874,821 For War Taxes

A MERCHANT is one who buys and sells for service and profit. He must buy his wares with judgment and dispose of them at a profit if he is to be successful. The commercial agencies, Dun and Bradstreet, state that 95 per cent. of all business men fail. On the face of it, this seems almost incredible, but we are not justified in disputing their figures. Evidently, there must be something radically wrong in the prevailing methods of business. These failures must be a result either of lack of knowledge of business or the result of insufficient capital with which to finance business.

Yet, in my opinion, there is another cause. Many merchants fail simply through lack of training.

In Great Britain and Scandinavia, young store men serve an apprenticeship just as they do in any other trade. We find them trained thoroughly even to the minutest detail. In the first place, they are taught obedience to discipline; no man can ever hope to become a merchant unless he can ultimately learn to discipline himself and those who work for him.

No Apprenticeship

In the United States, unfortunately, no apprenticeship system exists in business. The average young man is attracted to and free to accept that position which pays the largest salary. To secure such a position without training is decidedly not for his best interest. No greater misfortune could possibly be his. More young men have been ruined by drawing large salaries early in life than by any other one thing. The young man, generally speaking, feels that while he is young and before he settles down, he must see some of the "world," as he calls it. He makes money; he spends it. Instead of devoting his evenings to reading and study to improve his mind, he often spends them in idleness and dissipation. Ere long, not only has he acquired bad habits that will be hard to break, but his health may have become impaired. It is absolutely impossible for a young man to spend his night in dissipation and be at his best the next day.

A Wrong View

I have often heard young men argue that if they put in their working time faithfully it is none of the employer's business what they do outside of business hours. Such argument is nonsense, and any man of experience will declare that it is not the work that kills men, but the temptations that assail them from 6 p.m. to midnight. In the city of New York where the temptation for a good time is perhaps greater than in any city in the country, I have often observed ambitious young men and women going to night school in order to acquire a better education. That kind of determination is not found in ordinary people; they are the extraordinary; they are the kind of people who are ready to open the door when Opportunity comes to knock.

They are the young men and women who are ambitious and bound to succeed.

Learning Homely Tasks

We have in our employ a number of young men who came to us upon their graduation from high school. These young men were placed in our store on a very nominal salary, in some cases a mere living. Our object in starting them on a low salary was to encourage in them the practice of economy. It has been our idea to help these young men build for the future. We have in each case insisted on a careful, thorough training. We invariably start young men at sweeping, opening boxes, washing windows, and doing stock work. These duties are humble but important ones. A store should be kept as clean and tidy as a proud housewife keeps her home. Customers do not like to trade at an untidy store.

Stock Keeping

To be a good stock keeper is one of the important attainments of a merchant. Not only does this apply to keeping stock clean, straight, and in order, but free from odds and ends. Take for instance, a dozen shirts: one must sell ten of them in order to pay the manufacturer. The two that are left represent the merchant's profit, and he has made no money on the dozen shirts until he has sold these two. That is exactly the reason why our system will not permit of sales, cut and slash prices.

Therefore, one of the first principles for the young man to acquire in becoming a merchant is to know how to keep stock.

Grasping Principles

His advancement and his knowledge of the details of the business will depend largely on his application and ability to grasp fundamental principles. He is taught first the value of truthful statements; not to exaggerate; to make good every statement; to be courteous, pleasant in all his dealings; in short, the word Service, *real* Service, is the one thing we insist on him delivering. It is for this reason that we include Service as a part of a merchant's equipment as pointed out in the beginning.

Valuable Training

If a young man will submit himself to this regime in the same spirit that a man submits himself to college demands, the training that he will get in a J. C. Penney Company store will be worth thousands of dollars to him. No greater opportunity ever existed anywhere than in our organization. True, there may be just now a temporary slow down owing to the war, but the fact that this business has been developed in sixteen years from nothing to its present size is evidence the principles must be right.

What I want to impress on the mind of every young man is this: Do not think of the salary you are drawing, but fit yourself for the future. Let the foundation you are laying to-day be strong and solid, it will then be enduring. You may then build just as high as your ability and capacity will permit.

There is nothing mysterious about success. The trouble with the average individual is that he is not prepared when the opportunity comes. The thing to do is to "dig in," and to strike out with a determination to be something, to be somebody, and success will most certainly crown your efforts.

NOTE.—This article is from "The Dynamo," the internal house organ of the J. C. Penney Co., and was written by Mr. Penney.

Brooms Advance Ten Per Cent.

Freight Rates and Twine Factors—Broom Corn Outlook—What the Figures Show—Exchange an Important Factor

AN immediate advance of ten per cent. will become effective on corn brooms. HARDWARE AND METAL was informed by manufacturers that they are compelled to make this increase over previous prices because of the advance in broom corn, broom handles, wire and twine. New freight rates have also played a part in determining what new quotations would be.

Freight Rates and Twine Factors

The recent meeting of broom manufacturers was called mainly for the purpose of discussing freight rates, on which there has been a very great increase; also to consider what action might be taken with a view to securing an adequate supply of broom twine. The broom manufacturers of Canada have been largely dependent for years upon one factory for their broom twine supplies, and this factory has of late been unable is necessary to make a broom, with the result that every broom manufacturer has been greatly handicapped for want of twine.

Broom Corn Outlook Discussed

The present broom corn situation was also under consideration. The crop of 1917 was unusually short and there was great difficulty last year in obtaining sufficient long corn. This year the corn is quite long and will produce a great amount of waste. There is also a very large proportion of coarse rough corn. The section in Oklahoma, which produces the best grades of fine corn, was badly hit by drought and hot winds, with the result that the crop in that section was very small. There was considerable corn grown in Texas, but the bulk of this corn grew almost twice as long as is necessary to make a broom, with the result that there is an enormous waste in using it. In Illinois the crop promised to be unusually good quality, but during the harvest season there was a great deal of rain with the result that the bulk of this corn is very red. There is also a great deal of what is known as crooked corn in Illinois as a result of wind storms.

What The Figures Show

While the common grades of corn are not much higher than a year ago the fine grades are about one hundred dollars per ton higher, and great deal of the best quality has been selling for prices ranging between $450.00 and $525.00 per ton. Broom handles have recently advanced about 20%, wire 10%, twine 20% and in fact everything that enters into the manufacture of a broom has greatly advanced. As a result of this broom prices have advanced 25 cents per dozen on common grades, 50 cents per dozen on medium grades, and $1.00 per dozen on the fine grades. This advance is net upon the wholesale prices. Whisks have also advanced about 10 per cent.

Not Enough Broom Corn to Meet Requirements

In speaking of the outlook, one Toronto manufacturer was of the opinion that there was not enough broom corn in sight to last until next year's crop would be available. But he added that the average housewife was getting more use from her broom than before, and it was not discarded until completely used up. "Five years ago," he said, "you could go to the dumps and pick out a good broom, but it is different to-day. Even in New York brooms are selling at retail for $1.50 each, a higher price than they bring here. On top of their cost we have the war tax and exchange to take care of, and our selling prices should be higher."

Broom corn sold five years ago for from $50 to $60 per ton. The immediate reason for the tremendous increases is, in large measure, due to the decreased area sown to this crop and is in accordance with the express wishes of the United States government that foodstuffs be raised on every available acre.

As far as the Canadian manufacturer is concerned he has had to face higher costs through exchange to the extent of from $90 to $100 per car. This figures out at about 13c per dozen on the finished brooms. The freight item has shown a tremendous increase, the rate having risen in some instances from $1 to $1.80, and this being the relative increase through the most recent freight advances. Altogether the added charges have increased manufacturing costs about 50c per dozen and this in the past two months.

WASTE PAPER NOW AT HIGH FIGURE

Continued from page 49

Toronto. If merchants in towns thus far away find it of advantage to ship to Toronto, it certainly should be of advantage to dealers located within a 200 mile radius of a large distributing centre of waste paper to send along their supplies also.

Dealers are also glad to quote prices which they are paying for paper, and to those merchants who have supplies at the present time, it would certainly seem that the best market for this year is offering to them right now. It is indicated that supplies are coming along quite freely at the present time, and dealers look for a comparatively busy winter.

Waste paper offers an opportunity for a retail merchant to cut down his overhead to some extent, and by carefully watching the market he will be in a position where he can secure the best price for any offerings that he may have.

WAR-TIME ECONOMIES

(Continued from page 48)

express company during the other two working days. The inconvenience suffered is small and the economy worth while.

Sell Fewer Varieties

Definite savings are possible for the dealer who will cut down the number of varieties of any article he carries in stock. War restrictions are already reducing the number of varieties manufactured, and this fact alone will enforce a reduction in the varieties sold by the retailer. Far-sighted dealers are applying the same economy to articles which have not yet come under such restrictions.

Office Labor Savers

"A man should not do the work a machine will do for him." So runs an advertisement. This suggests the many economies in bookkeeping and selling which are possible through the use of cash registers, adding machines, calculating devices, typewriters and other office and store appliances. It is true that many of these sell at a substantial price, but in the long run this is more than offset by saving effected.

Despite all efforts to save paper, some will be wasted. This need not be a total loss. Don't burn it nor throw it away. Bale it and sell it. The proceeds each month are likely to exceed your postage bill for several months. Try it and see.

Will Save Work

Keep your nickeled goods in cases Electrical appliances standing on the countertop are more easily inspected than in cases. But there is such a thing as having the "bright works" too handy for careless fingering and scratching. It also conveys the idea that they are worth protecting. The show case keeps off dust and dirt and the confined air space greatly lessens the tendency to tarnish and discolor. In many climates goods exposed to the open air readily oxidize and corrode, but a closed show case minimizes this trouble. It reduces the necessity for frequent rubbing up and prevents goods from becoming "shopworn."

AMALGAMATION HALTED

Reports from London indicate that efforts to bring about an amalgamation of dye interests in the United Kingdom by the merging of British Dyes, Ltd., and Messrs. Levinstein, Ltd., are doomed to failure, because of a failure to reach an understanding among the chiefs of the two great concerns.

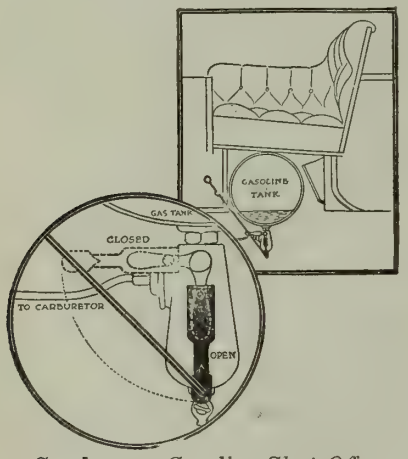
Each organization, it is known, has its own peculiar advantages, British Dyes being financed by the Government, or partially subsidized, and Messrs. Levinstein having a peculiarly strong financial footing otherwise. It is pointed out that the only possible outcome of the tangle is that each of the two companies may be allowed to go its own way, with provisions for a pooling of profits and losses and a co-operative operation effected through a joint committee.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

GASOLINE SHUT-OFF

The Sunderman Gasoline Shut-Off for Ford cars, patent applied for, is made by the Sunderman Corp., 9-11 Chambers street, Newburgh, N.Y., and so designed that all that is necessary to cut off or restore the gasoline is to pull or push the lever. To install this device it is only necessary to bore a hole in the floor board of the car, lift it, slip the shut-off over the handle of the gasoline pet cock, tighten the setscrew, attach the shut-off handle to the shut-off with a cotter pin and slip it through the floor board. This obviates any necessity for getting out of or under the car on the road or in the garage, when for any reason it is necessary to shut off the gasoline, regardless of whether it is to stop a leak,

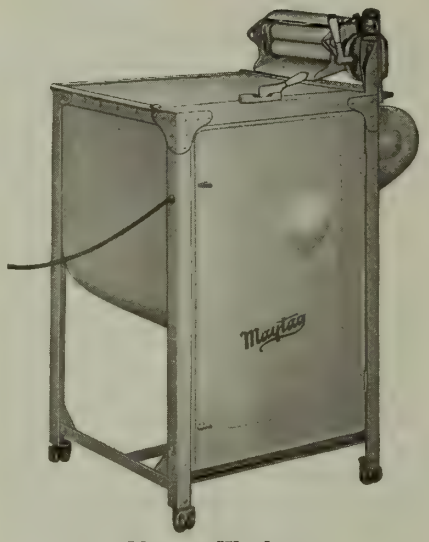


Sunderman Gasoline Shut Off.

drain the carburetor, or cut off the flame from a backfire. In operation a pull of the handle shuts off and a push in the opposite direction starts the flow again of gasoline.

NEW MAYTAG WASHER

The claim is made for the new Maytag washer that it runs as silently as an electric fan and that it will do the entire week's washing for an average family in one hour. The design of the new Maytag is radically different from other machines and the resemblance to a cabinet phonograph is rather striking. It stands thirty-five inches high, is 21½ inches wide, and 24 inches deep. The Maytag is of metal construction throughout. The cylinder is of aluminum and the body of the machine of heavy non-corrosive metal, securely fitted and bolted on all sides to heavy angle iron. The claim is made that there is absolutely no place in which even a child can be caught in the machinery. The machine is driven by an electric motor. The com-



Maytag Washer.

plete washing is handled by two controlling levers, one for the washer and one for the wringer. Once the clothes are placed in the cylinder it is claimed that no further attention need be given the machine until they are ready to wring in fifteen minutes. The construction of the cylinder is such that hot suds are forced through the meshes of every piece of clothes six times with every revolution. It is claimed that dirt cannot withstand this vigorous action. The Maytag Washer is manufactured by the Maytag Co., of Newton, Iowa.

CASSCO TIRE PUMP

An engine-driven tire pump is being offered to the trade. It is sold for various cars and is adapted to a large variety of well-known makes. The manufacturers of the pump, the West Side



Cassco Pump for Ford Cars

Foundry Company, claim that their large output of grey iron castings has enabled them to produce this pump at a popular selling price and that it does the work of inflating tires quickly and effectively.

TRAWLING SPOON BAIT

Wright trawling spoons are made in two sizes of the best hard spring brass plate and wire. The entire bait is brass



Wright Trawling Spoon.

except the hook. The baits are nickel-plated on both sides and highly polished. The claim is made that these baits are thoroughly tested and are specially adapted for heavy game fish. They are manufactured by T. I. Thompson, Limited, of Owen Sound, Ontario.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

MIXED paints of all kinds feature the markets this week by substantial advances. Inside and outside house paints, inside floor paint, porch floor paint and marine paints all advance 25c per gallon. Carriage, wagon and implement paint, enamels and other specialties show a 10 per cent. increase over previous prices. Differentials on the various-sized containers for both paint and varnish have been changed, those smaller than gallon showing an increase of from 15c to $1.60 per gallon, according to size over the one-gallon cans. The new schedule of prices and differentials is immediately effective, and spring booking orders are being accepted on this basis.

A sharp decline in prices prevailing on solder has become effective during the week. The market on tin has gradually receded from the high levels reached in its meteoric flight a couple of months ago, and this has been the main factor in the easier tendency on solder. Lead, however, is very scarce, and practically all available supplies are being used in the prosecution of essential war work. This provides for a very firm undertone to the market on manufactured lead products, such as traps, bends, etc.

A 15 per cent. advance is provided for in new prices issued on eavetrough, conductor pipe and kindred lines. This is in line with tendencies outlined in HARDWARE AND METAL during the past couple of weeks, being brought about by continued scarcity of materials and high production cost.

Manufacturers of corrugated sheets are urging the trade to conserve in the use of this commodity and indicating that preference will be given in supplying essential industries with their requirements. Nominal quotations only may be said to prevail, and retailers have been advised to accept no business on firm basis until manufacturer has confirmed prices at which material will be available.

An advance of $1 per 100 pounds in galvanized sheets has been made in some quarters, and the feeling generally is towards a higher level. The situation in regard to supplies of sheets seems likely to improve. Jobbers indicate that shipments now rolling will help out materially in both black and galvanized.

An increase of from 10 to 15 per cent. is provided for in new prices issued on one line of silver-plated flatware. Wipers' waste is another line to advance, present prices being up 1c per pound. Small twines are up from 2c to 6c per pound, and other items joining the upward trend this week are butt and socket firmer chisels, drawknives, lard presses, raisin seeders, sausage stuffers, roller skates and fly oil. Mops are also higher, and glass lamps are up about 20 per cent. Sleigh bells have been revised; new prices show a 10 per cent. advance.

MONTREAL MARKETS

MONTREAL, Oct. 3—Numerous advances have been made in hardware lines this week. These include jack screws, brooms, saws, pliers, blacksmith forges and blowers, post drills, wrapping paper self-wringing mops and various lines of builders' hardware. Solder has declined somewhat, and this is the resultant effect of a lower tin market, although tin itself has not changed from last week. The lead market is decidedly firm and advances are likely for various manufactured lead products. Anvils are so scarce that one large jobber has had to cease selling this line. In a general way business has not been as active as expected. A deal of uncertainty exists with regard to supplies. It is thought that, in some respects at least, retailers have fairly good stocks on hand. Nails and fall goods are moving very well, while heating stoves and ranges are especially active.

Hand and Other Saws Advance 5% to 10%

Montreal.

SAWS.—Hand, rip, pruning, compass, and other saws are advanced in price. This is not uniform but will run from 5 to 10 per cent. This change applies to the lines manufactured by Shurly and Dietrich.

Pliers up 5% to 10%; File List Changed

Montreal.

PLIERS, FILES.—An advance has been effected for Utica pliers, and this will be from 5 to 10 per cent. A change has been made in certain file lists. This is not a general change and in no way affects prices. It is rather a move to conserve material and some some odd lengths and sizes are being discontinued. For instance, a customer wanting a mill file of 13 inch length would require to take either a 12 inch or a 14 inch size. This should work little hardship.

Washboards, Brooms Record Advances

Montreal.

WASH BOARDS, BROOMS.—New advanced prices are out on wash boards of various styles. The price of Canuck is now $6.30 per dozen; Enamel Queen, $7.35 per dozen; supreme zinc., $5.15 per dozen; best heavy zinc, $5.65; Wash Day Surprise, $3.50. Brooms also have recorded advances. A few of the new prices applied here are: No. 2, $10.50 per dozen; No. 4, $10.60; "C," $8.50, and No. 2 cable, $12.50. The advance in a general way is about 10 per cent., and even further increases may be expected.

New High Prices For B.S. Forges, Drills

Montreal.

FORGES, BLOWERS, POST DRILLS.—Increased prices are out for blacksmith forges, and one line of blowers. These are as follows: No. 73, $43.50 each; No. 76, $36; No. 61, $46; No. 83, $38; No. 85, $22; No. 86, $25; No. 100, $14; No. 101, $16; No. 150, $12.50; No. 151, $13.75; No. 401, $36; No. 402, $67; No. 42, 36; No. 43, $40; No. 45, $38; No. 46, $30, and No. 40 blowers, $40. Post drills are also up; No. 93 is selling at $19 each; No. 98, $26.40; No. 200, $39; No. 92, $9.35, and No 98, $16.

Higher Prices Named For Jack Screws

Montreal.

JACK SCREWS.—Advances are made for jack screws. The prices per dozen for some of the regular lines are as follows: For 1¼-inch, $36 per dozen; 1½-inch, $50; 1¾-inch, $80; 2-in., $85; 2¼-in., $138, and 2½-in., $170. Ratchet jack screws are priced at $77 per dozen.

Wrapping Paper, Mops Builders' Hardware Up

Montreal.

PAPER, MOPS, BUELDERS' HARDWARE.—Increased prices are applied this week to kraft wrapping paper. This is now selling at 10½c per pound. Self-wringing mops are quoted at $5.75, and extra cloths at $2.90 per dozen. Various lines of Taylor-Forbes hardware are undergoing revision and the lines affected are barrel bolts, chain bolts, hand rail brackets and door buttons. Quilting frame clamps, chest handles, sash lifts, push plates, pulls, saw vises, etc., are also included.

Coal Oil Up ½c; Gasoline Unchanged

Montreal.

GASOLINE, COAL OIL.—A steady and unchanged position still applies for gasoline. There has been little new in the situation although stocks are stated to be a little larger, due to the conservation practised. Coal oil is up ½c gallon, and there is plenty here to meet the demand. It would seem that there is every reason to conserve stocks of this as the productive capacity on this continent is not equal to the demands in sight. Motor gasoline is still selling at 34c, coal oil now ranges from 19½c to 22½c per gallon according to grade.

Stoves Move Freely; Wares Selling

Montreal.

STOVES AND WARES.—A heavy movement of stoves is reported, and for the immediate present stocks have been large enough to take care of orders received. How long the supplies will last it is difficult to state. The getting of materials now is a serious problem, and with respect to the future the situation looks more difficult than it has to date. With respect to wares, there is a good demand and manufacturers are busy. Materials have been slow in arriving and certain supplies of coal hod and stove board material are just coming that were expected weeks ago.

Still Enough Nails; Undertone is Firm

Montreal.

NAILS AND WIRE.—A firm position surrounds the wire nail market but there are no quotable changes. Jobbers report a fair amount of business and they express the feeling that retailers are fairly well supplied with what they will require for a while. The base price is still $5.35 and for cut nails the basis is $5.60 per 100 pounds. Standard smooth wire is still based at $6.25 per 100 pounds.

Sheets Strong; Supplies Smaller

Montreal.

SHEETS.—An evident lowering of stocks in jobbers' hands is responsible for a firming of the market and the position will be increasingly stronger in coming weeks. There is a very fair movement and this is absorbing stocks, some being without certain gauges already.

BLACK SHEETS—	Per 100 lbs.		
10 gauge	$9 75	$9 75	$11 50
12 gauge	9 50	9 65	11 00
14 gauge	8 25	9 00	7 95
16 gauge	8 40	9 15	8 00
18-20 gauge	8 50	9 25	8 05
22-24 gauge	8 75	9 60	8 10
26 gauge	9 70	9 75	8 15
28 gauge	....	9 90	8 25
GALVANIZED SHEETS—			
10¾ oz.	$10 50	$10 75	$12 00
28 gauge	10 25	10 40	11 65
26 gauge	10 00	10 10	11 35
22 and 24 gauge	9 75	9 90	11 15
20 gauge	9 60	9 70	11 05
18 gauge	9 45	9 70	10 95
16 gauge	9 35	9 55	10 85

NOTE.—These prices are for full bundles, an extra charge of 25c per 100 lbs. is made for broken lots.

Iron Bars and Steel Very Firm

Montreal.

IRON AND STEEL.—The markets are very firm and the jobbers have been able to take care of the business coming to them very well. When special or odd sizes are wanted the position is different and there is delay in securing them. No changes are recorded for the week but the undertone is firm.

Common bar iron, per 100 lbs.	$4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 22

Rope Sales Normal on Held Basis

Montreal.

ROPE.—Sales of rope are made on an unchanged basis and the business conditions are about normal. It is not a time of great activity and stocks are fully maintained to meet all demand. Soft fibres still are moving upward. Pure manila rope is selling on a basis of 39c; British manila at 33c, and sisal 27½c per pound.

Solder is Lower; Lead Products Firmer

Montreal.

LEAD PRODUCTS.—Declines are registered in the prices for solder. This applies to the various grades and new prices are given below. The changes apply also to wire solder. Lead pipe and other lead products are decidedly firm, with a strong probability of advances being made in the immediate future. This will be a direct result of the lead position, which is firmer than ever.

Lead pipe, lb.	$0 15	$....
Lead waste pipe, lb.	0 16	....
Lead traps and bends	Net list.	
Lead wool, lb.	0 15½	0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs., sq. ft.	0 12½	0 13
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c. lb. extra.		
Solder, guaranteed, lb.	0 58	0 60
Solder, strictly, lb.	....	0 47
Solder, commercial, lb.	....	0 43
Solder, wiping, lb.	....	0 43
Solder, wire, lb.	0 56	0 70
Solder wire (8 gauge)—		
40-60	....	0 53
45-55	....	0 57½
Zinc sheets, casks	....	....
Do., broken lots	....	....

Old Material Steady; Movement Small

Montreal.

OLD MATERIAL.—No changes have been made in old materials. The market is somewhat quiet and this is probably to be expected. The old lead products are firm, of course, and this will continue with lead so scarce and the price high. Some stock still arrives from country dealers and all heavy iron and steel available is in better demand than the lighter scrap.

Dealers' Buying Prices:		
Tea lead	0 05	0 05¾
Heavy lead pipe	....	0 07½
Yellow brass	....	0 13½
Red brass	....	0 23½
Light brass	....	0 08
Scrap zinc	0 06½	0 06¾
Heavy copper	0 24	0 24½
Wrought iron, No. 1, per gr. ton	26 00	27 00
No. 1 machinery cast	38 00	40 00
Heavy melting steel	22 00	23 00
Pipe scrap	18 00	20 00
Stove plate, per ton	26 00	28 00
No. 2 busheling	13 00	14 00
Old rubbers, boots and shoes	....	0 07¼
Overshoes, lumbermen's rubber boots	....	0 05
Bicycle tires	0 04½	0 05
Automobile tires	0 04¾	0 05

No American Lead; Copper Firm

Montreal.

INGOT METALS.—Jobbers are unable to secure any supply of American produced lead and the market holds de-

cidedly firm. Copper is firm also, the trade finding it necessary to trade largely in casting grade. Tin markets are fairly easy, but without change.

COPPER.—The demand for copper is light and stocks also are short; the undertone is naturally firm and all that the Canadian jobbers seem able to supply is that of casting or electrolitic grade. Price holds at 28¾ to 30c per pound.

TIN.—An easier tone characterizes the market. Large buyers, some think, are resting on their oars as far as purchasing is concerned. This would be due to the probability of price fixing which has not yet been arranged. Local business is rather light at 95c to $1 per pound.

SPELTER.—The tone is firm, although there is very little movement. Supplies have moved more freely in the States of late. Local prices are still unchanged at 10½ to 10¾c per pound.

LEAD.—Jobbers state that they are unable to get any but Canadian lead, and this is none too free. The firmness of the last week continues but there is no actual change with prices at 10 to 10¾c per pound.

ANTIMONY.—This is dull and without change here. Prices are steady at 15 to 16c.

ALUMINUM.—The price being fixed on this and with no great demand obtaining, the position is quite unchanged. Prices are still 50 to 55c per pound.

TORONTO MARKETS

TORONTO, October 3—Price changes are again numerous during the week and among the lines which have gone to higher levels are to be noticed: carriage heaters and coal, raisin seeders, sausage stuffers, and roller skates. A change has also been made in at least one line of mops, floor polishers and dusters, present quotations showing a substantial increase over previous figures. A change in Community plate has also been put into effect during the week amounting to about ten per cent. Coal oil has registered an advance of one-half cent per gallon. Solder shows a sharp decline, whereas eavetrough and conductor pipe are up 15 per cent.

Sales of oil heaters, electric heaters, coal oil, in fact all fall lines, have been maintained at a very satisfactory level. Difficulty in securing the necessary merchandise to carry on with increases and the outlook for spring is by no means too bright.

Raisin Seeders, Stuffers Higher

Toronto.

RAISIN SEEDERS, SAUSAGE STUFFERS.—New prices have been named on raisin seeders and sausage stuffers, which provide for advances over former figures. The Enterprise raisin seeder No. 36 is now quoted at $31.00 per dozen. Extra rolls for this are available at $6.00 per dozen. The Enterprise sausage stuffer No. 25 is now quoted at $11.35 each, and the No. 35 at $13.50 each. Large plates for No. 25 sausage stuffer are now invoiced to the trade at 85c each, and for the No. 35, $1.50. Enterprise lard presses are also up, the No. 15 selling at $9.00 each, No. 25 at $11.00 and No. 35 at $13.50.

Revised Prices on Carriage Heaters

Toronto.

CARRIAGE HEATERS.—A further revision has been deemed necesary on carriage heaters. The manufacturers intimate that the scarcity of material is becoming more evident every day, and the difficulty of securing competent labor is also considered a factor in this move. Prices which are now being made to the trade on the carriage heater No. 5B are $2.35 each; No. 7C, $2.60; No. 7D, $2.85. The Clark carbon bricks are quoted at 80c a dozen.

Mops, Dusters Revised Upward

Toronto.

MOPS, DUSTERS.—Revised prices have been issued on the Tarbox line of mops, mop cloths, floor polishers and dusters. These provide for advances in each instance, and under existing conditions are considered justified. To-day's prices on the various items are as follows: self wringing mops, $5.00 per dozen; No. 1 mop cloths, $3.15 per dozen; Star mop sticks, $2.00 per dozen; Tarbox circular mops, $9.75 per dozen; triangular mops, $12.20 per dozen; floor polisher No. 1, $14.65 per dozen; handled dusters, $4.90; dusting cloths, No. 1, $2.45 per dozen.

Silver Plated Flat-Ware Up 10 Per Cent.

Toronto.

SILVER PLATED WARE.—An advance approximating ten per cent has been made in Community plate during the week, and new prices on the Sheraton pattern which also rule on other patterns are as follows: Tea and coffee spoons, $4.55 per dozen; dessert spoons, $8.45; table spoons, $9.10; flat handled forks, dessert size, $8.45 per dozen; medium size, $9.10; model handle knives, dessert size, $8.20; medium size, $8.40; Hollow handle knives, dessert size, $13.10 per dozen; medium size, $13.50. Hollow handle pie servers are now quoted at $28.56 per dozen; sugar shells have advanced to $9.50; berry spoons are selling at $21.75 per dozen; butter knives, flat handled, are up to $9.50 per dozen; cold meat forks at $14.55 and pickle forks at $9.25 per dozen have each followed the upward trend.

Roller Skates Climb; Clothes Pins

Toronto.

ROLLER SKATES, CLOTHES PINS.—New prices have been named on roller skates during the week, which provide for an advance in these lines. An embargo has been placed on the shipment of these to Canada from the States so prices are named subject to goods being in stock. Jobbers in some instances are in fairly good shape to take care of orders for a little while, but it is not thought likely that existing stocks will carry through for a very long period. The No. 4, ball bearing, have advanced to $3.25 per pair, and the No. 2280 are quoted at 95c per pair.

Common clothes pins have registered a sharp advance and are quoted at $1.45 per case.

Profit Deals Cancelled; Prices Firm

Toronto.

O'CEDAR PROFIT DEALS. — It is intimated by the manufacturers that owing to the continual increases in the cost of raw materials of all descriptions, including packing cases, and the general advance in freight rates and operating expenses they have been compelled to cancel, on and after October 1, 1918, all Profit Deals on O-Cedar Products, namely, No. 51, 52, 54, 59, 61, 62, 63, 64, 65, 66, 67, and 68.

Duster No. 11 and Duster Cloths No. 12 and 13 have also been cancelled as the advancing cost of material and difficulty of delivery, it is stated, makes such action necessary.

No change in prices of regular lines has been made, these ruling at following levels.

O-Cedar Products—	Per doz.
4 oz. Polish (bottles)	$ 2 00
12 oz. Polish (bottles)	4 00
Quarts Polish (cans)	10 00
Half Gallons Polish (cans)	16 00
Gallons Polish (cans)	24 00
No. 1 Polish Mop, round shape	12 00
No. 3 Polish Mop, triangular shape	12 00
No. 5 Dusting Mop, round shape	12 00
No. 14 Dusting Mop, triangular shape	12 00
No. 10 Duster, Red Handle, large size	6 00
Extra Mop Handles, 54 inch	1 20

Rugs To Advance; Fly Oil Higher

Toronto.

RUGS, FLY OIL.—Higher prices on Congoleum rugs in the near future seems a probability. Indications are that the United States Government will materially curtail production, this being effected through cutting off fuel supplies, rather than direct legislation, and the result of this action will mean sharp advances in prices.

Creonoid fly oil has also undergone an advance in price. Quotations have been named for spring at higher levels than immediate business. Half-gallon cans, immediate delivery, are now quoted at $7.50 per dozen; spring delivery, $7.75; one gallon cans, immediate delivery, are up to $10.00 per dozen, and spring delivery, $11.00. Orders for spring are

being taken subject to being able to supply.

Chisels, Draw Knives, Hammers Higher

Toronto.

CHISELS, DRAW KNIVES, HAMMERS.—Revised discounts on chisels have been issued which provide for an advance in net prices. Butt and socket firmer chisels are now quoted at a discount of 55 and 5 per cent. Draw knives are also on the upward move, the present selling basis being arrived at from a list of $25.00 per dozen for 9-inch and $26.00 per dozen for 10-inch, subject to a discount of 45 and 5 per cent. New prices just issued on ball pin hammers provide for an advance of approximately 10 per cent.

Table Cutlery Goes Higher

Toronto.

TABLE CUTLERY.—Quotations on the popular 900 line of table cutlery show an advance in prices issued to the trade during the week. Figures reached in these latest increased prices are as follows: No. 900 tea spoons, $4.75 gross; dessert spoons, $9.30 gross; table spoons, $9.50 gross; dessert forks, $9.75 gross; table forks, $10.10 gross.

Bung Borers Up; Pine Tar, Too

Toronto.

BUNG BORERS, PINE TAR.—Higher levels have been reached on bung borers in new prices named to the trade this week. The No. 1 is now being quoted at $2.25 each, the No. 2 at $3.15, and the No. 3 at $4.50. Pine tar in pints is higher, being now quoted at $2.00 per dozen.

Rope Clips, Riddles, Chain Blocks Change

Toronto.

ROPE CLIPS, RIDDLES, CHAIN BLOCKS.—Wire rope clips have reached a new scale of quotations, ⅜-inch now selling at $9.50 per 100, ½-inch at $12.35, and ⅝-inch at $15.00. Moulders' riddles have undergone a further revision upward, the brass selling at $29.75 per dozen and the galvanized at $15.00. Ford's Weston chain blocks shown an advance of 20 per cent. in prices issued to the trade to-day.

Wipers Up 1c lb.; Oakum in Demand

Toronto.

WASTE, OAKUM.—Wipers show an advance of 1c per pound in prices now being issued to the trade, while other lines of waste remain unchanged. The demand for all grades is good and requirements of trade being met. Oakum is firm and unchanged with the demand along a very satisfactory basis. Prices appear in current market quotations.

Sharp Advance in Soil Pipe, Fittings

Toronto.

SOIL PIPE, FITTINGS.—Owing to restricted output, lack of raw material and labor conditions, a sharp advance has been made in cast iron soil pipe and fittings dating from September 27. In view of said conditions it is considered inadvisable to make any bookings ahead —in other words, if this commodity is required for a specific purpose it should be purchased and taken into stock to insure delivery. Quotations are now based as follows: Medium and extra heavy soil pipe, 2 in. to 6 in. 15 per cent.; medium and extra heavy fittings, 2 in. to 6 in., 25 per cent.; 8 in. soil pipe and fittings, net list.

Weigh Beams Go Up; Wrenches

Toronto.

WEIGH BEAMS, WRENCHES.—A change in weigh beams is reported and new prices are being quoted at a discount of 5 per cent. from list. A further change in agricultural wrenches has also been made and new discount of 30 per cent., which provides for an advance, is now ruling.

Sleigh Bells Up 10%; Glass Lamps 20%

Toronto.

SLEIGH BELLS, GLASS LAMPS.—An advance in sleigh bells amounting to 10 per cent. and affecting the following styles has been made. The lines changing are the York Eye collar bells on strap and team bells, including Swiss. Manufacturers of the common glass oil lamps announce a sharp advance in these which amounts to about 20 per cent.

Nails Hold Firm; Wire Steady

Toronto.

NAILS, WIRE.—Nails have held firm and unchanged during the week, the wire selling at a base price of $5.30, and the cut at $5.60 per 100 pounds to the retail trade. It is understood that a minimum price of $5.55 on wire nails, and $5.85 on cut to the user has been agreed upon by Toronto merchants. Other items on which minimum prices have been adopted to the user are sash weights at $4.75 per 100 pounds; sash cord at 85c to 90c per pound, and asbestos sheathing at 15c per pound.

Stove Outlook Is No Better; Wares

Toronto.

STOVES, ENAMELWARE.—Latest advices from the United States are to the effect that stove manufacturers there are held down to 50 per cent of their normal production for the last four months of the year, and in this 50 per cent. Government orders will have to be taken care of. Locally the situation shows little change, unless it can be said that conditions are growing worse. Materials are increasingly hard to get, and the War Trade Boards at Ottawa and Washington show no disposition to modify the recent rulings which they have put into effect with regard to supplies of materials.

Enamelware is moving forward fairly freely, and this is another line which will suffer by the restriction on sheets. Whether the day will come when the householder will be unable to buy a tin pan seems hardly likely. However, the situation as a whole is not very encouraging from the manufacturer's standpoint, and it necessarily must be reflected on the merchant who deals with the consumer. Prices show no further change, and at the present time the requirements of the trade are being fairly well met.

Coal Oil Up ½ Cent Gallon; Gasoline

Toronto.

OILS, GASOLINE.—An advance of one-half cent per gallon has been made in the price of coal oil during the week. No particular reason is assigned for this, but it is assumed that recent advanced freight rates have affected this commodity along with all other classes of goods, and is primarily back of this change. Prices range from 18½ to 21½ cents per gallon, according to grade, under the new scale of quotations. Gasoline continues to move forward quite freely, but it is indicated that the gasless Sundays have resulted in a curtailment of the use of this much needed commodity. The requirements of the trade are being met, and it is not thought likely that any shortage will develop for the balance of this year. The price on the motor grade at 33c per gallon shows no change.

Cordage Firm; Twines Go Up

Toronto.

CORDAGE, TWINES.—The cordage situation shows an unchanged level. The market at the present time is rather dull, although a fair movement to retail centres has been in progress. Prices are very firmly held and the undertone is decidedly strong. To-day's prices which now rule for the various grades are as follows: pure manilla, 39c per lb.; British manilla, 33c, and sisal, 27½c.

Twines show an advance for both jute and hemp, averaging from 2c to 6c per pound. The question of supplies is an uncertain one and no improvement in conditions surrounding getting materials is in evidence.

Firm Undertone in Iron and Steel

Toronto.

IRON AND STEEL. — The market rules with a very firm undertone. No price changes have become effective as yet, but a slight increase to higher levels would not come as any great surprise.

Business is along normal lines and considered quite satisfactory.

TORONTO—	Per 100 lbs.	
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Some Sheets Coming; Galvanized Up

Toronto.

SHEETS, PLATES.—Indications are that stocks of both galvanized and black sheets will be augmented by arrivals during the next couple of weeks. As a matter of fact one jobber stated he would be in very good shape by that time. That supplies will be absorbed quickly seems more than likely too, and it is thought conditions will show little consistent improvement for some time to some. Commercially, sheets are almost unobtainable. This should mean a cleaning up of stocks throughout the country, and it is intimated that to-day supplies in jobbers' hands are the lowest they have ever been. Galvanized are up $1.00 per 100 pounds, making basis on 10¾ oz. $12.00 with corresponding increase in other grades. Both 10¾ and 28 gauge are practically off the market locally and supplies of 12 gauge, 14 gauge and 16 gauge black sheets in some quarters are exhausted for the present.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	....	$10 00
12 gauge	....	9 60
14 gauge	$8 40-	8 90
16 gauge	8 50-	8 55
18-20 gauge	8 05	8 30- 8 80
22-24 gauge	8 10	8 35- 8 85
26 gauge	8 15	8 40- 8 90
28 gauge	8 50-	9 00
3-16 inch plate	....	10 00
¼ inch boiler plate	....	10 00

Prices shown are for full cases. An extra charge of from 25c to $1 per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—		
10¾ oz.	$11 00	$12 00
U.S. 28	10 70	11 70
U.S. 26	10 40	11 40
22 and 24	10 25	11 25
18 and 20	10 10	11 10
16	9 95	10 95
14	9 85	10 85

Prices shown are for full cases An extra charge of from 25c to $1 per 100 lbs. is made for less than case lots.

Orders Being Carefully Watched

Toronto.

CORRUGATED SHEETS.—Manufacturers intimate that stocks have reached such a low point that they are compelled to exercise greatest discrimination in taking care of orders. They further indicate that preference will be given to supplying sheets for essential industries. Quotations shown can be termed nominal only, and dealers are advised not to quote firm prices on this basis until they have had an opportunity to confirm with the manufacturers.

TORONTO—	Per 100 Sq. Feet Gal'zed	Painted
Corrugated Sheets—		
No. 28 gauge	$ 9 00	$ 7 50
No. 26 gauge	10 00	8 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7½ per cent.

Eavetrough, Conductor Pipe Up 15 Per Cent.

Toronto.

EAVETROUGH, CONDUCTOR PIPE.—In line with firm tendencies outlined in these columns, an advance of 15 per cent. has been made in eavetrough, conductor pipe and kindred lines. Scarcity of materials and labor shortage are factors contributing to this change. Lists which are now subject to an advance of 15 per cent will be found in current market quotations.

Firm Market in Wrot. Pipe; Tubes

Toronto.

WROUGHT PIPE, BOILER TUBES.—A firm market continues to manifest itself in wrought pipe and conditions outlined during the past week or two show no improvement. Materials are hard to get and stocks of some grades are reaching the vanishing point. Prices appear in current market quotations.

Supplies of boiler tubes are getting smaller, but dealers are still looking for shipments of some of the larger sizes. Quotations are firm and unchanged.

BOILER TUBES—

Toronto—	Per 100 feet Cold drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Sharp Drop in Solder Recorded

Toronto.

LEAD AND ZINC PRODUCTS.—Lower prices are again in evidence during the week, and new quotations provide for a sharp decline. Guaranteed is being sold at 50c per pound; strictly at 47c; commercial at 42c and wiping at 40½c. The easing away of the tin market is primarily responsible for this move.

Manufactured lead products are holding very firm. Supplies of pig lead are being largely absorbed in essential war work, and this provides a strong undertone to manufactured goods for commercial requirements. Quotations show the following range.

Lead pipe, lb.		0 15
Lead waste pipe, lb.	....	0 16
Lead traps and bends	....	Net-list
Lead wool, lb.	....	0 14
Lead sheets, 2½ lb. s. ft., lb.	....	0 14½
Lead sheets, 3 to 3½ lbs. sq. ft., lb	....	0 14¼
Lead sheets, 4 to 9 lbs. sq. ft., lb.	....	0 13½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 50	0 59
Solder, strictly, lb.	0 47	0 57
Solder, commercial lb.	0 42	0 50
Solder, wiping, lb.	0 42½	0 54
Solder wire (8 gauge)—		
40-60	....	0 57
45-55	....	0 62
Zinc sheets, casks	....	....
Do., broken lots	....	....

Old Materials Dull; May Decline

Toronto.

OLD MATERIALS.—The market in all lines is extremely dull and uninteresting, very little trading being in evidence. A general downward revision is anticipated from present prices which rule as follows:

Dealers' Buying Prices—		
Tea lead	$0 05¼	....
Heavy lead pipe	....	0 08
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 22	0 23
Stove plate, per ton	....	25 00
Old cast iron, per ton	....	30 00
Overshoes, trimmed Arctics	....	0 06½
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Tin Goes Lower; Lead Scarce

Toronto.

INGOT METALS.—Quotations on tin show a further easing away and supplies generally are sufficient for the demand. Supplies of lead are being used exclusively for war work, and even at that it is difficult to take care of the demand. Spelter is quiet and there is little interest in antimony.

COPPER.—There is no surplus being accumulated in spite of the efforts of the producers to keep fairly well ahead of the demand. War requirements seem to be on the increase, but there are no indications that any essential industry is suffering. Locally prices are unchanged at 30c to 32c per pound.

TIN.—The basis of quotations prevailing locally, 95c to $1.00 per pound, represents a decline. This is now general and it is indicated that supplies are sufficient for the demand of the trade.

SPELTER.—The market is dull and without any particular feature. Supplies are fair and the demand within narrow channels. The price holds at 11c per pound.

LEAD.—Supplies are being used practically altogether in the output of war materials. Production has fallen away and producers are finding it difficult to take care of the war industries themselves. Nominally quotations remain unchanged at 10½c to 11c per pound.

ALUMINUM.—Government requirements must be met, and outside sources continue to get little of the available supply. Prices hold around 50c per pound.

ANTIMONY.—No new feature marks the market. Supplies are equal to the demand, but little interest is apparent. The price of 18c per pound locally is unchanged.

LONDON MARKETS

LONDON, October 3—New prices established on silver plated flatware show an advance of about 15 per cent. during the week. Other important changes made include metal box binding, flour mills, mop wringers, combination padlocks, shoe polish and fly oil. In each instance the change represents an advance in price. Prices on all lines continue very firm with an ever widening range of goods placed on the short list.

Business here continues good. There is an exceptionally heavy sale at present for oil heaters, wood stoves, and kindred lines. Axes, cross-cut saws, loaded shells, horse blankets, lanterns, and stove pipes, etc., are other lines which are moving forward to the trade very freely.

Silver Plated Flatware Up 15%

London.

SILVER-PLATED FLATWARE.—New prices just issued on Community silver-plated flatware show an advance of 15 per cent. It is understood that conditions warrant this advance, and scarcity of materials and shortage of labor are factors with which the manufacturers have to contend. The new prices on some of the best sellers follow: Tea spoons, $4.54 per dozen; coffee spoons, $4.54; dessert spoons, $8.44; table spoons, $9.08; dessert forks, $8.44; medium forks, $9.08; cold meat forks, plain, $14.52; berry spoons, plain, $21.72; sugar shells, plain, $9.48; sets model handle dessert knives and flat forks, $8.60 per set; sets model handle medium knives and flat forks, $9.00.

Tinned Spoons, Forks Up; Flour Mills, Too

London.

TINNED SPOONS, FLOUR MILLS.—Higher levels have also been reached on tinned spoons and forks in new prices issued to the trade this week. The present basis of quotations is as follows for the No. 900 line: teaspoons $4.50 per gross; dessert spoons, $8.75; tablespoons, $9.00; medium forks, $9.50. Flour mills are aonther line of goods which have registered an advance in price. The No. 1 Home is now quoted at $3.75 each and the No. 2 Power at $9.50 each.

Padlocks Higher; Nails Firm

London.

PADLOCKS, NAILS.—Revised prices have been issued on combination padlocks which provide for an increase of price over former levels. The No. D is now quoted at $1.00 each, the No. E at $1.25, and the No. B at $1.15. No change in the situation on nails is reported during the week. Market rules with a very firm undertone and a firm movement to the retail trade is in progress. Wire nails at a base price of $5.30 and cut nails at $5.60 per 100 pounds are unchanged.

Shoe Polish, Fly Oil Go Higher

London.

SHOE POLISH, FLY OIL.—Another advance has occurred in 2 in 1 shoe polish and price now being named to the trade on black, tan or ox blood is $1.30 per dozen. A change in Dr. Williams' fly oil has also been made and spring booking orders are now being accepted at the following new prices: 1 gal. tins, $12.00 per dozen; ½ gal. tins $8.00 per dozen; these are advances.

Mop Wringers Up; Weather Strip Selling

London.

MOP WRINGERS, WEATHERSTRIP.—Mop wringers have also followed the upward trend and new prices issued to the trade this week show a substantial advance. The present basis of quoting, complete with pail, is for the Domestic, $25 per dozen, Standard, $27.75, and Janitor, $32.50. A very good sale of weatherstrip is in progress and prices show no change for the week. Wood and felt are quoted at a discount of 60 per cent., the Swan hardwood at 75c per set, and the Frost King at $4.40 per doz. packages.

Revision in Box Binding; Stove Casters

London.

BOX BINDING, CASTERS.—Metal box binding is another line to register an advance during the week. The new price on the ⅝ in. wide in 600 ft. coils is $3.75 per coil. Stove and range casters are also being quoted at higher figures. The Adams stove casters are now selling at a new price of $1.70 per set of four.

Linseed Oil Firm; Turps Steady

London.

LINSEED OIL, TURPENTINE.—No change in the market on linseed oil is reported for the week. Sales are small and supplies ample to meet the demand. Quotations range as follows: 1 to 2 bbls, raw, $2.10, boiled, $2.13 per gal.; 3 to 5 bbls., raw, $2.09, boiled, $2.12 per gal.; 6 to 9 bbls., raw, $2.07, boiled, $2.10 per gal., less bbls., add 10c per gal. Turpentine is also without feature, sales being confined to narrow channels and prices unchanged at following levels: 1 bbl. lots, $1 per Imp. gal.; 2 to 4 bbl. lots, 99c per Imp. gal.; 5-gal. lots $1.10 per Imp. gal.

WINNIPEG MARKETS

WINNIPEG, October 3—Stiff advances are revealed in many important lines affecting the hardware trade during the week. Market prices show increases in stove pipe and elbows, taper pipes, tee pipes, oil stoves and heaters, drive well points, floor wax, lamp chimneys, lamp reflectors, grub hoes, clay picks, mattocks, crowbars, and window glass. Indications are that all other lines are holding very firm.

Business is reported heavier than immediately preceding weeks and a steady improvement is expected from now on.

Stove Pipes, Elbows Up 10 Per Cent.

Winnipeg.

STOVE PIPE ELBOWS.—Stove pipes and elbows have undergone a further revision due to the extreme shortage of material and heavier freight rates. New prices are from 5 to 10 per cent. higher than former quotations. Quotations now ruling are as follows:

Stove Pipe—Riveted—6-inch, $21.40; 7-inch, $22.65, 100 lengths. Ready to rivet—6-inch, $20.35; 7-inch, $21.70, 100 lengths. Patent—6-inch, $23.55; 7-inch, $25.25, 100 lengths.

Stove Pipe Elbows—Light—6-inch, $2.50; 7-inch, $2.70, dozen. Heavy—6-inch, $2.95; 7-inch, $3.30; 8-inch, $4.90 dozen.

Taper Pipes 6 to 7-inch, $3.15; 7 to 6-inch, $3.15 dozen.

Tee Pipes—6 and 7-inch, $5.12 dozen.

Oil Stoves, Heaters, Register Advance

Winnipeg.

OIL STOVES, HEATERS.—New prices have just been announced covering oil stoves and heaters. All lines show a slight upward trend in price and are quoted to-day as follows: Oil heaters, No. 525, $5.25; No. 530, $6.20; No. 630, $7.70 each. Oil stoves (New Perfection) No. 32, $14.80; No. 33, $18.95; No. 34, $24.20 each. Oil stove ovens No. 41, $4.50; No. 42, $5.85 each.

Higher Levels For Window Glass

Winnipeg.

WINDOW GLASS.—Recent predictions by HARDWARE AND METAL as to higher prices on glass have been fulfilled by an advance during the week of from 5 to 10 per cent. The curtailment of production by the United States government with a consequent increase in overhead expense along with higher freight rates, exchange, etc., are factors contributing to this change. New prices now in effect on the various breaks are as follows:

WINDOW GLASS—

	Single.	Double.
Up to 25-inch....	$15 50	$19 50 per 100 ft.
26 to 40-inch....	16 50	22 00 " " "
41 to 50-inch....	19 50	25 00 " " "

51 to 60-inch....	20 50	25 50	"	"	"
61 to 70-inch....	21 50	27 00	"	"	"
71 to 80-inch....	.....	29 00	"	"	"
81 to 85-inch....	.....	36 50	"	"	"
86 to 90-inch....	.....	39 00	"	"	"
91 to 95-inch....	.....	40 00	"	"	"
96 to 100-inch....	.....	46 50	"	"	"
101 to 105-inch....	.....	51 50	"	"	"
106 to 110-inch....	.....	57 50	"	"	"

Single lights, 25% discount from pane price list.

Drive Well Points Revised Upward

Winnipeg.

DRIVE WELL POINTS.—The shortage of brass as well as increased labor costs is given as the chief cause for the present advance in drive well points. These move up approximately 5 per cent. and are quoted to-day at the following figures: No. 90, $26.10; No. 94, $33.35; No. 98, $40.60; No 140, $43.50; No. 144, $52.20; No. 164, $65.25; No. 168, $76.10; No. 184, $130.50 per dozen.

Sharp Increases in Lamp Chimneys

Winnipeg.

LAMP CHIMNEYS, LANTERN GLOBES, REFLECTORS.—Prices on lamp chimneys and lantern globes which have remained firm for the past year have just been revised. Lamp chimneys show an advance of approximately 20 per cent., while the lantern globes show 5c per dozen advance on the long pattern, and a reduction of 5c per dozen on the squat pattern. Stocks are reported as fairly well assorted and shipments are moving freely. Prices now in effect are given herewith:

LAMP CHIMNEYS—

Size A—4 doz. case, $4.95 case.
Size A—8 doz. case, $9.10 case.
Size A—Less than full cases, $1.25 dozen.
Size B—3 doz. case, $4.30 case.
Size B—6 doz. case, $7.80 case.
Size B—Less than full cases, $1.40 dozen.
Rochester Chimneys—No. 2, $2.00; No. 3, $3.10 dozen.
Lantern Globes—Long pattern, $1.05; squat pattern—$1.05 dozen.
Lamp Reflectors—7-inch, $4.30; 8-inch, $5.15 dozen.

Picks, Grub Hoes, Crow Bars, All Up

Winnipeg.

PICKS, GRUB HOES, CROWBARS.—New prices just received from the manufacturers announce further increases in prices on grub hoes, clay picks, mattocks and crowbars. The majority of the advance is due to increased freight rates, which is more noticeable on these heavier lines of hardware. New prices just issued are given as follows: Grub hoes, $10.90 per dozen; clay picks, 5-6 lb., $12.60 per dozen; 6-7 lb., $13.50 per dozen; long-cutter mattocks, $13.85 per dozen; pick mattocks, $13.85 per dozen; crowbars, wedge or chisel point, 11¼c per pound.

Enamelware, Tinware At New Discounts

Winnipeg.

ENAMELWARE, TINWARE, ETC.—In line with predictions made in HARDWARE AND METAL with regard to higher prices on tinware, enamelware, etc., new prices are now to hand which show advances of from 10 to 15 per cent. To-day's discounts to the trade are as follows:

Enamelware—Scotch Grey—40% discount; Colonial, Imperial, Pearl, 20% discount; Premier, Canada, Diamond, 12½% on list; Whiteware, 40% discount.
Japanned Ware—Ordinary, 30% on list; White, 50% on list; Sprinklers, 40% on list.
Stamped Ware—Plain, 40% discount; retinned, 33 1/3% discount.
Pieced Ware—Ordinary, 65% on list; Copper Bottoms, 85% on list.
Sheet Iron Ware—30% on list.
Light Galv'd Pails and Tubs—40% on list.
Heavy Galv'd Pails and Tubs—30% on list.
Japanned Coal Hods—50% on list.
Galvanized Coal Hods—60% on list.

New High Levels On Floor Wax

Winnipeg.

FLOOR WAX.—Floor wax has again registered a heavy advance as supplies daily become harder to procure due to transportation difficulties. This is now selling to the trade at 70c per pound, making the net prices on the different sizes as follows: 1-lb. tins, $8.40; 2-lb. tins, $16.80; 4-lb. tins, $29.40 per dozen.

Linseed Oil Firm; Turpentine Steady

Winnipeg.

LINSEED OIL, TURPENTINE.—Linseed oil prices continue firm on the local market at the following prices: Raw linseed oil $2.20 per gal., boiled, $2.23 per gal. in single barrel lots. Turpentine prices are reported as holding steady, with about the usual seasonable demand. Prices now ruling are as follows: Barrels, $1.10 gal.; ½ barrels, $1.13 gal.; 5-gal. lots, $1.15 gal; 1-gal lots, $1.15 gal., plus the usual extras for containers.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Oct. 3.—Through the combination of stimulating production and curtailing the supply of steel at all points to the actual needs of war activities, instead of looking to the creation of possible reserves, production and requirements may make a more even break at the end of the year than has been in prospect from the figures so frequently mentioned by the War Industries Board. First, early in July, the board placed the half year's requirements at 20,000,000 net tons of finished rolled steel, intimating that there was no likelihood of more than 16,500,000 tons being made. Later it increased its estimate of production to 17,000,000 tons, while by successive stages it advanced the requirements to 23,000,000 tons and then spoke of the possibility of 25,000,000 tons being made.

Production in the past three months has been fully 9,000,000 tons, and as the period included the hot weather, which always curtails output, while strenuous efforts are being made to increase production, the output in the next three months ought to be more than 10,000,000 tons rather than less. The September report of steel ingot production, which should be available within a fortnight, will give an inkling of the autumn pace in steel production.

Curtailing Steel Supplies

The War Industries Board has announced a large batch of steel curtailment arrangements made with various consumers, from the makers of clothes wringers to the makers of phonographs. On an average, the restriction during the last four months of the year is to be one-half the output in the corresponding period of 1917. It is desired that the manufacture of passenger automobiles and phonographs cease entirely January 1. Except in the case of a few items, not much steel, in point of tonnage, will be saved by this curtailment in industrial operations, but there will be a very important saving in man power. In the case of tin plate conservation, the work is being done by the Food Administration which has been making agreements with the packers of non-perishable food products to curtail their consumption of tin plate, or stop it altogether. As recently reported, a curtailment in tin plate production for the fourth quarter to 70 per cent of the former rate was ordered, but this conservation program is expected to make feasible a still greater reduction.

The War Industries Board, besides seeking agreements with ultimate consumers as to restriction in steel consumption, is also negotiating with the finished steel producers themselves, looking to a curtailment in their consumption of raw steel. The pipe mills, for instance, have been asked to consider whether a reduction in their output would cause difficulty in any important war activity.

A very important point in connection with all this steel conservation work is that it is not directed towards the saving of steel for the purpose of putting the steel into some particular product or channel of consumption. Except for the item of rails, it is not definitely shown that the supply of steel is distinctly short in any direction, at least with respect to any considerable tonnage. To illustrate this point, the case of shells may be taken. It is quite clear that there would be no desire to save steel at the expense of shells. Nevertheless, the supply of shell steel has been scrutinized, not on the basis of how many shells the prosecution of the war requires, but on the basis of how much shell steel the forge shops can actually work. Ship steel has also been studied. No statement has been made as to how much, if any, steel has been found that can be taken out of these programs, but it is hinted from Washington that a new and revised estimate of the half-year's steel requirements may be forthcoming.

Continued on page 68

WEEKLY PAINT DEPARTMENT

Customers Value Good Suggestions

Hardwaremen Can Increase Sales by Explaining Best Ways to Paint—What Brushes to Use

HERE'S a little incident that shows how the hardware retailer can put it all over the mail order house when it comes to rendering real service. Last week a farmer who resides fifty miles out of Toronto decided he would paint up his automobile and make it do another year or so. He has been making frequent purchases from mail order houses, especially of clothing, and he wrote asking one of the firms for information about painting his auto. He got a reply suggesting that two tins of one color and one tin of another would produce a nice finish. The letter suggested that a flat brush for the work could be purchased for so much and that it would be well to sandpaper the parts to be painted and that sandpaper would be furnished for so many cents additional.

What He Found Out.

The total ran into more money than the farmer had expected. He was undecided about going ahead until a friend said: "Why not drop into Brown's hardware store when you are in town this afternoon and see what they can do?" The farmer did so and as a result the mail order house will not get the order for paint and the chances are that it will not get many other orders. The clerk in the hardware store found out just what the farmer planned to do and then he told him how to do it. Sandpaper was just the thing for some kinds of work, he said, but if used on the car, would take all kinds of time and involve extra work. A few cents' worth of pumice stone mixed with a little water and rubbed carefully over the work would produce much better results, he explained. He estimated that the farmer could do the work with much less paint than the mail house had suggested and also explained just why a round brush, which he sold at a price much below that asked by the department store, would make the work easier.

A Valuable Point

A point which many might have overlooked and that would have meant much trouble and inconvenience to the worker, and perhaps a spoiled job, was made by the clerk when he explained how necessary it was to make sure that the surface to be painted was thoroughly dry again before the colors were applied.

The farmer was thoroughly convinced by the way the clerk talked to him that the clerk knew what he was talking about. He was surprised at the lower cost and also pleased and started home with the paint. He did just what he was told to do and as a result, produced a finish on his car that made many of his friends think he was running around in a new one. He did it quickly and although he probably did not know it, the clerk's suggestion that he use pumice stone instead of sandpaper saved him hours of work and made a better job. The farmer was satisfied. He realized something that he had never understood before, that he could get better service at home than by sending his money away.

Applies To All.

Service applies equally to all your customers, Mr. Retailer. If you or your clerks know all about the paints you are offering, just what they will do, how much a customer will need for the work in hand, how best to apply it, what brushes to use, etc., you can save them all kinds of money, time and trouble. That they appreciate it will be shown by the way in which they will come back to consult with you when they want to do some more work. When they realize that they can depend upon you to tell them what will give them the best results, in short that they can trust you, you have laid the foundation for a successful business. If your clerks cannot give service of this kind, you will find it most profitable to have them instructed so that they can. It will cost little to get this instruction. Most of the paint firms will be only too glad to give you every assistance because it will mean that you will double, treble or quadruple your turnover. That means their profit and yours and they are willing to help you and help themselves to make more money any time. Many retailers are now taking every chance to have their clerks meet the paint men on their visits and discuss selling points with them. They have found that it pays and pays well.

"Yes, M'am, This is a *Boeckh* Brush. The Bristles *can't* come out and spoil the job!"



Workmen everywhere use Boeckh's Steel Grip Rubber Set Brushes.

The Bristles **cannot** come out. The job is never spoiled, and our customers are always assured of clean, satisfactory work.

Whether you are doing this yourself or whether you are having it done, don't forget, Madam, that Boeckh's Steel Grip Rubber Set will insure a perfect job.



The Boeckh Company, Ltd.
Toronto, Ont.



Autumn—The Season When Inside Decorations Need Freshening Up!

In Autumn prepare for Winter. Your customers will require Moore's House Colors when they return from the seashore, the wood, the country.

Interior decorations will more than ever show that lack of freshness that only Moore's House Colors can give. Now is the time to push their sale; you'll find it will pay you well.

When ordering don't forget
Moore's Varnishes



Benjamin Moore & Co., Ltd., West Toronto

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Oct. 3.—Advances on mixed paints feature the week in paint markets. These changes were made at the recent meeting of the paint makers in Montreal. The increase in mixed paint is considered a small one, while that for specialties is larger. Linseed oil is steady and firm and quotations are unchanged. There is not a great deal of oil available. Turpentine movement is just fair, while putty is very active and the trade is stocking up. There is a fair movement of seasonable lines such as glass, and the market is firm. Travellers will soon be on the road for spring bookings.

Linseed Oil Holds on a Firm Basis

Montreal.

LINSEED OIL.—The situation rules steady and strong and quotations are made on the same basis as last week. There seems to be quite a demand for the product, season considered, and some crushers are not at all anxious to sell freely, one manufacturer stating that he would as soon lay up some surplus for manufacturing needs later. Seed supplies are small and the future position of oil is really uncertain.

Linseed Oil—	Raw Imp. gal.	Boiled Imp. gal.
1 to 2 barrels	$2 02-$2 10	$2 04½-$2 13

Add 10c per gallon in smaller quantities.

Turpentine Steady; Sales Moderate

Montreal.

TURPENTINE.—With prices on a firm basis there is not any new interest in the markets here. A fair amount of business is done, seasonably speaking, but demand is not large at this late date. Stocks of this necessity are not over large. A slight firming in the Savannah market was made the first of the week. Rosin is firmer than ever.

Turpentine.	Per Imp. Ga.	
1 to 4 barrels	0 95	1 00
5 barrels and over	....	....
Small lots	1 01	1 06

(Packages extra)

Heavy Putty Sales on Held Basis

Montreal.

PUTTY.—Prices are well held for putty and the position is expected to hold for the present on an unchanged basis. Sales are reported heavy and the dealers are evidently securing their needs for the coming active season. Supplies are ample and at present the orders are promptly filled from all points. The container position is not reported any worse.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

White Lead in Oil in Fair Demand

Montreal

WHITE LEAD IN OIL.—A steady and firm undertone characterizes the market and sales are very fair. Government workers, or at least those with government contracts in hand, are treated preferentially to-day and supplies that corroders are able to get depend upon the supplies that exist over and above these needs. The surplus is not large and supplies of lead may be considered inadequate later on unless relief be afforded. Five ton lots are still selling at $17 per 100 lbs.; ton lots at $17.35, and small lots at $17.85.

25c *Advance in Mixed Paints; Special Lines*

Montreal.

MIXED PAINTS, SPECIALTIES.—A twenty-five cent advance per gallon is made effective on regular house paints, porch, floor, floor enamels, marine and barn paints. Shingle stains are also up 25c. These changes are referred to in a special article elsewhere and are effective as from Sept. 27. These advances are in accord with the raw material advances and have been definitely forecast in the columns of HARDWARE AND METAL. Travellers will soon be out for orders on the new basis.

Carriage, Wagon, Enamel Gloss Paints Advance

Montreal.

CARRIAGE PAINTS, Etc.—An advance of 10 per cent. has been made in the prices on carriage and wagon paints. This applies to the regular lines and also covers all enamels and gloss paints usually known as specialties. Reference in detail is made to these in a special article appearing elsewhere in this issue..

TORONTO

TORONTO, Oct. 3.—Ready mixed paints and all sundries feature the markets this week, house paint, floor paint and marine paint being up 25c gallon, while carriage and wagon paints and enamels, etc., are up 10 per cent. A change in the differentials on the various sized containers has also been put into effect. The linseed oil situation shows little change, though improvement in supplies is reported in some sources. Turpentine is steady and local supplies ample.

Linseed Oil Declines 10C

Toronto.

LINSEED OIL.—The flax seed market is lower for the week, and this has resulted in a decline in prices on linseed oil. Opinions vary as to the trend of flax seed, but somewhat lower prices are looked for on the marketing of the new crop. However, the feeling seems to be that no further change will be made in linseed oil. Stocks generally are none too heavy, but of more influence is the question of getting further supplies. This involves transportation and consequently is an uncertain factor, which will tend to maintain present range of quotations. These are as follows:

Linseed Oil	Raw Imp. gal.	Boiled Imp gal.
1 to 2 barrels	$2 00-$2 02	$2 03-$2 04½

Turpentine Holds Firm Locally

Toronto.

TURPENTINE.—United States Government action in not setting maximum price standards at the present time caused a slight advance in price in the South this week. The present market, however, is still below that reported a couple of weeks ago. Despite good war news the market in turpentine is heavy. Stocks are increasing and unless purchases are in excess of receipts during the next few weeks, lower levels may be looked for. Local supplies are ample and considerable stocks are en route from the South. Prices are unchanged as follows:

POSTER ADVERTISING SERVICE



The Right Kind of Publicity Creates the Demand

The Martin-Senour Co. in all their publicity efforts have been particularly successful in making these efforts count to the benefit of their Dealer-Agents. The positive evidence of this is an ever-growing business.

MARTIN-SENOUR
PAINTS AND VARNISHES

are widely advertised in all the leading newspapers, magazines, farm and religious journals throughout Canada. The poster reproduced above has been shown on every available billboard in the Dominion during the past year. We supply to all our Dealer-Agents many other strong selling helps in the way of window trims, outdoor signs, interior store displays, all of which do their share in making Martin-Senour the best-known line of paints and varnishes on the market.

That's why they ARE the EASIEST and MOST PROFITABLE to sell.

No better time than now to get full particulars of our Dealer-Agency Plan.

Write at once.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX

Turpentine—	Imp. gal.
1 barrel (barrel included)	$1 00
2 to 4 barrels (barrels included)	0 99
5 gallon lots	1 10

Mixed Paints Centre of Interest

Toronto.

MIXED PAINTS.—Interest during the week centres largely in mixed paints on which revised prices have been put into effect. New prices are immediately effective and apply also on spring booking orders. The changes made are: house paints, ordinary colors and white, advance 25c gallon; inside floor paints, ordinary colors go up 25c gallon; porch floor paints advance 25c gallon; marine paints, ordinary colors and white, are up another 25c gallon. New differentials have also been established as follows: barrels, 25c gallon under 1 gallon cans; 5 gallon cans, 10c gallon under gallon cans; ½ gallon cans, 15c gallon over gallon cans; quarts, 30c gallon over gallon cans; pints, 60c gallon over gallon cans; ½ pints, $1.20 gallon over gallon cans; ¼ pints, $2.40 gallon over gallon cans. Carriage, wagon and implement paints, enamels, etc., advance 10 per cent.

New differentials have also been established for varnish as follows: ½ gallon cans, 20c gallon over gallon cans; quarts, 40c gallon over gallon cans; pints, 80c gallon over gallon cans; ½ pints, $1.60 gallon over gallon cans; 5 gallons, 10c gallon under 1 gallon cans; barrels, 25c gallon under 1 gallon cans.

Mixed paint prices on the different brands, gallon can basis, appear in current quotations.

White Lead in Oil Firm; Unchanged

Toronto.

WHITE LEAD IN OIL.—Though no change in price has occurred during the week the market is one of decided strength. The question of securing supplies of pig lead becomes increasingly difficult. Production has fallen below requirements of essential war industries, so an element of uncertainty rules as regards how much may be released for demands of the corroders. Stocks of white lead in oil at present are fair, but how long they would lat were no more pig lead released cannot be judged. Pure white lead in oil in ton lots is quoted at $17.80 per 100 pounds and in smaller quantities $18.15.

Sales Putty on Fair Basis

Toronto.

PUTTY.—Sales are being maintained on a very fair basis and the volume is considered satisfactory. Stocks are good and no difficulty is being experienced in taking care of business offered. Quotations are holding firm and unchanged as follows:

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

Glass Holds at Firm Levels

Toronto.

GLASS.—The market rules with a very firm undertone, but as yet no change in price has become evident. Stocks are considered comparatively small, but in view of the light demand there is no difficulty taking care of orders coming to hand. The only change which will be made will be one towards higher levels, but just when this may become effective is uncertain.

Brooms Move Up; Whisks Also

Toronto.

BROOMS, WHISKS.—A general advance in brooms has been made and full details appear in special article in this issue. The decreased production of broom corn with the correspondingly heavy increase in price along with higher prices of handles, wire and string are factors which have contributed to this change. Whisks are also up about 10 per cent. and in some instances even 15 to 20 per cent. over former figures.

WEEKLY MARKET REPORTS

Continued from page 63

Pig Iron Prices

No particular effort is made to disguise the fact that the revision of pig iron prices for the fourth quarter of the year was dictated entirely on grounds of expediency. Some furnaces were making little, if any, money and it was desired to relieve them. A general and large advance could not be considered, and a schedule was worked out which is not logical but which is perfectly practicable, and which gives an increased price to the furnaces that have had the highest costs. Eastern Pennsylvania is put on a Pittsburgh basis, while Tennessee and Virginia are put on the Birmingham basis. As Lake Superior ore was advanced 25 cents, basis prices were advanced, but only on basic and foundry, forge and Bessemer being left unchanged. The ore advance of 25 cents would mean about 45 cents increase per ton in the cost of making pig iron, and the grades that are advanced $1 a ton comprise about three-fourths of all the iron that is sold, being therefore equivalent to an average advance of about 75 cents, and giving a net advantage to the furnaces using Lake Superior ore of say 30 cents. Furnaces using local ores, which are not changed, get the benefit of the full pig iron advance. The additional advantages given by reason of the removed basing points amount to 75 cents to $1 in the case of Tennessee furnaces, perhaps $2 to $4 in the case of Virginia furnaces, and possibly $1 to $3 in the case of eastern furnaces. The lake front furnaces will sell f.o.b. furnace as formerly, and as pig iron required by Canada will doubtless be allotted to them, the only practical interest to Canada in the price revision is that basic and foundry iron will be $1 higher than formerly. There are wider differentials for silicon irons, and this applies even to No. 1 foundry, which is now $1.25 above No. 2 instead of 50 cents, the dividing line being 2.25 per cent. silicon. Buffalo and eastern Pennsylvania No. 2X is above 2.25 per cent, while No. 2 plain is 1.75 to 2.25 cent.

Basic Eight-Hour Day

The iron and steel industry as a whole will adopt the "basic eight-hour day" which the Steel Corporation announced it would make effective in its plants October 1. There has been so much argument in the past year or more about "the basic eight-hour day," much of it ignorant, much of it selfish, and not a little of it decidedly intemperate, that it might be supposed the news that it is being adopted by the iron and steel industry is regarded as of tremendous importance. It is, however, nothing of the sort. The change does not make a ripple in the industry's affairs. Hours of labor are not affected. There is merely a little change in the payroll clerk's arithmetic. Formerly, when a man worked 12 hours, his pay for the day was 12 times the hourly wage rate. Now it will be 14 times. The ten-hour man will get 11 times the hour rate instead of 10 times, for the hours beyond eight are to be paid time and a half. One is a wage advance of 16 2/3 per cent, the other an advance of 10 per cent. Men working eight hours get no advance at all, by the new system, but a little advance may be given some of them. The total increase in payrolls will hardly average 10 per cent. This is the eighth wage advance since the war began, the first being on February 1, 1916. Six were of 10 per cent. while one was of 15 per cent. As to hours of labor being reduced, and the total volume of man power for making steel reduced, the plain fact is that the 12-hour men have wanted to work the 12 hours. When they are paid a bonus for the hours above eight, they will be still more anxious to work them.

ORDER TO SAVE STEEL

The Secretary of War for the United States has issued the following order:

"Owing to the present acute shortage of steel all bureaus, corps, and departments of the War Department will at once take steps to economize in the purchase and use of steel. The purchase of, or contracting for, steel furniture, beds, tables, chairs, containers, filing cabinets, and safes is forbidden, unless it can be clearly shown that it is necessary that these articles be steel and that no other material or article will answer the purpose."

Quick Results

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word for first insertion, and one cent per word for subsequent insertions, with 5c additional for Box Number or Address.



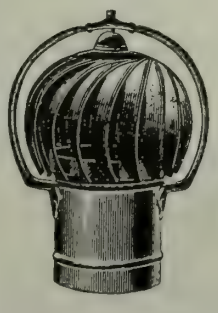
A Quality Standard

"Equal to Berry Brothers" is a statement often heard by varnish buyers. This is because the uniform dependability of all their products has caused them to become the standard of comparison.

There is no surer prelude to an artistic and lasting finish on woodwork, walls, floors and ceilings than Berry Brothers' varnishes, enamels and stains.

The wide knowledge of this fact among discriminating buyers makes all products bearing the Berry label easy to sell.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont. (708)



Our Specialties Are---
Eavetrough
Conductor-pipe and Fittings
Ventilators and Corrugated Iron

WHEELER & BAIN
TORONTO



CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box) $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to $1.15 a lb.

BARS, CLOTHES

No. 4, dozen	$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb. $1.40-$1.75
Cut Lace Leather, lb. 1.60- 1.95
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz.	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net lists.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 12-14c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 44
Rods, base ½ to 1 in., round	0 41
Tubing, seamless, base	53-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.	45½-50
Copper tubing, iron pipe size, base, ¾ in. up to 3 in.	0 57

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$14.50-$17
30-gal. Standard	14 00

BOARDS (Wash), Zinc List Doz.

Pony	$2 25
Improved Globe	4 90
Neptune	4 90
Standard Globe	4 90
Original Globe	5 40
Jubilee	5 50
Newmarket King	5 50
Western King (enamel)	7 00
Beaver (brass)	7 00

List plus 5%. F.O.B. Newmarket.
F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5,000). 33 1-3%
Chicago Relax Floor (6,000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3,000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	Fire Welded Proof Coil Mont'l	Tor'to	Fire Welded Mont'l	Tor'to
9-16 in.	$22.75	$17.00	$.....	$.....
¼ in.	16.75	14.50	21.75	23.70
5-16 in.	14.15	12.50	19.00	18.35
⅜ in.	13.00	11.50	15.90	14.00
7-16 in.	12.75	11.30	15.65	13.80
½ in.	12.50	11.15	15.50	13.65
5/8 in.	12.35	10.95	15.25	13.45
¾ in.	12.25	10.70	15.10	13.20
⅞ in.	12.05	10.60	15.00	13.10
1 in.	11.90	10.50	14.85	13.00

Electric Welded

	B.B.	B.B.B.
3-16 in.	$18.00	$19.00
¼ in.	14.95	16.00
5-16 in.	12.55	13.50
⅜ in.	11.35	12.25
7-16 in.	11.10	12.00
½ in.	10.95	11.80
5/8 in.	10.70	11.55
¾ in.	10.40	11.25

Montreal and Toronto

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
5/8 in.	12.25	.....

Electric Welded B.B.B.—Chain. ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 5, 10%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement per bbl., $2.80 in carlots; $3.40-$3.50 bbl. in small lots.

Paris plaster, five-barrel lots $3.50; single barrel, $3.50. F.O.B. Toronto.

CHURNS

List price hand churns—No. 0 $9; No. 1, $9; No. 2, $10; No. 3 $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3 $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St Wood Drills, 37½%.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD Universal (doz.)

No. 0	$19 25
No. 1	23 30
No. 2	28 35
No. 3	36 45

F.O.B. Montreal, Toronto.

Russwin—

No. 0	$19 20
No. 1	23 40
No. 2	28 20
No. 3	36 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths.	$7 80
17—7-strand, 50 ft. lengths.	8 00
18—6-strand, 100 ft. lengths.	5 40
18—6-strand, 50 ft. lengths.	5 45
19—6-strand, 100 ft. lengths.	4 75
19—6-strand, 50 ft. lengths.	5 00

F.O.B. Montreal, Toronto, London.

COPPER Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.	$43 50	$43 00
Plain sheets, base, 16 oz. and heavier	48 00	50 00
Copper sheet, tinned, 14x60 in., 14 oz.	49 00	.....
Copper sheet, planished, base 16 oz. and heavier	58 00	50 00
Braziers' in. sheets, 6x4 base	46 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets.	$11 75	$ 9 50
Do., 60 sheets.		9 65

	Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous— Per box
IC, 20x28 base .....
IX, 20x28 base (nominal)...
IXX, 20x28 base (nominal)..
IXXX, 20x28 base (nominal)
F.O.B. Toronto

Raven and Murex Grades—
IC, 20x28 base, 112 sheets..
IX, 20x28 base, 112 sheets..
IXX, 20x28 base, 56 sheets..
IXXX, 20x28 base, 56 sheets
(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C, 20x28, 112 sheets..
F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheets $28 00
F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

Nominal

IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.

Harris Heavy Pressure and its Advantages



1. **A complete immunity from hot bearings is secured, HARRIS HEAVY PRESSURE** having a lower co-efficient of friction than any other known metal.
2. **A scored journal is impossible,** and if through any failure of lubrication a bearing should run hot, **HARRIS HEAVY PRESSURE,** owing to its special properties, will act as a lubricant, saving the journal from injury and preventing any delay to traffic.
3. It will stand the **heaviest pressures,** always running cool, even under the most trying conditions.
4. It will **wear** from 50 to 100 per cent. **longer** on general machinery bearings than any other Babbitt metal.
5. It effects **a saving in lubrication.**
6. It **preserves the journals,** and materially **increases their life.** A journal after running a short time with **HARRIS HEAVY PRESSURE** attains a perfectly smooth and highly polished surface.
7. It is easily applied and, if properly applied, no abrasive force will remove it.
8. **Its cheapness.** The first cost is moderate. It gives a longer life to the bearings, resulting in a great economy, as the number of renewals is thereby considerably reduced; its specific gravity is low in comparison with other metals; does not deteriorate with re-melting; and these advantages, together with its unequalled anti-friction properties, render it the **cheapest** as well as the **best metal** for all general machinery bearings.

ORDER A BOX FROM OUR NEAREST FACTORY

THE CANADA METAL CO., LIMITED

HAMILTON
MONTREAL
TORONTO
WINNIPEG
VANCOUVER



A Double Guarantee

"Reliable"

and

"Warranted Pure"

Linseed Oil

The Canada Linseed Oil Mills
LIMITED
MONTREAL and TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; Nos. 2 and 3, $28.20 to $30.00 doz. F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	30-32½
Black Diamond	32½
Delta Files	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 15-20%; cast bushings, 15-18%; unions, 30%; plugs, 10-15% off list. Net prices: Class B, black, 27-28c lb.; Class C, black, 18-19c lb.; galvanized, Class B, 37-39c lb.; Class C, 27-28c lb. Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	2 50-3 00
Under 40 lbs.	2 75-3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap	Tee
	Doz. pairs.	
4-inch	$2.55-$2.70	$2.18-$2.30
5-inch	3.15- 3.30	2.72- 2.85
6-inch	3.40- 3.55	3.06- 3.20
8-inch	4.60- 4.85	3.49- 3.65
10 inch	8.16- 8.55	6.20- 6.50
12-inch	10.12	9.86-10.35
14-inch	11.56	10.03

Light, Net Prices, figured at discount 10%; 15% discount also offered.

	3-inch, doz. pairs	$0 90 $0 90
	4-inch	1 10 1 00
	5-inch	1 25 1 15
	6-inch	2 25 1 35
	8-inch	2 25 1 60
	10-inch	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 25%.

F.o.b. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $10 50 11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....- ....
Barden Patent	6 00	....- ....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger Less 20c	No. 1 and smaller
Light iron	0-7	$7 25	$7 50
Long heel light iron	3-7	7 25	....
Medium iron	1-8	7 25	7 50
Heavy iron	6-8	7 25	....
Snow	1-6	7 50	7 75
New-light "XL" steel	1-6	7 70	7 95
Fetherweight "XL" steel	0-4	9 10	....
Special-countersunk	0-4	9 60	....
Toe-weight(front only)	1-4	10 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2, and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2.30-2.40
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4, and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Crescent	0 19
Household	0 19
Standard, 4-12 ft.	0 21
Electrician	0 30
Heavy duty	0 47
Extension	0 35
Perfect, 6 to 10 ft. only	$0 31
Hercules, 4 to 10 ft.	0 33
Hercules, 12 to 14 ft.	0 28
Faultless, 4 to 10 ft. only	0 29
Ontario, 4 to 10 ft. only	0 26
Shelf Lock, 4 to 8 ft. only	21

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Extension Ladders	Per ft.
Up to 32 ft.	0 23
36 to 40 ft.	0 26

F.O.B. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	7 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	0 95- 1 10

3 doz. cases, 85-90c doz.; 6 doz. cases, 85c dozen.

Cold blast, genuine ruby $4.75

F.o.b. Toronto, London, Hamilton, and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2, per doz.	$1 85
Steel Thumb, No. 3, per doz.	2 40
Steel Thumb, No. 4	4 70
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	$ 9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.50

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 25
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, doz.	$38 10 39 60
No. 8, doz.	46 40 48 60

MOPS

O-Cedar, doz, net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 00
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz.	3 35
Crank wringing, doz.	6 90

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.30 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.35 base.

Freight equalized on above points. Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $5.42½.

Sault Ste. Marie, Port Arthur, Fort William, $5.05-$5.35 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65; no equalization of freights.

Roofing Nails—American, large head, keg, $9. London, $10.

F.o.b. Montreal, Toronto, Hamilton, London.

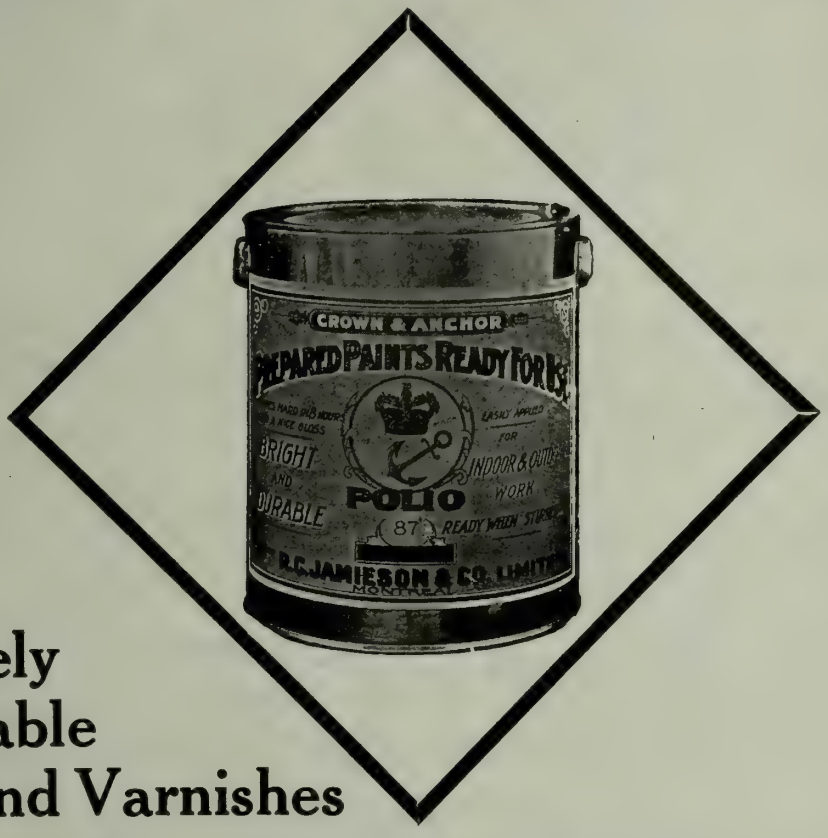
NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$22 00
No. 6	21 00
No. 7	20 00
No. 8	19 00
No. 9 and up	18 00

Discount, 10%.

JAMIESON'S
PURE PREPARED PAINTS



Absolutely Dependable Paints and Varnishes

Your customers are demanding fullest paint and varnish value—highest quality goods at lowest possible prices.

There is no line that is giving—has been giving—will give—such complete satisfaction to both you and your trade as

JAMIESON'S PAINTS AND VARNISHES

A full and complete line of everything that is needed for painting and varnishing.

R. C. Jamieson & Company, Limited

CALGARY Montreal VANCOUVER

Owning and Operating P. D. DODS & CO., Limited

"M.R.M." BRAND

No.	Net Lengths	Price List Per box of 25 lbs.
3	1⅝"	$19 50
4	1¾"	9 50
5	1 15-16"	4 50
6	2⅛"	4 25
7	2 5-16"	4 00
8	2½"	4 00
9	2 11-16"	3 75
10	2⅞"	3 75
11	3 1-16"	3 75
12	3¼"	3 75

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch...	10 50	36 inch...	$15 00
30 inch...	12 75		

½ inch mesh and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 12½% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	$10 00- 10 50

F.o.b. Montreal, Toronto

OIL	Montreal	Toronto
Royalite	0 19½	0 18½
Palacine	0 22½	0 21½
Gasoline, gal.	0 34	0 33
Black oil (Summer).	0 16½	0 15½
Black oil (Winter)..	0 18½	0 16
Imperial Cylinder		0 71
Capital cylinder	0 55	0 54
Machine oil, regular grades	31-41	29-39
Standard gas engine oil	0 44	0 43
Paraffine	0 25½	0 24½
XXX machine	0 40	0 39
Polarine Oil, list		0 85
Polarine Oil, heavy, list..		0 85
Gargoyle Mobiloil, list		1 10
Fuel oil, bbls.	0 14½	0 13½
Fuel oil, tank cars..	0 13	0 12

OLD MATERIALS
See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 30
Tarred Fibre, No. 2 roll	0 83
Surprise Fibre	0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	0 15
Carpet Felt, 16 oz., per 10 lbs.	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50

Rock—

7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 37

Standard Buttweld
Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	$.....
¼ in..	5 22	7 35	5 52	7 65
⅜ in..	5 22	7 35	5 52	7 65
½ in..	6 63	8 20	7 06	8 71
¾ in..	8 40	10 52	8 97	11 09
1 in..	12 41	15 56	13 26	16 41
1¼ in..	16 79	21 05	17 94	22 20
1½ in..	20 08	25 16	21 45	26 54
2 in..	27 01	33 86	28 86	35 71
2½ in..	43 29	54 11	.....	.....
3 in..	56 51	70 76	.....	.....
3½ in	71 76	88 78	.....	.....
4 in..	85 02	105 19	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$31 82	$38 30	$33 70	$40 20
2½ in..	47 97	58 21	50 90	61 10
3 in..	62 73	76 12	66 66	79 90
3½ in..	78 20	96 14	82 80	100 00
4 in..	92 65	114 00	98 10	119 00
4½ in..	112 00	137 00	125 00	149 00
5 in.	130 00	159 00	145 00	174 00
6 in..	169 00	206 00	188 00	226 00
7 in..	219 00	268 00	243 00	292 00
8 L in..	230 00	281 00	255 00	306 00
8 in..	265 00	324 00	294 00	353 00
9 in..	317 00	388 00	.....	.....
10L in.	294 00	360 00	326 00	392 00
10 in.	379 00	464 00	420 00	505 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.
4½" and larger, 40%.
4" and under, running thread 25%.
Standard couplings, 4" and under, 35%.
4½" and larger, 15%.
Terms 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

List plus 15%.
F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD
See weekly report

PIPE (SOIL)

Medium and extra heavy pipe, 2 to 6 inch	15%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	Net list

F.O.B. Toronto, Montreal

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 33 1-3 per cent.

Liquid Veneer

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs 2c lb. Coppered Rivets net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	$2 25
Samson, 2-ply, roll	2 70
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 40
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Black Diamond tarred felt..	4 10
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal. in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ¼c; 9-16 to 7-16 in. inclusive 1c; ⅜ in., 1¼c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	48
Hemp, tarred bolt rope basis.	45
Marline and Houseline	45
Italian rope basis	On application
Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	75 77½
¼-in. and up	74 76¼

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 5% to 15% on list

B. & A. emery cloth, 5% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 5%: Standard scales, 10% discount: Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	15 50

F.o.b. Toronto, London

SNATHS	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK
See Montreal and Toronto report

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs	
10¾ oz.	$11 00	$12 00
U.S. 28	10 70	11 70
U.S. 26	10 0	11 40
22 and 24	10 25	11 25
18 and 20	10 10	11 10
16	9 95	10 95
14	9 85	10 85

F.o.b. Hamilton and Toronto

Colborne Crown — 16-20 gauge $12.55: 22-24 gauge, $12.75, 26 gauge, $13: 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 9 85
16 gauge	11 05	9 95
18-20 gauge	11 20	10 10
22-24 gauge	11 40	10 25
26 gauge	11 60	10 40
28 gauge	11 90	10 70
10¾ ozs.	12 25	11 00

Add 25c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis "best-best"
16	$12 55	$12 55
18-20	12 55	12 55
22-24	12 25	12 25
26	12 25	12 25
28	13 00	13 00

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES	Per sq.
Standard galvanized	$11 00
Shipping weight, 90 lbs.	
Standard painted	8 50
Shipping weight, 80 lbs.	

Discount 7½%.
F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$9 25
Standard painted	7 50

Discount 7½%.
F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS
Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR
See Weekly Report.

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount 25% off list.
Freight allowed on shipments of 24 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list
Freight allowed on shipments of 24 heaters.
F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

CARTER'S

QUALITY
THE BEST

Your customers will need Red Lead to protect the iron work around their homes. The Painters want a Genuine Red Lead for their work. Are you prepared for this demand? If not, put in a good stock of

Carter's Genuine Dry Red Lead
and
Carter's Genuine Powdered Litharge

They are the best quality you can buy. Made in Canada from the best grade of Canadian Pig Lead.

Do you know the quality of these goods? Your customers know it and will insist on using Carter's Brands. Look over your requirements and order now.

Manufactured by
The Carter White Lead Company
of Canada Limited
91 Delorimier Ave. Montreal

"Don't Let Yourself Run Out of Bicycles"

That is the advice of one of the most successful Bicycle Dealers in Canada.

Keep your stock full; keep it clean; keep pushing and you will sell bicycles in surprising numbers.

The C. C. M. "QUALITY LINE" includes the following nameplates:

CLEVELAND — MASSEY

C.C.M. MADE IN CANADA

BRANTFORD RED BIRD

PERFECT

COLUMBIA

IVANHOE GENDRON

Canada Cycle & Motor Co. Ltd.
Montreal, Toronto, WESTON, Winnipeg, Vancouver

VOLPEEK
MENDS HOLES in POTS & PANS

Get a Share of the Vol-Peek Demand
Vol-Peek is a splendid little specialty that enables every housewife to mend leaky pots, pans, etc., quickly and easily and without the aid of any tools. At a cost of about ½ cent a mend!
Show Vol-Peek on your sales counter. There's a good profit on every sale and Vol-Peek always satisfies.
At your wholesaler or from us direct.

H. NAGLE & CO.
Box 2024 - - Montreal

fifteen cents

Use Our Condensed Advertisement Page for Your Wants

Will Pump Oilers

The only pump oiler that never fails to work in cold weather. Positive plunger action that will shoot the oil ten feet. Simple in construction, hard to put out of order, easy to repair. Embodies new ideas, and is guaranteed to give satisfaction. Made from heavy gauge steel, copper plated, with brass cap.



Another Mehasco Message

MEHASCO

ANOTHER MEHASCO MESSAGE
14

Get these in early for your Fall trade.

MERCHANTS HARDWARE SPECIALTIES LIMITED
CALGARY

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades..	.25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	....
Hollow Back Scoops	25 and 25	....	25 and 25
Sand Shovels	25 and 25	....	25 and 25
Hollow Back Shovels	25 and 25	....	25 and 25
Hollow Back Coal Shovels	25 and 25	....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades..	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing	$43 00
Boudoir, Nic., Cyco B.B.	40 00
Club, Jap. Cyco Bearing	96 00
Champion, Nickeled Fittings	35 00
Champion, Japanned Fittings	31 00
Elite, Nic., Cyco B.B.	46 00
Grand, Nic. ,Cyco B.B.	56 00
Grand, Jap., Cyco B.B.	52 00
Grand Rapids, Nic., Cyco B.B.	40 00
Grand Rapids, Jap., Cyco B.B	36 00
Parlor Queen, Nic., Cyco, B.B.	46 00
Princess, Nic., Cyco B.B.	41 00
Standard, Nickeled Fittings	37 00
Standard, Japanned Fittings	33 00
Universal, Nic., Cyco Bearing	38 00
Universal, Jap., Cyco Bearing	34 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	$84 00
Household, Jap.	72 00
Superba, Nic.	99 00

F.o.b. factory Niagara Falls, Ont., and other jobbing points in Eastern Canada.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b Toronto, Hamilton, London.

TACKS

	Discount
Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917—Net list.	
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wires.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List plus 15%	

F.o.b. Toronto, Oshawa, Ottawa.

TRAPS (GAME)

	Doz. with chain
Victor, No. 1	2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	4 70

F.o.b. Toronto, London, Hamilton Montreal.

TWINE (BINDER)

	Per lb.
500 ft.	$0 23½
550 ft.	0 25¼
600 ft.	0 26½
650 ft.	0 28

In 5-ton lots ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 75-77-80¾

4-ply, wrapping, lb. 79-81¼-85

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES

	%
Ground work	42
Compression work, standard	47
High grade	41
Cushion work	40
Fuller work, standard	45
High grade	38
Basin cocks, No 0 Standard	40
High grade	40
Bath cocks	50
Flatway stop and waste cocks, standard	50
High grade	47
Roundway stop and waste cocks, standard	50
High grade	47
Brass steam cocks, standard. 10% advance on list	
Radiator valves, standard	10
High grade	Net
Patent quick opening valves.	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc, 5% advance on list	

F.o.b. Toronto

WARES, ETC

Scotch Grey Ware, 40-10%.

Colonial, 27½%.

Imperial Ware, net list.

Pearl, 27½%.

Premier, net list.

Canada Ware, net list.

Diamond, net list. White Ware, 45%

Japanned Ware, list plus 30%.

Japanned Ware, White, list, plus 40%.

Plain and Jap Sprinklers, list plus 30%.

Stamped Ware, plain, 45%.

Stamped Ware, retinned, 40%.

Copper Bottoms, list, plus 10%

Tinners' Trimmings, plain, 45%.

Tinners' Trimmings, retinned, 40%

Tinners' Trimmings, general, list plus 20%.

Factory Milk Cans, list plus 50%

Milk Can Trimmings, list, plus 60%.

Cream Cans, list plus 25%.

Railroad Cans, list, plus 30%.

Pieced Tinware, C.B., list, plus 70%.

Sheet Iron Ware, list, plus 20%.

Pieced Ware, ordinary, list, plus 50%. Fry Pans, 40%.

Spiders, steel, net list; cast iron 10%.

Fire Shovels, Japanned, list, plus 20%.

Steel Sinks, painted, list plus 25%.

Steel Sinks, galvanized, list plus 25%.

Light Galv. Pails and Tubs, list plus 30%.

Heavy Galv. Pails and Tubs, list, plus 20%.

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 40%.

Galv. Coal Hods, list, plus 50%.

Paper Lined Boards, 30 and 10%.

Wood Lined Boards, 30%.

Stove Pipe, patent, per 100, 6 in., $22.38; 7 in., $23.87.

Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.

Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...

Stove Pipe Thimbles, 45%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼-in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.20; ⅞ in., $18.20; 15-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 33 1-3 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.35
Section, ½ lb. per 100 lbs.	5.50- 5.85	5.50	6.00
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	4.25

WHEELBARROWS

Navvy, steel wheel, doz.	$60.00
Garden, steel wheel, doz.	71.40
Light garden, doz.	64.20

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35
Stovepipe Wire	
No. 18	9 00
No. 19	9 50
Hay Wire in Coils	
No. 13	6 85
No. 14	7 00
No. 15	7 20
No. 16	7 45
Smooth Steel Wire.	
Nos. 0-9 gauge, base	6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

List of extras in 100-lb. lots, net

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire	
No. 10	$6 45
No. 11	6 47
No. 12	6 55
Wire Bale Ties	
No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire.	Toronto
Barb	$6.25-$6.50
No. 9 pl. glav.	5.35- 6.00
No. 12 pl. galv.	5.50- 6.15
No 13 pl. galv.	6.00- 6.25
No. 9 coil sp.	5.50- 6.00
No. 12 coil sp.	5.80- 6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 50

Fence staples, galvanized..$6.25-6.50

In 25-lb. boxes add 25c extra

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus....10%

Brass wire, 3 to 24 gauge, add 40%

25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls...$3 50

In 50-ft. rolls 3 55

Galvanized, per 100 sq. ft. in 100 ft. rolls 4 75 5 50

Bronze, sq. ft. 0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 10%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$15 60	18 in.	$35 00
10 in.	17 40	24 in.	50 60
14 in.	24 45		
Coes—	**Doz. net**		**Doz. net**
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		

Stillson—	Each	Doz. net
6 in.	$1 20	$14 00
8in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 35	50 60
36 in.	....	94 20
48 in.	....	139 20

EMPIRE SELF-CLOSING BIBBS

BALL BEARING

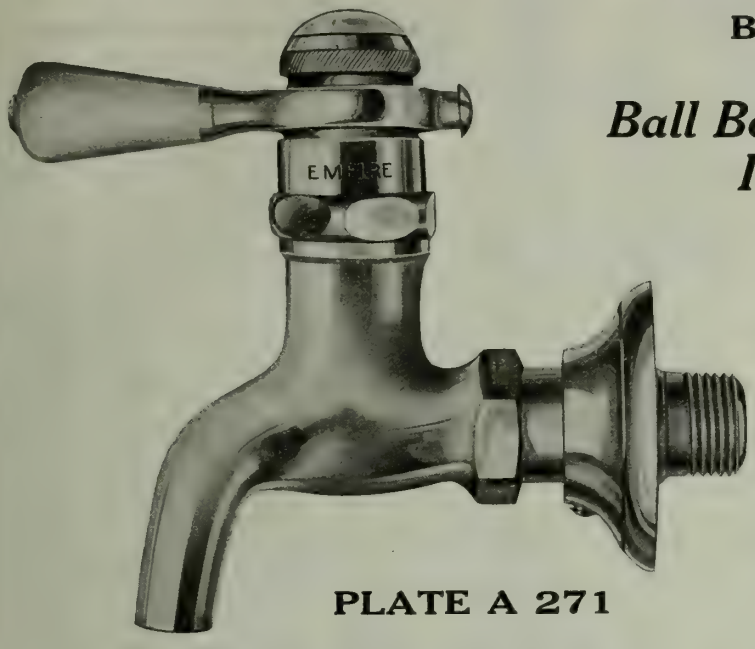


PLATE A 271

Ball Bearing Lever China Index Handle

If you want to build up bigger business, you need dependable goods. You need to install those goods that are made right and fully guaranteed.

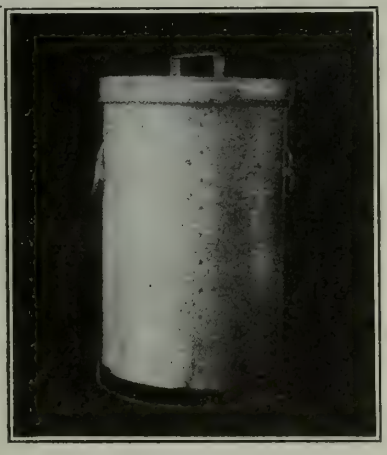
Empire Self-closing Bibbs are made right; they are fully guaranteed, and do not waste water. One of the greatest economic wastes in our towns and cities is water. Most office and factory buildings and public institutions are on the meter system, and wasting water is a serious matter.

Empire Self-closing Bibbs will save the price in water rates in less than a year. It is unpatriotic to waste water, particularly these days, because every gallon of water needs some kind of power to pump same.

Get full information from us about this line right now, it's a real winner.

Empire Manufacturing Company Limited
LONDON TORONTO

The Favorite Can For House School or Office Building



STYLE "C"

Reinforced with top and bottom bands. Bottom sets up to clear ground, milk can handles.
Made in two sizes.
14½ in. diameter, 24 in. high.
On sale by leading hardware dealers.

Are you one of them? Ask about the famous Economy Ash Sifter. It saves coal.

Geo.W.Reed&Co.,Limited
Montreal, Que.

Alex. McArthur & Co., Ltd.

TRADE MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND
TARRED FELTS
and SHEATHINGS

Made at our own Paper Mills.

SAVE COAL
BY USING
BUILDING PAPER

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1.$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	14-16

BRUSHES

Acme, 15 lbs. each.....	$2 25
Acme, 20 lbs., each.....	2 75
Acme, 25 lbs. each.....	3 25

F.o.b. Toronto.

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs....	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs....	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs....	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs....	0 15
Imp. green, 100 lb. kegs....	0 25
Chrome green, pure	0 35
Chrome yellow 17-31	
Brunswick green, 100 lb. k..	0 12
Indian red, 100-lb. kegs....	0 15
Indian red, No. 1, 100 lb. k..	0 06
Venetian red, best bright...	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry.....	0 15
Golden ochre, 100 lb. kegs..	0 06½
White ochre, 100 lb. kegs..	0 04
White ochre, barrels	0 03
Yellow ochre, barrels 3½-5	
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs...	7-8c
Canadian red oxide, bbls....2 -2¼	
Super magnetic red.....	2¼-2½c
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE
1 lb. tins—

Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure 30-32	
French spruce ochre, pure...25-28	
Greens, pure 28-35	
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5 lb. irons.....	0 20

F.o.b. Montreal, Toronto.

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs.....$28 00	
Case No. 8—100 ½-lb. pkgs.. 31 00	
Case No. 9—200 ¼-lb. pkgs.. 38 00	
Discount.	
French medal (prices withdrawn)	
English common sheet..... 32-34	
English prima 35-38	
White pigsfoot 0 50	
Cake bone, 112-lb. bags..... 0 35	
Hide, 112-lb. bags 0 45	
Gelatine, 112-lb. bags..... 45-60	
Ground glues, 112-lb. bags, No. 1 28-30	
Ground glue, No. 2, 112-lb. bags 22-24	
Do., No. 2, less than bags.. 24	

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 25%.
Sheet glass, 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each $0 80	
Plates from 1 to 2 feet, each 0 90	
" 2 to 3 " 0 95	
" 3 to 4 " 1 15	
" 4 to 5 " 1 35	
" 5 to 7 " 1 50	
" 7 to 10 " 1 70	
" 10 to 12 " 1 75	
" 12 to 15 " 1 85	
" 15 to 25 " 1 95	
" 25 to 50 " 2 15	
" 50 to 75 " 2 20	
" 75 to 90 " 2 25	
" 90 to 100 " 2 30	
" 100 to 120 " 2 60	
" 120 to 140 " 2 90	
Plates 101 to 110 wide containing not over 100 ft. each... 3 00	
Plates 111 to 120 wide containing not over 100 ft., each... 3 40	
Plates 101 to 110 wide containing over 100 ft., each..... 3 40	
Plates 111 to 120 wide containing over 100 ft., each..... 3 75	

Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 10 0lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure $17 50		$17 80
Crown Diamond 17 50		17 80
Crown, pure 17 50		17 80
Green Seal 17 50		17 80
Ramsay's Pure 17 50		17 80
Moore's Pure 17 50		17 80
Tiger, Pure 17 50		17 80
O.P.W. Dec. Pure... 17 50		17 80
Red Seal 17 50		17 80
Decorators' Pure ... 17 50		17 80
O.P.W. English 17 70		18 00
Elephant Genuine .. 18 00		18 30

B.B. Genuine Lead, less than tons, $19.70, Toronto; $19.40, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.....$14 00	$14 50
Genuine, 100-pound kegs, per cwt..... 14 75	15 50
Less quantity 16 00	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Pound	Pound
Barrels, 600 lbs...		0 24½
Half bbls., 300 lbs.		0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO
Tints, 5-lb. packages, per 100 lbs., $8.40; white, 5-lb. packages, $7.80.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white $4 20	
Elephant, colors 3 80	
B.H. English, white 4 30	
B.H. English, colors 4 05	
B.H. Floor 3 40	
B.H. Porch Floor 4 05	
Minerva, white 4 15	
Minerva, colors 3 90	
Crown Diamond, white 4 05	
Crown Diamond, colors 3 80	
Crown Diamond, floor 3 30	
B.H. Fresconette, white 3 35	
B.H. Fresconette, colors..... 3 25	
Moore's House Colors, white.. 3 75	
Moore's House Colors, colors. 3 65	
Moore's Egyptian Paint, all colors 3 00	
Moore's Floor Paint 3 00	
Moore's Sani-Flat 3 00	
Moore's Mooramel 6 50	
Jamieson's Crown Anchor ... 3 55	
C.P.C. Pure, white 4 30	
C.P.C. Pure, colors 4 05	
O.P.W. Canada Brand, white. 4 05	
O.P.W. Canada Brand, colors 3 75	
O.P.W. Canada Brand, floor .. 3 30	
O.P.W. Flat Wall, white..... 3 30	
O.P.W. Flat Wall, colors..... 3 10	
Ramsay's Pure, white 4 15	
Ramsay's Pure, colors 3 85	
Martin-Senour, 100%, white.. 4 30	
Martin-Senour, 100%, colors.. 4 05	
Martin-Senour, Porch aint .. 4 05	
Martin-Senour, Neutone, white 3 35	
Martin-Senour, Neutone, colors 3 25	
Senour's Floor Paint 3 50	
Sherwin-Williams, white 4 30	
Sherwin-Williams, colors 4 05	
Sherwin-Williams Floor 3 50	
Flat Tone, white 3 35	
Flat Tone, colors 3 25	
Lowe Bros., H.S., white 4 30	
Lowe Bros. H.S., colors 4 05	
Lowe Bros. Hard Drying Floor 3 50	
Mellotone, white 3 50	
Mellotone, colors 3 35	
Sanitone, white 3 35	
Maple Leaf, white 4 30	
Maple Leaf, colors 4 05	
Maple Leaf, floor 3 50	
Pearcy's Prepared, colors 3 15	
Pearcy's Prepared, white 3 50	

F.o.b. Montreal, Toronto.

PARIS GREEN	C.P. Berger's and Munro's Per lb.	
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250		
In 50 lb. and 100 lb. drums	0 61¼	0 62
In 25 lb. drums.....	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case.....	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY	Montreal Standard	Toronto Less than tons
Bulk, in casks $5 60		$5 90
Bulk, 100-lb. drums.. 6 45		6 75
Bulk, 25-lb. drums .. 6 70		7 00
Bulk, 12½-lb. irons.. 6 95		7 25
Bladder, in bbls..... 7 35		7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c, Hamilton 30c, London and Windsor 40c per 100 lbs. over Montreal quotations.

ROSIN	
Barrels, 100 lbs.	$6 90
Less, per lb.	0 08

SHELLAC
Pure White, gal.... $4 75-$4 90
Pure Orange, gal.... ....- 4 50
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans $3 30	
B.H. Vanisher	3 00
Cumoff	3 30
Takof	3 25
O.P.W. Presto	3 00
Lingerwett 2 80-3 25	
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins .....$1.32-$1.45	
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz...	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list....	7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	3 25
Granitine Floor Finish	3 25
Hydrox Spar	3 65
Sun Varnish	2 60
Sun Spar	4 63
Sun Waterproof Floor.....	3 40
Jasperite Interior and Exterior	2 65
Jasperite Pale Hard Oil ...	1 90
Jasperite Indestructo Floor Finish	2 65
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 86
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 47
Rexspar	4 62
Sear-Not	3 84
Kyanize Spar	4 95
Kyanize Cabinet Rubbing ..	3 85
Kyanize Interior	3 85
Luxeberry light	3 80
Luxeberry granite	3 52
Luxeberry spar	4 95
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.....	0 13½
Opalite, 100 lb. kegs.....	0 14
1 gal. packages, per pkg...	0 75
½ gal. package, per pkg...	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21

WHITE

XXX	0 20
XX	0 18
X	0 17
XC	0 16
Japanese	0 15
XXX Extra	0 21
X Grand	0 19¾
XLCR	0 18¼
X Empire	0 17¼
X Press	0 16

COLORED

No. 5	15
No. 1	14
No. 7	13
No. 1A	11½
No. 1B	10½
Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	10½

Above lines subject to trade discount for quantity.

WAX	Per lb
C. & B. Floor Wax $0 40	
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 38
O.P.W. Lion Brand	0 35
Old English 0 53	0 62
Johnsons 0 57	0 62
Jamieson's liquid wax, gal...	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls. $2 50
F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls..... 3 00

WOOD ALCOHOL .	per gal.
In five gallons.....$1.80-$1.90	
In barrels ....- 1.70	

$4 extra for barrels
F.o.b Montreal, Toronto, London.

GLASS

Now is the time to sort up on

WINDOW GLASS

We can take care of your requirements from our branch warehouses and make prompt shipments.

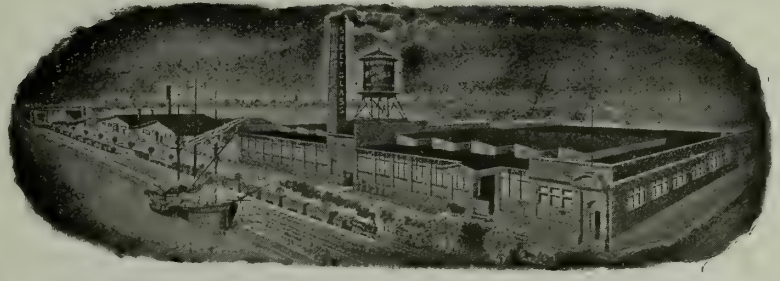
We stock and manufacture Plate, Bevelled Plate, Mirrors, Window, Figured, Leaded, Wired and Prism Glass.

Catalogues and price lists will be sent free upon application.
WRITE, PHONE OR WIRE your wants.

HOBBS MANUFACTURING COMPANY, LIMITED

Montreal Toronto London Winnipeg

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Dougle Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.50 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 37½% off list.

Standard, 30% off list. 25% extra.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.65 per lb.; cut, $1.85 per lb.; rawhide, sides, $1.60; cut, $1.80.

Blue Stone (Vitriol), 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 20%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil,: 3-16 in., $18.40; ¼, $16.00; 5-16 in., $13.60; ⅜, $12.40; 7-16, $12.20; ½, $12.00; 9-16, $12.00; ⅝, $11.75; ¾, $11.50; 1 in., $11.25; Logging, 5-16 in., $15.40; ⅜, $14.20; ½, $13.80; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 65

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. bbls., 30c lb.; 100-lb. bbls. 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $2.75.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, net list.

Corrugated Strap Hinges — 4, $1.75; 5, $2.35; 6, $3.10; 8, $4.95; 10, $7.35; 12, $11.35.

Corrugated Tee Hinges—4, $2.15; 5, $2.65; 6, $3.50; 8, $6.00; 10, $10.10; 12, $14.40.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo	"Fleur de Lis"
10¾ oz. or 28 Eng.	$12 00	$12 00
28 Am. or 26 Eng.	11 50	11 50
26 Am. or 26 Eng.	11 20	11 20
24	11 05	11 05
22	11 05	11 05
18 and 20	10 90	10 90
16 Am.	10 75	10 75

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set $2 10
Mrs. Pott's No. 50, set 2 25

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25. Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 30
3	2 95
4	5 25
Barn Door	
5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$5 65
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 25

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 25	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.80 base; Winnipeg, $6.25 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.		$5 95
	30 in.	7 20
	36 in.	8 50
2 in. mesh x 24 in.		2 90
	30 in.	3 40
	36 in.	4 05
	48 in.	5 25
	60 in.	6 55
	72 in.	7 80

NETTING. Poultry, Hexagon, 15%

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 37½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 37c; Family safety coal oil, 24½c; "Engoline" engine coal oil, 20½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 20c; Standard gas engine oil, 48c; Prairie Harvester oil, 49½c.

PAINTS

Stephens' Out White, $4.20; Stephens' House, $3.95; Stephens' Floor, $3.40; Silkstone, $3.15; Stephens' Barn Paint, $1.85.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)



A Specially Prepared Wall Paint

That Gets and Holds Patronage Wherever It is Shown

"It's So Easy to Apply"

Let's Send You An Interesting Booklet

G. F. STEPHENS & CO.

LIMITED

WINNIPEG AND CALGARY

If interested, tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 00	$ 8 35
⅜ inch	6 05	8 45
½ inch	7 85	9 60
¾ inch	9 95	12 30
1 inch	14 70	18 20
1¼ inch	20 00	24 70
1½ inch	23 75	29 35
2 inch	32 00	39 50
2½ inch	51 25	63 15
3 inch	66 20	82 60
3½ inch	86 85	.....
4 inch	103 00	.....
4½ inch	118 50	.....
5 inch	138 00	.....
6 inch	179 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $11; full polished $12.50; 18 x 24, half polished, $11; full polished, $12.50; 20 x 28, half polished, $11; full polished, $12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½ x 14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39¾c base; British Manila, 33¾c base; lath yarn, 28¼c base; African hemp, 33¾c base; cotton rope ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0 ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $10.00; Watch Spring, $10.40; Lance Tooth or Lightning Blades, $10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$ 87 00
Household. Jap.	75 00
Superba, Nic.	102 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 30
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 64 to 65.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.30 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $8.00 base; other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $8.50; ¾ in., $8.75; ¾ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE—

20 x 28 I.C.	$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.C.	40 00
Terne plates	24 00

TRAPS, GAME—	Doz. Victor	H.& N.	Jumi
No. 0	$1 95	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$23 80
No. 1	18 80	20 45
No. 2	16 40	16 95
No. 3	14 00	14 45

TURPENTINE

See weekly report

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 0% discount.

Premier, Canada, Diamond, plus 12½%.

Whiteware, 40% discount.

Japanned Ware, list, plus 40%.

Japanned Ware, white, list, plus 50%.

Japanned Sprinklers, list, plus 40%.

Stamped Ware, plain, 40% discount.

Stamped Ware, ret'd. 33 1/3% discount.

Pieced Tinware, ordinary, list, plus 65%.

Pieced Tinware, copper bottoms, list, plus 85%.

Sheet Iron Ware, list, plus 30%.

Light Galv'd Pails and Tubs, list, plus 40%.

Heavy Galv'd Pails and Tubs plus 30%.

Jap. Coal Hods, list, plus 50%.

Galv'd Coal Hods, list, plus 60%.

WASHERS—

Iron, small lots, 15% on list plus 75c; full boxes, iron, 10% on list plus 75c.

WHITE LEAD—

Decorators' pure, ton lots, $18.40; less than ton lots, $18.75.

WIRE, BARB—

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William $5.10 Winnipeg; Baker, 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized Ft. William, No. 9, $5.65; No. 12 $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 50
8 in.	7 80
10 in.	9 10
12 in.	11 70
15 in.	15 60
Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$ 1 10
8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45
Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

	Dozen Black	N.P.
Always Ready—		
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze. $58.85 per doz.; Reliance, $50 50 per doz.; Emperor, $132.

Royal Canadian, $54.50 per doz.;

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BAR IRON, FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

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ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

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Jas. Morrison Mfg. Co., Toronto.
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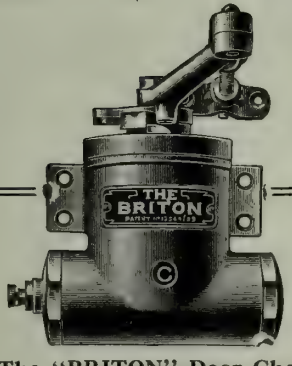
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Metallic Roofing Co., Ltd., Toronto and Winnipeg.
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Metallic Roofing Co., Ltd., Toronto and Winnipeg.
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National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
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Cartland & Son, Ltd., James, Birmingham, Eng.
Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.
Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.
Doors, Fireproof, Metal
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
The Toronto Lock Mfg. Co., Toronto, Ont.
Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.
Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.
Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Drills, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.
Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.
Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.
Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Drop Forgings
Williams & Co., J. H., Brooklyn, N.Y.
Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Dusters
Channell Chemical Co., Toronto.
Dynamite
Du Pont American Industries, Wilmington, Del.
Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.
Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.
Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.
Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.
Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Factory Products Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.
Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.
Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man
Toronto Lock Mfg. Co., Toronto.
Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.
Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Superior Electrics, Ltd., Pembroke, Ont.
Electrical Toys
A. C. Gilbert Co., New Haven, Conn.
Electro-plating
Toronto Lock Mfg. Co., Toronto.
Enamels
Boston Varnish Co., Everett Station, Boston, Mass
Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.
E. T. Wright Co., Hamilton, Can.
Engines
Cushman Motor Works, Ltd., Winnipeg, Man.
Emery Glass and Papers
John Oakey & Sons, London, Eng.
Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.
Alexander Gibb & Co., Montreal, Que.



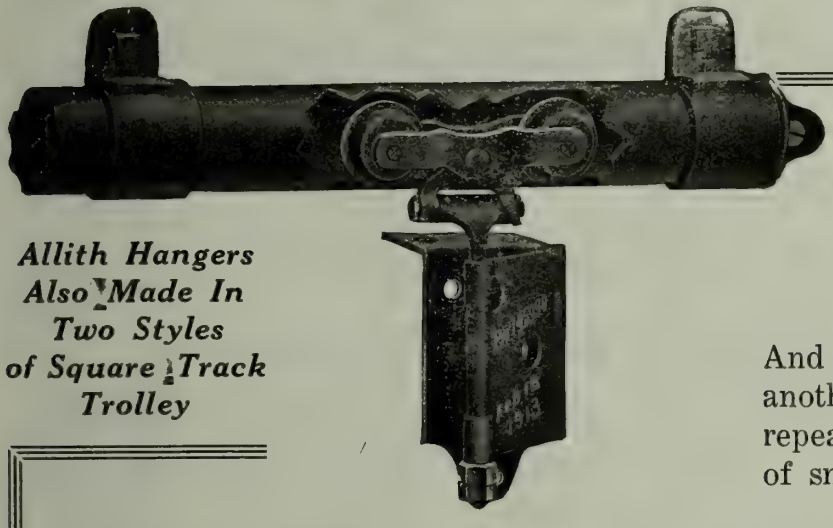
Talk No. One Hundred and Sixty-Seven

Don't ask your jobber for Galvanized Sheets unless for highly essential use: war work, railway or steamship service. Just now that's all we can handle.

TINKER TOM.

ook for Talk No. 168 next week.

DOMINION SHEET METAL CORPORATION, Limited
HAMILTON, CANADA



Allith Hangers Also Made In Two Styles of Square Track Trolley

WINTER STORMS SOON—

And no one has any guarantee that another 1917-18 winter will not be repeated with its fury of gale and banks of snow.

The main thing is—be prepared. Barn, stable and outhouse doors should be safe-guarded against winter weather condition by the use of

"ALLITH" ROUND TROLLEY HANGERS

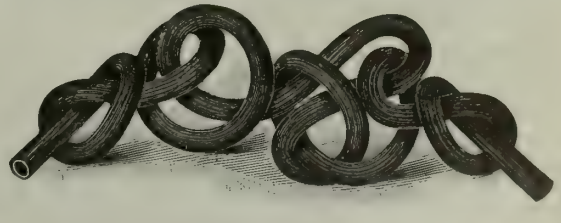
The "Allith" hanger and track shown give A1 insurance against doors being blown down. They're practically trouble-proof.

It's a good time to show the "Allith" Round Track Hanger right now. Set up a sample and show your former customers how perfectly it works. **Sort your stock to-day.**

ALLITH MANUFACTURING CO., LIMITED

HAMILTON, ONTARIO

"Multiped"



The Garden Hose That Doesn't Kink

A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria

THE BUYERS' GUIDE

Eveners
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont

Extinguishers, Fire
Great West Electric Co., Ltd., Winnipeg, Man
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng

Fanning Mills
Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, On

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.

Fibre Ware
E. B. Eddy Co., Hull, Que.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.

Flag Holders
International Sales Co., Winnipeg, Man.

Flashings, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Beniamin Electric Co., Toronto.

Forges, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Fixtures, Store
Milbradt Mfg. Co., St. Louis, Mo.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary,
Record Fdry. & Machine Co., Ltd., Moncton, N.B.
Saunders & Co., Montreal, Que.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co, Winnipeg.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Granary Lining
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Gloves
American Pad & Textile Co., Ltd., Chatham, Ont.
Hamilton-Carhartt Co., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters
Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hammocks
Galt Robe Co., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Barn Door
Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hardware Specialties
Duluth Show Case Co., Duluth, Minn.

Hardware Shelving
Duluth Show Case Co., Duluth, Minn.

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.



4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.



Needed in the Stable

The man in the stable wants brushes that will hold the bristles, brushes that will fetch out the dirt.

"KEYSTONE" BRUSHES

Are the ones you can conscientiously recommend. Your customers will come back for more of the same kind. Every brush that is needed in the stable will be found in our line.

Write for prices, etc.

STEVENS-HEPNER CO., Ltd.
Port Elgin, Cntario

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

Mr. Manufacturer, We Get Results in the West



This organization includes a bunch of live salesmen who are calling regularly on both the wholesale and retail trade throughout Western Canada. We are getting good business for our clients because we know our field thoroughly and cover it often. If yours is a good line we certainly can get business for you. Get in touch with us.

Geo. W. Griffiths & Co., Ltd.
Winnipeg

GULF BRAND

Pure Gum Turpentine and Rosin

of highest Quality, guaranteed at destination* to Equal *Government Standards

Nothing but **selected pure Gum Products** from **Distilleries** using the **most Modern methods of manufacture** and **handling** and following a **strict set** of specifications to insure the **Highest Uniform Quality.**

Shipments made direct from Distilleries. Grades guaranteed at destination to equal **Government standards.** Stocks carried in Toronto, car or less car lots. Write for quotations.

FRED SMITH
Mail Building, Toronto, Can.

THE BUYERS' GUIDE

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville
Marble Arms & Mfg. Co., Gladstone, Mich
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Superior Electrics, Ltd., Pembroke, Ont.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toront

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Plewes Ltd., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal

Horse Nails
C. Kloepper, Limited, Toronto, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Empire Mfg. Co., London, Ont.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, On

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man
Nova Scotia Steel Co., New Glasgow, N.S.

Iron and Steel, Structural
Baines & Peckover, Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary,
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extention, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
Evan L. Reed Mfg. Co., Sterling, Ill.

Lath, Metallic
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
Basters Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Churton & Taylor, Toronto.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lath, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.
Lumber Products Ltd., Winnipeg, Man.

Lawn Mowers
Canada Foundries & Forgings, Ltd Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Leather Belting and Soles
Beardmore & Co., Toronto.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.
Toronto Lock Mfg Co., Toronto, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.

Mantles, Gas
Hamilton Gas Mantle Co., Hamilton, Can.

Marine Brass Work
Empire Mfg. Co., London, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Expanded
Baines & Peckover, Toronto, Ont.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mica
A. G. Martin, Ottawa, Ont.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal,
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.
Toronto Lock Mfg. Co., Toronto.

A Message to Canadian Dealers

At this time, when Canada and the United States are so closely linked, it is especially fitting that Canadian dealers should recognize the superiorities of the Separator and Milker that are every inch American.

P. M. Sharples, President of the Sharples Separator Company, invented the first American Cream Separator. For over a third of a century he has been manufacturing and improving this remarkable saver of butterfat.

Likewise, the Sharples Milker was the earliest perfected modern milking machine in the United States.

Dealers in the United States are urging their customers to install Sharples equipment, as it aids towards saving butterfat, maintaining milk production, and rendering real aid in winning the war.

Sharples' Suction-feed Separator is the **only** separator that **skims clean at any speed.** All other separators lose butterfat when turned **under speed**—the annual waste from this cause being over 80,000,000 pounds of butterfat. Universal use of the Sharples Separator would save it all. No discs or blades in the Sharples bowl makes it easy to clean.

Sharples' Milker is the only milking machine that squeezes and massages the teats while milking. It is the world's fastest milker —and a big labor-saver.

The United States and Canada have largely the responsibility for providing the Allies' food supply. Through the elimination of waste and the saving of man-power, the Sharples Separator and the Sharples Milker are doing yeoman service. It is especially wise now to urge upon your customers the purchase of machines that will do the most efficient work at the least cost and produce the greatest amount of food.

If you are not acquainted with the Sharples dealer proposition, and the remarkable work which Sharples machines are doing on thousands of farms, write us to-day.

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Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Tarbox Bros., Toronto, Ont.
Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.
Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Que.
Ford Motor Co., Ford Ont.
Motors
Canadian General Electric Co., Ltd., Toronto.
Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
North American Hardware Co., Ltd., Montreal, Q.
Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.
Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.
Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.
Neckyokes
Gregg Mfg. Co., Ltd., Winnipeg, Man.
Oakum
Scythes & Co., Ltd., Toronto, Ont.
Oil Cans
Cannon Oiler Co., Keithsburg, Ill.
Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.
Oil, Coal
Imperial Oil Co., Toronto.
Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
Oil Hole Covers
Canadian Winkley Co., Windsor.
Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.
Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.
Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.
Orange Derinders
J. E. Beauchamp & Co., Montreal.
Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.
Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.
Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville
Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville
Ornamental Iron and Wire Work
Dennis Wire & Iron Works, London, Ont.
Packings
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.
Paint, Ready Mixed, Barn, Roof, Flat Wall Concrete, Floor, Cement, Aluminum, Marine
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.
Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.
Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.
Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.
Paper Bags
Walter Woods & Co., Hamilton.
Paper, Wrapping
Walter Woods & Co., Hamilton.
Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.
Pads
D. Ackland & Sons, Winnipeg.
Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.
Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.
Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.
Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.
Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.
Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pitch
Scythes & Co., Ltd., Toronto, Ont.
Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.
Phonographs
Canadian Phonograph & Sapphire Disc Co. Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg
Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton
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Parmenter & Bulloch, Gananoque
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Chamberlain Desolvo Co., Ltd., Toronto, Ont
Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.
Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt
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Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.
Pipe, Lead
Canada Metal Co. Toronto
Hoyt Metal Co., Toronto
Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto
Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto
Planters, Corn
Otterville Mfg. Co., Otterville, Ont.
Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Goodell-Pratt Co., Greenfield, Mass.
Plowshares
D. Ackland & Son, Winnipeg
Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal
Plumbers' Tools
Empire Mfg. Co., London, Ont.
Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.
John Stevens Co., Ltd., Winnipeg, Man.
Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.
Plates, Plain and Chequered
Baines & Peckover, Toronto.
Polishes, Auto and Furniture
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Polishes, Knife
Jno. Oakey & Sons, London, Eng.
Poles, Electric Light
Northern Electric Co., Montreal
Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.
Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.
Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.
Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.
Powder, Gun
Hercules Powder Co., Delaware.
Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.
Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.
Pumps
Aylmer Pump Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.
Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.
Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal
Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto
Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.
Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Radiators
Empire Mfg. Co., London, Ont.
Radiator Valves
Jenkins Bros., Ltd., Montreal
Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.
Rakes
Ward & Payne, Sheffield, Eng.
Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.
Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.
Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.
Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto
Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.
Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Rifles
Harrington & Richardson Arms Co., Worcester, Mass.
Rivets
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Stowell Screw Co., Ltd., Montreal.
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Metallic Roofing Co., Ltd., Toronto and Winnipeg.

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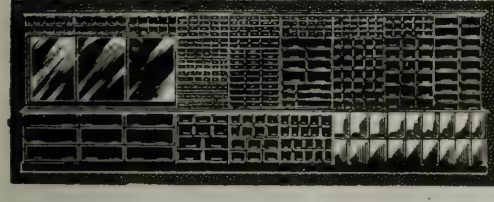
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Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Rope
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Fred Smith, Toronto, Ont.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Sawset
Chas. Morrill, Inc., New York.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Siding, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Machinery Co., Ltd., Renfrew, Ont.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stowel Screw Co., Ltd., Montreal.

Screw and Bolt Cases
Duluth Show Case Co., Duluth, Minn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Separators
Dominion Sewing Machine & Phonograph Co., Winnipeg, Man.
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
B. & S. H. Thompson, Montreal, Que.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

Shingles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Shower Baths
Empire Mfg. Co., London, Ont.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Skylights, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Solderall
Thos Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.
Supplies Ltd., Kentville, N.S.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
Northern Electric Co., Ltd., Toronto
Sharp Spark Plug Co., Cleveland, Ohio.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Stampings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Clare Bros., Preston, Ont.
Bert Conway, Winnipeg, Man.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
Galt Stove & Furnace Co., Ltd., Galt, Ont.
Gurney Foundry Co., Toronto
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
D. Moore Co., Ltd., Hamilton, Ont.
Record Foundry & Machine Co., Moncton, N.B
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co. Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves and Ranges, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co. Ltd., Montreal.
O-Rib-O Mfg. Co., Winnipeg, Man.
Safety Stove Pipe Co., Ltd., Toronto, Ont.
Sheet Metal Products Co. of Canada, Toronto.

Steel, Cold Rolled Band
J. N. Warmington & Co., Montreal, Que.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Supply Pipes, Iron and Brass, Bath and Basin
Empire Mfg. Co., London, Ont.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co. Winnipeg

Tanks, Cistern
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Empire Mfg. Co., London and Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Scythes & Co., Ltd., Toronto, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q.

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal,
Vokes Hardware Co., Ltd., Toronto, Ont.

Tires and Tubes, Bicycle
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Kribs, Wm. A., Hespeler, Ont.

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Can. Blower & Forge Co., Ltd., The, Kitchener.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal
A. C. Gilbert Co., New Haven, Conn.
Lumber Products, Ltd., Winnipeg, Man.



Better Half-Soles Now

THREE years ago Neōlin was announced as a new and better sole material for shoes.

Since that time millions of people have read of and tested Neōlin. Shoes with Neōlin Soles are Staple in nearly every shoe store.

Now Neōlin holds a broader field and double its usefulness. Now every pair of worn shoes—men's, women's, children's, any style—can have Neōlin Shoes. We have introduced Neōlin Half-Soles.

You can sell them.

And by selling Neōlin's advantages to hundreds of folks in your community you can make big money.

NEOLIN Half-Soles are not only better half-soles but better **selling** half-soles.

For Neōlin is one of the biggest and strongest advertised propositions in the country.

Every man who has ever resoled the family's shoes will now want to try Neōlin half-soles.

And many men who have never tried resoling before will want to practice this new economy.

For we are advertising the advent of Neōlin half-soles in a campaign that is bound to produce good, steady business for you.

Neōlin half-soles come in cartons of a dozen, assorted sizes. The carton is well printed for display. Send an order to-day to your wholesale hardware supplier.

The Goodyear Tire & Rubber Co. of Canada, Limited

Toronto **Ontario**

Neōlin Half Soles

If any advertisement interests you, tear it out now and place with letters to be answered.

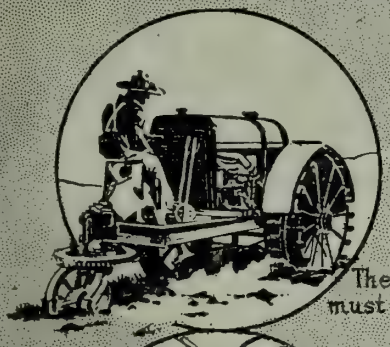
THE BUYERS' GUIDE

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Towel Bars
Kinsinger Bruce & Co., Niagara Falls, Ont.
Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont
The Veterans Mfg. Co., East Toronto, Ont.
Troughs
Beatty Bros., Fergus, Ont.
Trammel Points
Stanley Rule & Level Co., New Britain, Conn.
Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.
Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.
Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.
Trying Devices
Cleveland Stone Co., Cleveland, Ohio
Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.
Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
North American Hardware Co., Ltd., Montreal,
Vivid Electric Lamp Co., Toronto.
Turning Tools
Ward & Payne, Sheffield, Eng.
Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Eddy & Co., E. B., Hull, Que.
Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.
Tube Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.
Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.
Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto.
Tubing, Steel
Standard Tube & Fence Co., Woodstock
Turpentine
Brown Corporation, Portland, Maine.
Fred Smith, Toronto.
Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton
Vaccuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal, Que.
Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Milwaukee Valve Co., Milwaukee, Wis.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.
Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
Jenkins Brass Co., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.
Varnishes
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Glidden Varnish Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton
Vehicles, Business
Canada Carriage Factories, Ltd., Brockville, Ont.
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Ford Motor Co. of Canada, Ltd., Ford, Ont.
Ventillators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.
Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.
Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.
Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.
Wagons
Woodstock Wagon Mfg. Co., Woodstock, Ont.
WALLBOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.
Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
The Toronto Lock Mfg. Co., Toronto, Ont.
Otterville Mfg. Co., Otterville, Ont.
Wilkinson & Kompass, Hamilton
Washers, Rubber
Dunlop Tire & Rubber Goods Co, Ltd., Toronto
Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cushman Motor Works, Ltd., Winnipeg, Man.
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Maytag Co., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Nineteen Hundred Washer Co., Toronto, Ont.
Northern Electric Co., Montreal
John Watson Mfg. Co., Winnipeg, Man.
Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton
Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont
Wash Tubs
E. B. Eddy & Co., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Water Supply Systems
Empire Mfg. Co., London, Ont.
Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Swan Mfg. Co., Winnipeg
Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.
Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.
Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wholesale Hardware
Thos. Birkett & Co., Ottawa, Ont.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice, Lewis & Sons, Ltd., Toronto
Wm. Stairs, Son & Morrow, Ltd., Halifax, N.S.
W. H. Thorne & Co., Ltd., St. John, N.B.
White's, Ltd., Collingwood, Ont.
Wood Vallance & Co., Winnipeg, Man.
Vokes Hardware Co., Ltd., Toronto, Ont.
White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal
Windows and Doors, Kalameined and Metal
Metallic Roofing Co., Toronto and Winnipeg
Wipers
Scythes & Co., Ltd., Toronto, Ont.
Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton
Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal
Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton
Wire
Canadian Tube & Iron Co., Ltd., Montreal
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London
Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton
Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Wire Rope
Baines & Peckover, Toronto.
Wrapping Paper
Alex. McArthur & Co., Montreal, Que.
Wrenches and Accessories
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
Plewes Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y.
Wrench Sets
Williams & Co., J. H., Brooklyn, N.Y.
Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.
Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal
Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal
Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal
Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Connor & Son, Ltd., J. H., Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary, Alta.
White Mop Wringer Co., Fultonville, N.Y.
Zinc, Bar
Canada Metal Co., Ltd., Toronto
Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Consult Hardware and Metal Buyers' Guide

If what you want isn't advertised in this issue, consult our Buyers' Directory. If it isn't listed in our Directory, write us and we will give you the information.

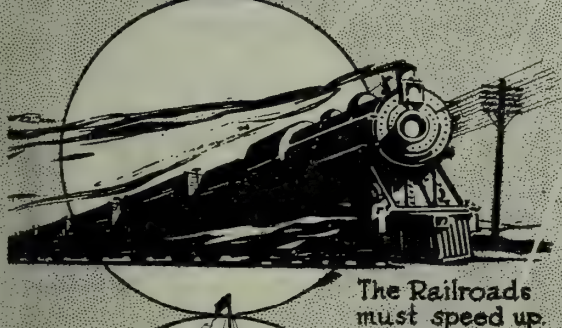
Work together for victory.



The Farmer must raise more.



The Mechanic must produce more.



The Railroads must speed up.



The Ships must make more trips.



The Business Man must help the others.



Some months ago I was in Toronto and I saw a sight that went deep into my soul. It was a body of fresh troops entraining for an Atlantic port. Fresh young faces, going out, unafraid, into the maelstrom.

Later I watched a New York City detachment of the new National Army of the United States swing down Fifth Avenue. There were 10,000 of them marching through the heavy, swirling snow.

These scenes have made me wonder how many more would have to go. I wondered if Canada, already heavily represented on Flanders' fields, would have to call her older men, as France had done. I wondered if the United States would need *her* older men, as we did in the Civil war.

None of us want that to happen.

The only way to stop the outflow of soldiers is to beat the Kaiser and his horde of Huns. The only way to do that is to give our boys in the trenches so much of the munitions of war —of such excellent quality—that they will be as superior to the enemy as a workman with a turret lathe is to a workman with an old hand lathe.

So let us think quickly of better ways to do our work. Scarcity of labor has made the people of our western continent inventors. For war alone, North America has given the world the torpedo, the wireless torpedo, the submarine, the ironclad, the repeating rifle, the machine gun, the revolver, the magazine pistol, the airplane and the motor car.

The war to-day demands that we do more than we ever have done before. Let us all speed up, with the thought that we, too, are fighting the enemy, even if we can't see him. Let us hurry our work at our desk and bench s, and thus keep millions of men out of the trenches.

(*Signed*)

John H Patterson

President
The National Cash Register Company

If one slows down all are delayed.

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

WHY have our sales increased 200% over last year?

BECAUSE our prices, quality equal, are 10% lower than others

OUR GRADES

Colored---1B, 1A, 7, 1, 5

White---Jap, XC, X, XX, XXX

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LIMITED
482 WELLINGTON ST. W., TORONTO
5 Queen Street, Montreal 1206 McArthur Bldg., Winnipeg

C. KLOEPFER, LIMITED
Edward Halloran, General Manager
44-50 Wellington Street East, TORONTO
And at Guelph

IRON and STEEL
HEAVY HARDWARE
AUTOMOBILE ACCESSORIES

PEERLESS ORNAMENTAL FENCING

A Big Trade Is Waiting for You.

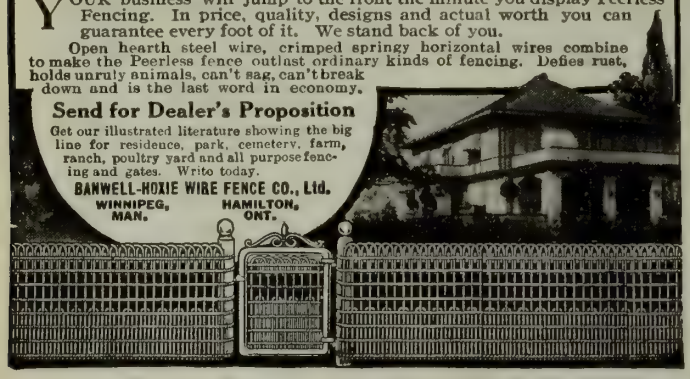
YOUR business will jump to the front the minute you display Peerless Fencing. In price, quality, designs and actual worth you can guarantee every foot of it. We stand back of you.

Open hearth steel wire, crimped springy horizontal wires combine to make the Peerless fence outlast ordinary kinds of fencing. Defies rust, holds unruly animals, can't sag, can't break down and is the last word in economy.

Send for Dealer's Proposition

Get our illustrated literature showing the big line for residence, park, cemetery, farm, ranch, poultry yard and all purpose fencing and gates. Write today.

BANWELL-HOXIE WIRE FENCE CO., Ltd.
WINNIPEG, MAN. HAMILTON, ONT.



BRANTFORD GLUE

The Superior All Round

You'll find that Glue sold in packages meets with much favor with the consumer—that's "Brantford" Glue. Very economical. Put up in ¼, ½ and 1 lb. packages.
Buy from your jobber.

CANADA GLUE CO., Limited - - Brantford, Ontario.

WILKINSON & KOMPASS
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LACE LEATHER
in
Sides, Backs and Cut;
Raw-Hide and Tanned
W. TAYLOR
TANNER
PARRY SOUND, ONT.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our
CUTLERY
By seeing that thi exact mark is on each blade

REGISTERED TRADE MARK
GRANTED 1682.

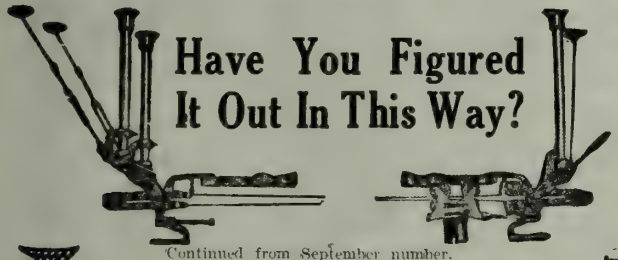
SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

Look for the full name
Russell Jennings
stamped on the round of our
Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.



Have You Figured It Out In This Way?

Continued from September number.

Your salesmen running thus for change, fifty times in a day, requires 3,000 seconds or fifty minutes, which are equal to nearly one hour for each salesman each day—and is that much time needlessly lost—and which might have been devoted to the selling of goods had you our Cash Carriers.

To be continued in our next advertisement.

P.S.—Nothing in the above is stated about the advantages of having the cash in your office, and under the supervision of one person (the cashier), who is solely responsible for it.

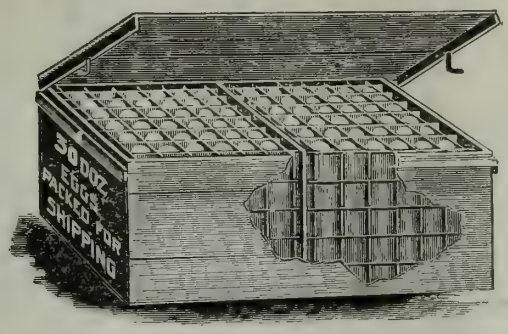
GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach St., Toronto, Can.
BUY VICTORY BONDS.

BOLTS

We have a large stock of high grade Carriage and Machine Bolts and Coach Screws and Rivets, Nuts and Washers. All orders filled and shipped promptly

London Bolt & Hinge Works
London Canada

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, - MONTREAL, CANADA



GERMANTOWN LAMPBLACK

THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.
Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

COLD ROLLED BAND STEEL



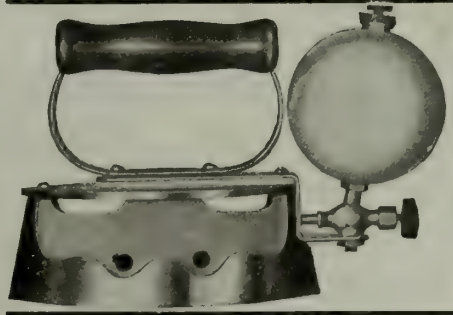
Specify De Havens'

Made from flat cold rolled steel and used for all purposes as wooden handles, etc., and light stamping.

Box Strapping,
Lead Seals,
Tin Boxes, etc.

J. N. Warminton & Company
207 St. James St.
Montreal

Big Spring and Summer Seller



Every housekeeper — city or country—a likely purchaser of the

"Comfort" Iron

Makes its own gas, two-pointed, self-heating, self-cleaning. Operates easily at low cost. Looks good and makes good, guaranteed. Sells fast.
Ask your jobber for particulars or write direct.
Dept. 16.

National Stamping and Electric Works
410-424 S. Clinton St. - - Chicago, Ill.

MILBRADT LADDERS



will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write to J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Marshall-Wells Co., Ltd., Winnipeg, or direct for catalog giving prices of a large number of styles we manufacture, suitable for all kinds of shelving.

John Calander Mfg. Co.
155 E. 13th Street,
St. Paul, Minn. ,,U.S.A.

The Cost of Selling

SCARCELY necessary, is it? to protest that you must spend some money, much or little, to keep yourself and your merchandise known to your customers and should-be customers.

This you admit, but—DO YOU FOLLOW CLOSE UP THE LEAD OF YOUR CONVICTION?

Are you spending the money?

Let's look at the cost of close up work in

The FARMER'S MAGAZINE

A half-page 12 times will cost you $367.20 ($30.60 per insertion). A full page, $714.00 ($59.60 per insertion).

Not a heavy annual cost to canvass the choicest class of farmers in this country—farm homes of greatest prosperity, progressiveness and capacity.

But—are you keeping a salesman always on the job?

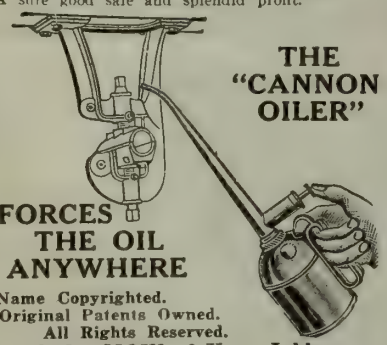
You should—and can, at so low a price.

Write in about it.

Cannon Oilers

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt, demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
Ask any Thresherman, Mechanic or user.
A sure good sale and splendid profit.



THE "CANNON OILER"

FORCES THE OIL ANYWHERE

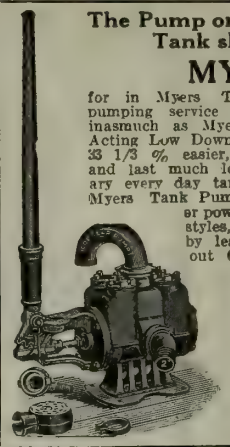
Name Copyrighted.
Original Patents Owned.
All Rights Reserved.

Order NOW of Your Jobber.
Manufactured only by
THE CANNON OILER COMPANY
Successor to R. E. Bloomer
Keithsburg, Illinois, U.S.A.

The Pump on the Threshing Tank should be a

MYERS

for in Myers Tank Pump is found pumping service of exceptional merit inasmuch as Myers Cog Gear Double Acting Low Down Tank Pumps operate 33 1/3 % easier, have larger capacity and last much longer than the ordinary every day tank pump.
Myers Tank Pumps are built for hand or power operation, in several styles, and are distributed by leading jobbers throughout Canada.



It's an easy matter for you to get them quickly, just as it is for you to sell them Circulars and name of Jobber gladly supplied.

F. E. Myers & Bro.
Ashland, Ohio



CANADA WITCH COMPANY, LIMITED.
Vancouver, B.C.
Distributors for Eastern Canada:
Supplies, Limited, Kentville, N.S.
Distributors for Middle West:
Moncrieff & Endress, Ltd., Winnipeg, Man.

Pyrene
KILLS FIRE
SAVES LIFE



Every Dealer in Canada

is asked daily for this wonderful little fire fighter.

It is being advertised, that every home, auto, factory etc., will want, and get one. You will be asked for it to-morrow. . . stock it to-day.

Your nearest jobber can supply you or write for literature.

Pyrene Mfg. Co., Ltd.
3 St. Nicholas St.
MONTREAL

When writing advertisers, please mention this paper.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving, General Manager Western Canada
TORONTO

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

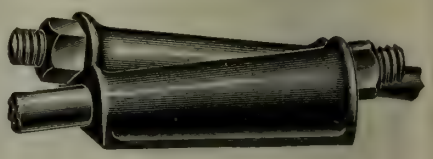
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.



Malleable Iron Lugs

SILOS TANKS
WOOD PIPE LINES

Variety of patterns, using round and flat bands.

Otterville Manufacturing Co.
LIMITED
OTTERVILLE, ONT.

They come back again and again for Polarine

That's the advantage of selling Polarine. Customers come back because they have learned that Polarine does "Make a Good Car Better."

The Red Ball Sign marks your store as a reliable place for motorists to buy their favorite brand of lubricants. Our sign ties your store up to our advertising, and motorists who stop for Polarine often buy many other things before they leave your store. There are more than 200,000 automobile and truck owners in Canada, a big majority of these use Polarine. Put the full line in stock so that you may secure your full share of the trade. There is 33 1/3% or more profit in every Polarine sale you make.

There are two grades of Polarine for cylinder and engine lubrication, Polarine and Polarine heavy. There are also Polarine lubricants for every other bearing and moving part in your car.

Polarine comes in sealed cans, one-half gallon, one gallon and four-gallon, also in 12½-gallon steel kegs, half-barrels and barrels.

If you have not put in a stock of Polarine, write to us at 56 Church Street, Toronto, for our dealer's proposition.

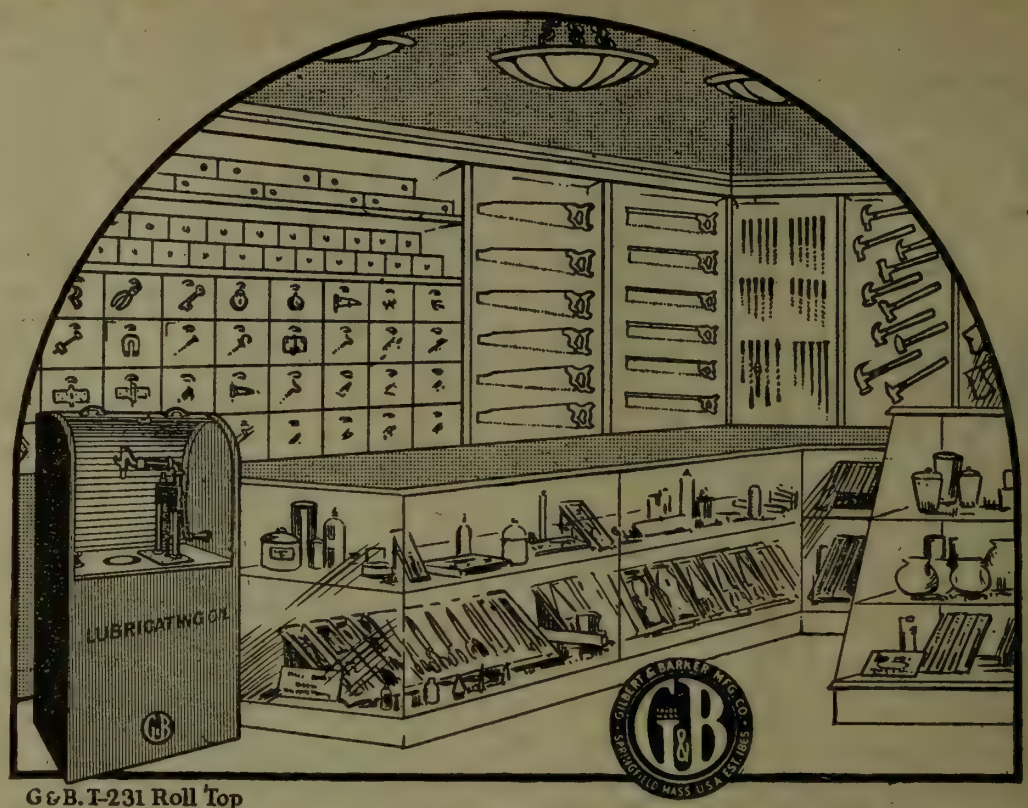


IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES



G & B. T-231 Roll Top
Cabinet-height 55in.

Keep Profits In—Shut Waste Out In Your Motor Oil Trade

Your motor oil profits can't drip away when you have a Gilbert and Barker T-231 Roll-Top Cabinet to handle the oil.

Leak-proof, dust-proof, dirt and fire-proof, it pays for itself by eliminating waste. And it's a time-saver, too; enables you to serve the trade with absolutely clean oil quickly as well as conveniently. This measuring pump gives a quart or less, as desired. The outfit is made in one and two-barrel sizes.

Dealers who need larger-capacity equipment will find a battery of G. & B. tanks suitable. Made in a variety of sizes and styles for oils, paints, varnishes, etc.

Gilbert & Barker Gasoline Pumps and Storage Systems give economical, safe and convenient handling of gasoline.

Write for catalogue or call at any branch of Imperial Oil Limited.

IMPERIAL OIL LIMITED

Canadian Distributors of Gilbert & Barker Gasoline and Lubricating Storage Outfits

BRANCHES IN ALL CITIES

Trucks Relieve Freight Congestion

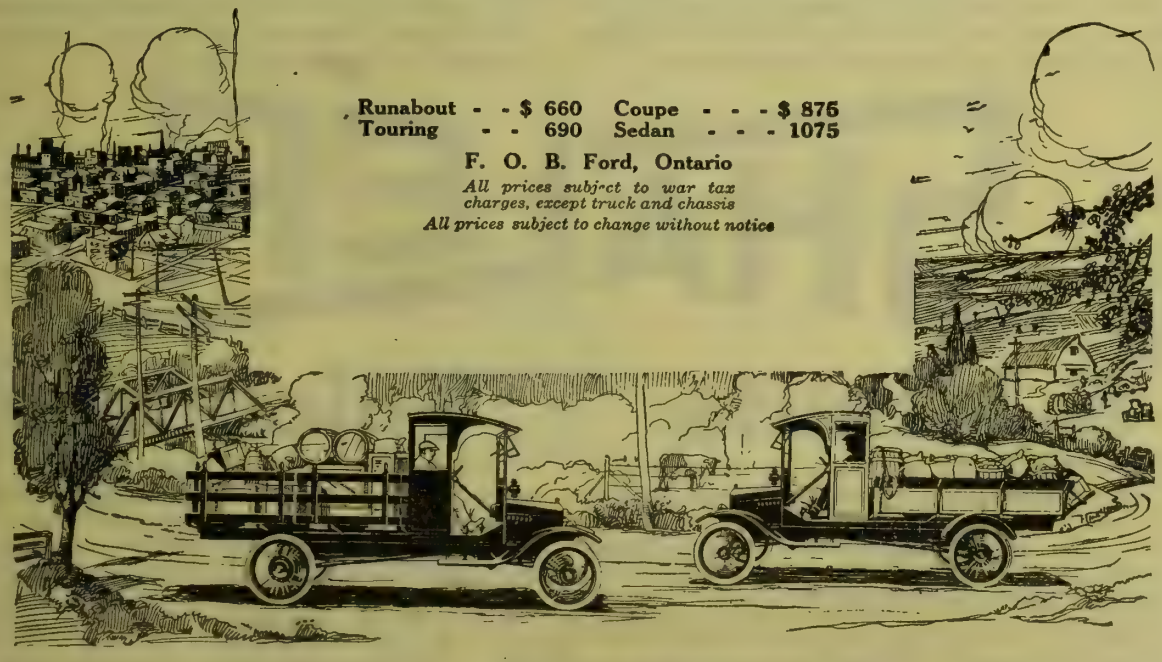
THE interurban highway and the motor truck make a useful combination for solving the short haul transportation problem.

Many business houses have derived material benefits from this method of distribution. Delays through railway car shortage and terminal congestion have been reduced. Delivery costs have been reduced and customers have been served more promptly.

The highway and the motor truck have brought the city nearer the farm and the farmer's products nearer the city. Larger profits have accrued to farmers, and merchants who utilize the motor truck on the highway. The Ford One-Ton Truck Chassis is built for this particular service.

The Ford One-Ton Truck Chassis fitted with a suitable body is *the* equipment for interurban haulage and delivery.

Price (chassis only) $750 F. O. B. Ford, Ontario



Runabout	$ 660	Coupe	$ 875
Touring	690	Sedan	1075

F. O. B. Ford, Ontario

All prices subject to war tax charges, except truck and chassis

All prices subject to change without notice

81

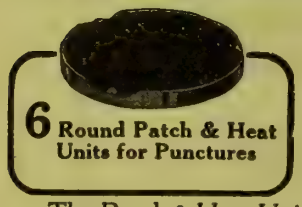
FORD MOTOR COMPANY OF CANADA, LIMITED

FORD - - ONTARIO

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Makes a Perfect Permanent Repair





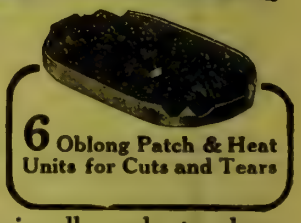
6 Round Patch & Heat Units for Punctures

Complete Outfit

$2.00 in Canada

Includes

12 Patch & Heat Units



6 Oblong Patch & Heat Units for Cuts and Tears

The Patch & Heat Unit consists of a chemically treated combustible disc on one side and a pure para rubber patch on the other. This fits over the puncture and a match is applied to the chemical disc. Without blaze or flame this disc furnishes the proper heat, which seals the cut in the tube with the new rubber, making a permanent repair.

The Patch & Heat Unit is all ready to clamp on the tube. The fuel in its metal container and the rubber patch itself are all assembled. No different parts to lose or complicated application to the tube. Simply put the unit over the puncture, clamp it down and apply the match.

SHALER

5 Minute Vulcanizer

The fact that over 500,000 motorists are now using the SHALER 5-Minute Vulcanizer is convincing proof of its ever-increasing popularity. Every motorist is a prospect for one of these handy tube vulcanizers—it should be in every car owner's tool kit—for use anywhere—on the road or in the garage.

Sell the SHALER 5-Minute Vulcanizer. Every sale of a 5-Minute Vulcanizer gives you a good profit. Besides, the big resale of patch-and-heat units furnishes you a continuous profit—it brings motorists to your place for SHALER supplies—and for all sorts of other accessories.

The SHALER 5-Minute Vulcanizer with 6 Round and 6 Oblong Patch & Heat Units packed in attractive display carton.

ORDER FROM YOUR JOBBER *NOW!*

Don't delay! The enormous demand for this popular vulcanizer makes it necessary to place your order early if you want to be sure of prompt shipment. Any jobber in the United States can supply you. Our large catalog describes the complete line of SHALER Vulcanizers for motorists' use—also complete equipment for garages and tire repair shops. Mailed free on request.

C. A. SHALER COMPANY, 1509 Fourth Street, Waupun, Wis.

Oldest and Largest Mauufacturers of Vulcanizers

If interested, tear out this page and place with letters to be answered.

Why You Should Be A Michelin Dealer

No. 25

The Michelin Dealer-Sign Is the Hall-Mark of Quality

For many years Michelin advertising has reproduced the Michelin dealers-sign with the advice: "Look For This Sign on Leading Garages".

This famous phrase, backed by Michelin's world-wide reputation for unsurpassed quality, has made the Michelin sign stand for an assurance of quality in the store that displays it.

The minute a dealer displays the Michelin sign, his store secures added prestige. Ask any Michelin Dealer and he will tell you this is so.

Write for Michelin's dealer-proposition

Michelin Tire Co. of Canada, Ltd.
782 St. Catherine St. West, Montreal



MICHELIN



The Sphinx Manufacturing Company

BIRMINGHAM, ENGLAND

Canadian Representative:

W. T. EVANS, 1684 St. Urbain St., MONTREAL

ANNOUNCING THE

H & R Self-Loading (Automatic) Pistol

Caliber .32 (7.65 M/M)



A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

LEADING HARDWARE AND SPORTING GOODS JOBBERS CAN SUPPLY.

HARRINGTON & RICHARDSON ARMS COMPANY

715 PARK AVENUE, WORCESTER, MASS., U.S.A.

If interested, tear out this page and place with letters to be answered.

Clark Indestructible Steel Heaters

For Automobiles, Carriages, Sleighs and All Vehicles

Used extensively by Doctors, Rural Mail Carriers, Auto Tourists, Cab Drivers and others who drive in cold weather

COST LITTLE AND VERY INEXPENSIVE TO OPERATE

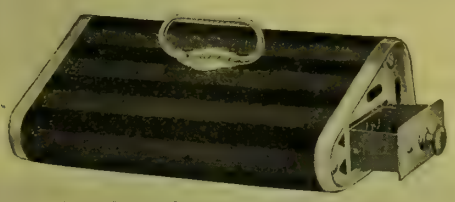
DEALERS ORDER NOW



Your Jobber Can Supply You

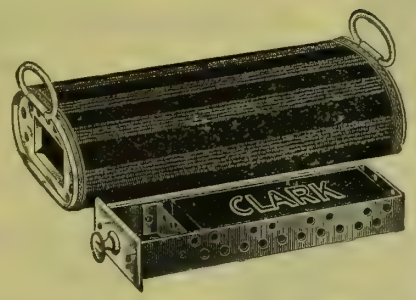
No. 8XX Clark Automobile Heater—The Duchess

The handsomest heater ever built. Covered with rich velvet plush in blue, green, or maroon shades. Extra wide, highly finished, nickel plated flange at ends. Side and end adjustable ventilators. Re-inforced steel body. Extra heavy asbestos lining. All outside metal parts quadruple nickel plated. De luxe finish, 24 inches long. Weighs 12 lbs.



No. 7D Clark Heater—Slanting Top

Clark indestructible riveted steel body. Drawn steel ends, heavily nickel plated. Side and end adjustable ventilators, allowing perfect regulation of heat. Thick asbestos lining. Covered with extra quality of green Brussels Carpet. A beautiful heater. 14 inches long. Weighs 9 lbs.



Strong, durable, and of good appearance. Covered with Brussels Carpet. Asbestos lining. A good heat giver. Used extensively by farmers, mail carriers, cab drivers, etc. Light and handy, 12 inches long. Weighs 4 lbs.

CLARK CARBON

The World's Best Heater Fuel



Case Containing 100 Bricks

A scientifically prepared carbon densely compressed into bricks yielding a much higher percentage of heat than any other heater fuel. No known substance contains so high a caloric value. One brick in a Clark heater will furnish a strong and steady heat for a period of from 12 to 16 hours.



SINGLE BRICK
Sizes 7½ x 2½ x 1¼ inches

The New Carton and Container for Clark Carbon

For the convenience of dealers and customers, Clark carbon scores another big hit in the new package. Three bricks are packed in a neat cardboard carton, and four of these cartons, or one dozen of the bricks, are packed in the larger cardboard container.

This package preserves the brick from breakage in shipment and makes it clean and convenient to retail in packages of ¼ dozen bricks.

Only our Clark Carbon is put up in this way.



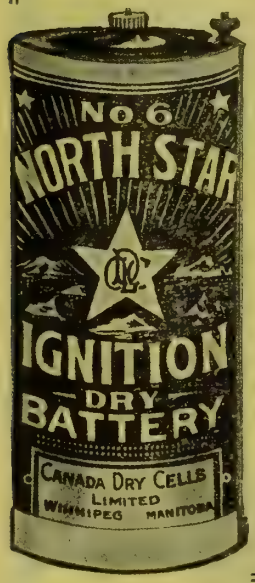
CARTON
Containing 1 doz. Bricks

Chicago Flexible Shaft Company

Twelfth Street and Central Ave., Chicago, Ills.

Automobile, Motor Boat and Gas Engines Need Ignition Batteries Right Now. Are You Selling Your Share?





North Star Multiples are especially designed for Auto, Motor Boat and Farm Engine ignition.

Selected cells put up in an attractive blue moisture-proof case. Every cell is insulated from the other cells and from the case.

No loose connections—maximum life.

Made in several sizes to give various voltages and capacities.

Make sure your jobber understands it's "North Star" Multiples you want.

The Western Battery for the Western Need.



Canada Dry Cells, Limited
WINNIPEG

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO



BOWSER ESTABLISHED 1885

Paint Oil Storage Systems

Provide every facility for storing and handling paint, oils and varnishes with safety—economy—convenience and profit.

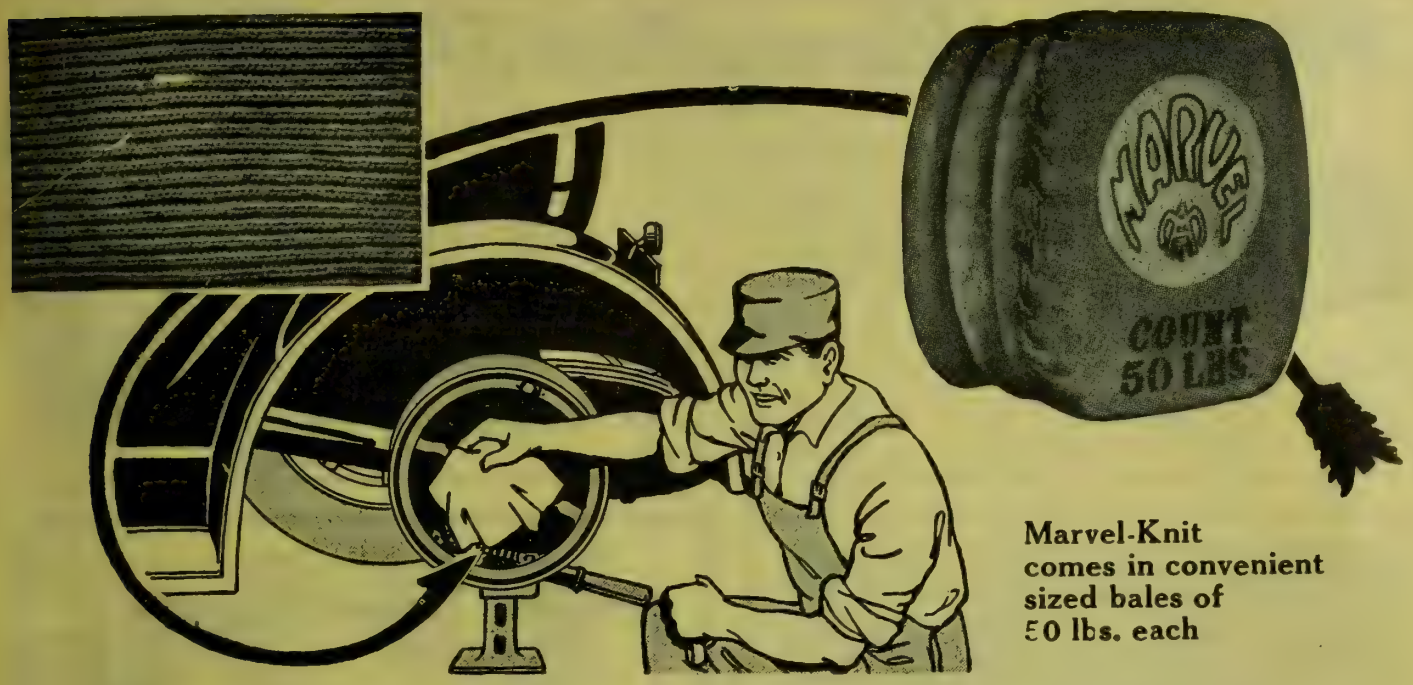
Keep these liquids free from dirt, dust and deterioration; remove the fire hazard due to oil-soaked floors and rags; prevent dripping and spilling.

Assure accurate measure to yourself and customers · place your oil department on a systematic business basis. Built for any capacity or requirement.

Write for interesting literature

S. F. BOWSER & CO., Inc.

Sales Offices In All Centres TORONTO **Representatives Everywhere**



Marvel-Knit comes in convenient sized bales of 50 lbs. each

Why Not CLEAN Speedier, More Economically, too?

Just as you are doing everything else more efficiently—you can NOW, clean, wipe, etc., faster and cheaper. And because there is much of this to do in the average shop, it is an opportunity for a surprisingly large yearly saving. You save time, and do the job better, by using

MARVEL-KNIT

Marvel-knit are knit cloths, white, sterilized, ready for use and of proper size and shape for fast, clean work. They are not a substitute for waste—they are a big improvement. Marvel-knit saves time because there are no tangled, knotted loose ends and threads to catch or to drag over and smear parts already wiped—parts that must be gone over.

You save money because Marvel-knit can be washed and used repeatedly. The special texture—the same original absorbent qualities—are always returned. The worst car and machine parts, such as around hubs and bearings are easily cleaned with Marvel-knit.

Mechanics welcome this better wipe—it enables them to better prepare parts that need repair. Marvel-knit saves time—they are helping everywhere to make up for the drain of mechanics that are in war work.

Marvel-knit comes packed flat in convenient bales of 50 pounds; each piece a handful. Fill out and mail the attached coupon and learn the superiorities of Marvel-knit —how it will still greater increase the efficiency of your men—your plant, shop, or garage.

THE MARVEL ACCESSORIES MFG. CO.

2023 E. 46th Street **Cleveland, Ohio**

The Marvel Accessories Mfg. Co.,
2023 E. 46th Street, Cleveland, Ohio.

Please ship .....bales of
(Number)
Marvel-knit at $8.40 per bale F. O. B. Cleveland.

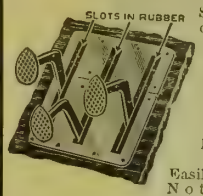
Name .....

Address .....

My Jobber's Name is .....

Presto Alweather Protector

Summer---Car Cool



Shuts out the dust, dirt and the heat of the mo or. Makes the inside of your Ford clean, cool and comfortable.

Does not interfere with operation of car—offering no resistance to the movements of pedals or brake lever.

Easily installed. Note illustration of under side of floor boards showing steel plates applied and securely holding rubber slot covers.



Price in Canada $2.25

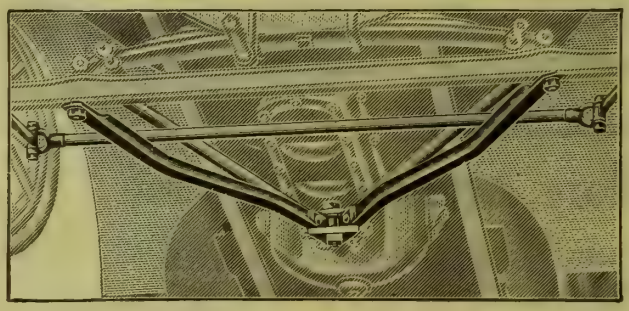
Winter---Car Warm

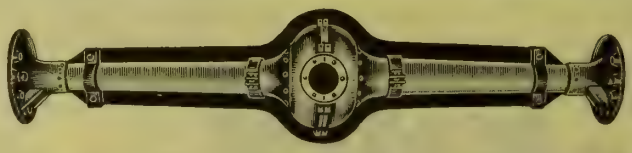
No more frozen feet by drafts of icy air coming through the pedal and brake slots. The best all-weather protector made. Many splendid Presto accessories for you. Write for catalogue.

Dealers.—A real opportunity awaits you—Presto accessories are quality goods—over a hundred of them in the line. All business-builders. Write for particulars.



Metal Specialties Manufacturing Company
338-352 N. Kedzie Ave. Chicago, Ill.





Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

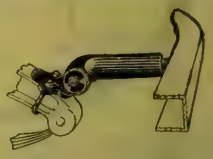
LINE & KIMBALL CO.

Manufacturers of Auto Accessories

Moose Jaw Saskatchewan

"Niagara" Bumpers

Are Reliable



Concealed Springs **absorb shock in collision.**

***BARS In All Shapes*---They are durable and highly finished.**

"Niagara" Accessories

Please The Customers

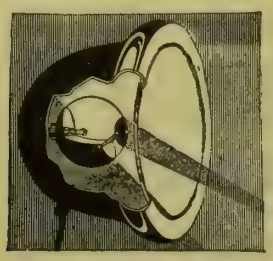


"Niagara"
Tire Carriers
for
Ford Cars

The Best Yet

MADE IN CANADA BY

Kinzinger, Bruce & Co., Ltd.
Niagara Falls



The Perrin No-Glare in an Automobile Headlight

Perrin No-Glare for Auto Headlights

This device gives the best results for the money. Eliminates glare. Gives good roadlight. Is legal everywhere.

Satisfaction guaranteed or money refunded.

Retails at $2.25 per pair. Special price to dealers and garages. Heads lists of approved devices in Manitoba.

Western Distributor:

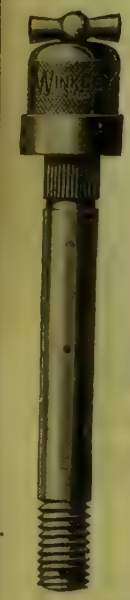
W. W. HICKS, 567 Banning Street, WINNIPEG

Getting Results

A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

Please Mention This Paper When Writing to Advertisers

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins




"Oil Cup"


"Ratchet"




D"




"M"

Catalogues and Prices
Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.

Here is one of a dozen or more "Marble" Advert-isements

that are regularly appearing in all the worth-while sportsmen's publications.

Keeping everlastingly at it has made Marble's Sixty Specialties known the world over. It has created a demand that keen dealers everywhere are cashing in on. Are you one of them? If you are not

Write to-day for catalogue

and details of our effective plan of dealer co-operation. Trade supplied by jobbers.

MARBLE ARMS & MFG. CO.
5350 Delta Avenue
GLADSTONE, MICH.

FOUR FRIENDS
OF THE OUTDOOR MAN

To the hunter, camper, fisherman his "tools" are his friends and companions. On your outing trips you can find no more reliable companions than

TRADE MARBLE'S MARK

SPECIALTIES FOR SPORTSMEN

Here are four particularly good "friends"—and there are nearly sixty others in Marble's famous Sixty.

Marble's Waterproof Match Box, needed by every hunter, camper and outdoor man. Thousands used by soldiers. Guaranteed moisture proof. 35c.

Marble's Coat Compass. Attaches to outside of coat or shirt. Always in sight. Balances so readily, direction can be taken while walking. Nickeled finish—agate bearings. Guaranteed accurate. $1.40.

Marble's No. 2 Safety Axe. (Guard folded.) Length 11 in.; weight, 20 oz.; steel handle. Lead lined guard. Solid steel blade, 2⅜ x 4 in. $2.75.

Marble's Woodcraft Knife. Combines the good features of all hunting knives. Adapted for sticking, skinning, cleaning, slicing. Biggest value on market. Blade, 4½ in.; laminated leather handle, 3¾ in.; aluminum tip, weight 5 oz. (Sheath included.) $1.65.

At Your Dealer's or by mail postpaid upon receipt of price. Write for catalog of complete line of Marble's Sixty Specialties for Sportsmen. Free sample of Nitro-Solvent Oil if you mention your dealer's name.

Marble Arms & Mfg. Co.
5350 Delta Ave., Gladstone, Mich









RADIATOR NEVERLEAK
Stops All Leaks

Radiator Neverleak is a guaranteed preparation for stopping leaks in Auto Radiators. It is a carefully and scientifically compounded liquid that will, positively, in from five to ten minutes, stop any ordinary leak in a radiator or cooling system. And the repair will be permanent.

It Contains No Acid, Meal, Cement or Sediment to Clog or Impair the Cooling System

It will not evaporate, consequently it remains in the radiator indefinitely, automatically sealing any new leaks that may occur. It also tends to prevent the formation of scale or rust in the cooling system.

As your profit on NEVERLEAK is extra good, it will pay you to investigate. You can sell on an absolute money-back guarantee.

GREAT WEST ELECTRIC CO., LIMITED

Distributors of Laco Tungsten and Nitro Lamps

If interested, tear out this page and place with letters to be answered.

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machines Oil (for general use).

Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

Air-Tite Auto Patch

Recommended Everywhere



FULLY GUARANTEED

The Air-Tight Auto Patch is a permanent tube repair for any size puncture or blow-out.

Self-Vulcanizing.

Recommended in Emergency on Casings, Also on Rubber Boots Rubber Hose Rubber Coats Water Bottles Etc.

Packed in durable cans with tin bottoms and screw tin top that will last as long as your car, not a cheap pasteboard can that allows the goods to deteriorate.

Sold Through the Jobbing Trade.

AIR-TITE MFG. CO.

St. Thomas **Ontario**



"TALLMAN'S SPECIAL" ARCTIC METAL

a medium priced babbitt specially adapted for Saw Mill and Woodworking machinery.

Will remain cool under exceptionally high speed.

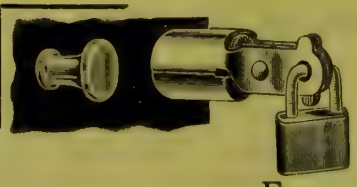
Its long life proves its efficiency.

Tallman Brass & Metal Limited

HAMILTON, ONT.

Live Salesman

You will find that live retail salesmen, invariably read Hardware and Metal each week. You can reach the best retail salesmen in Canada through the "Wanted" page of HARDWARE AND METAL.



Sell this Vest Pocket Lock for Chevrolet Cars

Every Chevrolet owner will want this lock. Easy and simple to operate. Inexpensive.

Dealers, write us.

Manufactured by

HOMER & WILSON

1-5 La caster Street HAMILTON



If interested, tear out this page and place with letters to be answered.

Champion

Priming Plugs

Help Your Customers Conserve Gasoline and Make Cold Motors Start Easily

Stimulate your sales, in a season that is normally quiet, with Champion Priming Plugs. They should be equipment on every motor car or gasoline engine that is operated in cold weather.

The Champion Priming Plug places the gasoline right at the ignition point in each cylinder where the first spark starts the motor humming.

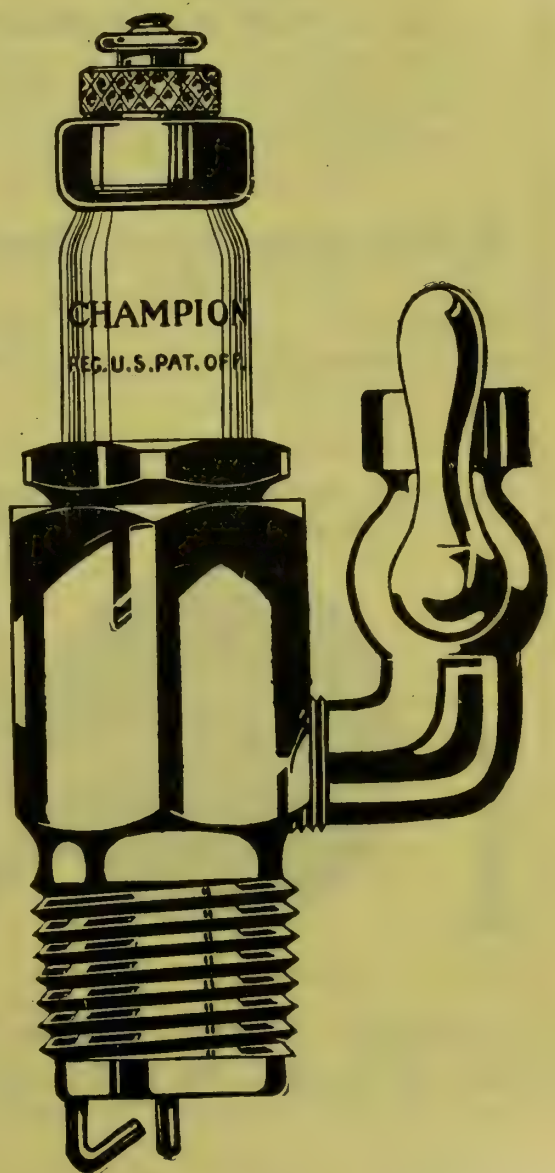
They save time, batteries, worry and trouble when the engine is cold.

Every motorist knows the value of Champion Priming Plugs—every automobile owner is a prospective purchaser of these two-purpose, cold-weather plugs that fit every make of car.

Be ready for the demand in advance of cold weather. Sell your customers now so they will be equipped and ready for cold weather.

Order from your jobber—and insist on Champion Priming Plugs. They mean more sales and more profits.

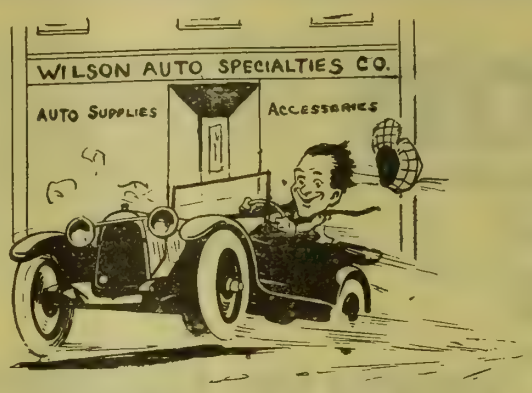
You and your customers are protected by the Champion Guarantee—"Complete satisfaction to the user, or Free Repair or Replacement will be made."



Champion Priming Plug
Price $1.25

Champion Spark Plug Company of Canada, Limited
Windsor, Ontario

If interested, tear out this page and place with letters to be



JUST ARRIVED
WILSON'S FALL AND WINTER BULLETIN
OUR NEW SALESMAN

Our Direct-by-Mail selling plan is a benefit to you.

Prompt shipment is our motto. Goods leave warehouse within six hours after receiving your order.

We carry hundreds of standard lines, in fact everything that is worth while in the auto part and accessory trade.

Send for your copy of bulletin and special price list to-day.

Wilson Auto Specialties Co.

G. E. WILSON, President

HAMILTON CANADA

Stores, Offices, Etc., Want This Stool



Here is a step ladder stool, the most compact of its kind on the market and exceptionally strong. It is one that every store, office, library, workshop and home in your vicinity has been in need of—and considering lowness of price—will buy.

Made from hardwood, twenty-five inches high, with an eleven inch top.

Comes in varnish finish only.

Ironing and Bake Boards

Each Fall there is an increasing demand for Ironing and Bake Boards, Clothes Bars, Step and Extension Ladders, Step Ladder Stools.

No. 35 is of Basswood, top 58 x 14", Hardwood legs. Supplied with sleeve board if desired.

No. 31—4½" long, width at big end 11".
No. 32—5" long, width at big end 12".
No. 33—5" long, width at big end 14".
Exceptionally strong build for service.

Write for Catalog.



No. 35

The Stratford Mfg. Co., Limited

Stratford, Canada

Improved Patent Flush Handle

CHESTERMAN'S

TRADE MARKS

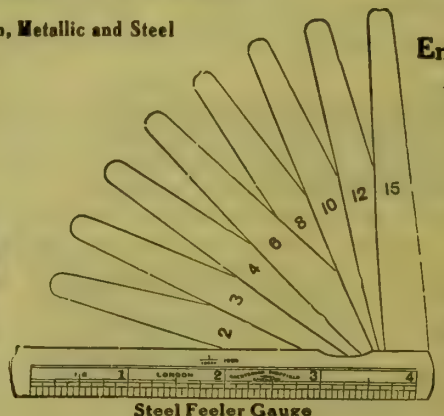
J C CONSTANTIA J C

MEASURING TAPES

Linen, Metallic and Steel

TRE BLE





Steel Feeler Gauge

Engineers' Small Tools

Steel Rules, Gauges, etc.



For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal

When Writing to Advertisers Kindly Mention this Paper.

The Story of War Under the Earth

THE German sappers had discovered and broken into a Canadian tunnel. They had planted a machine gun at their end and sent a shower of bullets down the dark, narrow passage whenever the Canadians made any effort to enter their underground galleries. The story of how two Canadians nailed steel snipers' shields to the front of a push cart and shoved it ahead of them up to the very teeth of the gun, and how they dropped a can of deadly explosive, hopped on to the cart, and let it coast back down the tunnel, while bullets rattled on the shield like hail and, finally, how the explosive blew up the machine gun and its crew and blocked the passage again—this remarkable story is told by Lieut. C. W. Tilbrook (who was one of the two) in the course of an article, "An Underground Tank," in October MACLEAN'S.

Recently a Toronto newspaper declared editorially that the public was tiring of war books and war stories because of the sameness of them. The newspaper was right. But the public literally devours any story of the war that is new. The series of articles that Lieut. Tilbrook has done for MACLEAN'S have been read with an astonishing amount of interest *because they are different from anything that the public has yet read.*

Warfare in the tunnels is a terrible business—grim, silent, cruel. It is a strangely technical phase of warfare and the "sappers" go about their business with queer instruments that might have figured in a Jules Verne phantasy. To read of underground fighting, as Lieut. Tilbrook tells of it, is to get a vision of a new kind of war altogether—something gripping, fearsome and mystifying.

"An Underground Tank," is the best of his series. But, after all, it is only one feature in a long array that makes the October issue of MACLEAN'S one of unparalleled interest.

A STRANGE CHANGE IN WOMAN'S WORLD. By Agnes C. Laut.

The new status of women, arising out of the war, is treated in the powerful style of this famous writer, who came from the Canadian West. It introduces a new thought.

CONSCRIPTION AFTER THE WAR. By Brigadier-General A. C. Critchley.

A young Canadian who rose from Lieutenant to General in three years and originated the "Critchley Method" of military training, tells what he thinks about the need for compulsory service after the war.

THE LIFE OF MARY PICKFORD. By Arthur Stringer.

The second of a series of articles on Canada's most famous woman. No expense has been spared to produce the beautiful illustrations specially posed for the photographs.

THE FOUR FACTIONS AT OTTAWA. By J. K. Munro.

That the House will split into four, more or less, distinct groups is the guess of the author, a trained political observer. He outlines the reasons humorously, pungently and impartially. It is a political article on new lines and will be found refreshing.

BONEHEAD BILL—Another Service Poem.

Robert W. Service, most popular of poets, sends all his war verse to MACLEAN'S. In "Bonehead Bill" he depicts the grief of a soldier for his fallen foe.

THE EVENTS OF A MAD WORLD.

are summed up in the "Review of Reviews" which gives reprints of the best articles from the magazines of the world. All the best and most important articles are selected—five dollars' worth for twenty cents!

OCTOBER MACLEAN'S

20c. per Copy, $2.00 per Year. **Now on Sale at all News Dealers**

THE MACLEAN PUBLISHING COMPANY, LIMITED
143-153 UNIVERSITY AVENUE, TORONTO



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BRASS CHECKS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

ELECTRICAL MICA

STOVE & ELECTRICAL
MICA
Stove mica in assorted sizes for the trade
A. G. MARTIN
234-236 Besserer St.
OTTAWA, ONT.



ALLEN FLUX

ALLEN NON ACID SODERING FLUX
Safest and strongest, Stick, Paste, Liquid or Salts. Samples free.
BISSETT & WEBB, LIMITED
126 Lombard St., Winnipeg, Can.

BATH ROOM FITTINGS

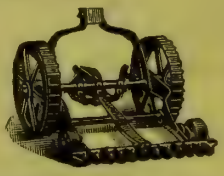
K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

TRADE SAWYER MARK Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG
A good concern to do business with

THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO. Dixon, Ill.

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

PATENTS
PATENT YOUR IDEAS
Get list wanted by manufacturers and our "Reference Guide for Inventors." Send sketch for free report as to patentability. Patents secured or our fees returned.
Harold C. Shipman & Co., Patent Attys.
Central Chambers, Ottawa, Canada



NORCROSS
Garden Cultivator-hoe
"Used the World Over"
Send for Catalog
C.S. Norcross & Sons, Bushnell, Ill.



English made, by Thos. Firth Sons, Sheffield, will outlast two ordinary files, good discount. Send for stock sheet.
DESROCHERS LIMITED
268 Centre St. - - - - Montreal

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
175 WILLIAM ST. NEW YORK

Hardware and Metal Subscribers

Buy for business as well as for private consumption. That is why one inquiry frequently pays for an entire year's advertising. Advertisers in HARDWARE AND METAL reach only the cream of the trade—the best and biggest buyers in Canada.

WASTE PAPER BALERS



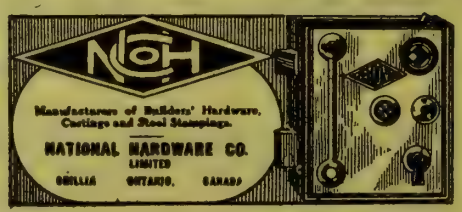
"Turn Waste into Profit."

Reduce your fire risk and keep your place clean.

Made in 12 sizes.

Send for catalog.

Climax Baler Co. Hamilton, Ont.



Say you saw it in HARDWARE and METAL

Wanted

HELP WANTED

WANTED—HARDWARE SALESMAN, APPLY giving plenty of information, experience and salary expected to Mills Hardware Co., Hamilton.

HARDWARE MANAGER—TO TAKE CHARGE of an old-established, live retail hardware store. A man with experience and energy and capable of assuming full control. Business is connected with a large wholesale house. Apply P.O. Box 427, Halifax, N.S.

A COUPLE HUSTLING YOUNG MEN WITH some experience in retail hardware store. Apply P.O. Box 427, Halifax, N.S.

AGENCIES WANTED

DESIRED BY RESPONSIBLE FIRM HAVING representatives calling regularly on the hardware trade, fence dealers, and kindred trades in Eastern Ontario and Quebec, sale or exclusive agency for some staple line which might interest any of above trades. Communicate with P.O. Box 1842, Montreal.

AGENCY WANTED FOR QUEBEC. SALARY or commission. First-class references. Write A. S., 154 Desfranciscains, Quebec.

FOR SALE

HARDWARE BUSINESS IN PORT DOVER. Stock and fixtures about $4,500. Reason for selling, ill health. J. G. James, Port Dover, Ont.

HARDWARE IN ONE OF BEST SMALL towns in Saskatchewan, in splendid district that has never known a crop failure. Stock, fixtures and property, $15,000; turnover, $30,000 annually. No better buy in Canada. Half cash, balance easy, or will take choice half section improved land at good value, with or without stock and implements and balance cash. Box 98, Hardware and Metal.

FOR SALE—HARDWARE AND FURNITURE business in the best district in the West. Stock about $5,000, fixtures $500. Building can be bought or rented. Owner must sell. Very little cash will handle this. Box 92, Hardware and Metal.

FOR SALE—QUICK—HARDWARE, FLOUR and feed business and buildings. Good farming district. An A1 chance. Apply Box 101, Hardware and Metal.

HARDWARE BUSINESS, COUNTY ONTARIO, on Hydro line. Steady farmers' trade. Stock $4,500. Yearly turnover about twenty thousand. Low rent for store and dwelling. Box 102, Hardware and Metal.

WE OFFER FOR IMMEDIATE ACCEPTANCE and delivery: 200 kegs horse shoes, No. 0, H.F. Med., $4.90 keg; 25 kegs horse shoes, No. 1, F. Med., $5.25 keg; 10 kegs horse shoes, No. 2, F. light steel, $5.75 keg; 200 kegs horse shoes, F. & F., 1 to 5 (seconds), $4.25 keg; 40 boxes H. Nails, "C." Brand 3-4-5 (equal 4-5-6 other makes) at 15c lb.; 10 boxes at 10c lb., ass.; 25 horse clippers (side cutting), $1.10 each; 1 blacksmith vise, 35 lbs., $13.00 each; 2 doz. horse rasps (Firth), plain 16", $13.90 doz., net 10 days. F.O.B. Montreal. Ex store. Box No. 100, Hardware and Metal.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

SITUATIONS WANTED

EXPERIENCED HARDWARE AND FURNITURE man will be open for engagement December 1st as Retail Manager or Travelling Salesman. Good references. Box 99, Hardware and Metal, Toronto.

EXPERIENCED HARDWARE SALESMAN desires position as city traveller preferred, to call on the retail trade or factories. A1 salesman. Box 103, Hardware and Metal.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

STOVE REPAIRS FOR GARLANDS, PEN Esthers, Acmes, Sunlights, Silver Kings, Souvenirs, Welcomes, Crown Hurons, Peninsulars, Jewels, Pandoras, Favorites, Imperial Oxfords, and all kinds of Ranges and Heaters. Write for list and prices. Grundy Bros., Strathroy.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

Hockey Stick Specialists

Our hockey sticks are made in the largest factory in Canada. They are manufactured out of select 2nd growth air-seasoned Rock Elm.

Write for latest price list.

St. Marys Wood Specialty Co., Ltd.
ST. MARYS, ONT.

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Make Use of Page 117 for all Your "Wants"

HARDWARE AND METAL, 143 University Avenue, Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.) (Each figure counts as one word)

.....

.....

.....

.....

.....

Signed .....

Town .....Province .....

THE RED LETTER-DAY

In your business is the day you accept the C.P. Agency





3



Lines you should stock For FALL BUSINESS

C.P. quality and service have been the means of building up a nice business for many merchants throughout Canada. Your success is our success. We are working continually for the betterment of your business through National Publicity.

Our dealers' helps and modern methods of securing new business for you will make your paint department the most important in your store.

Don't delay, write us to-day about our "AGENCY PROPOSITION."

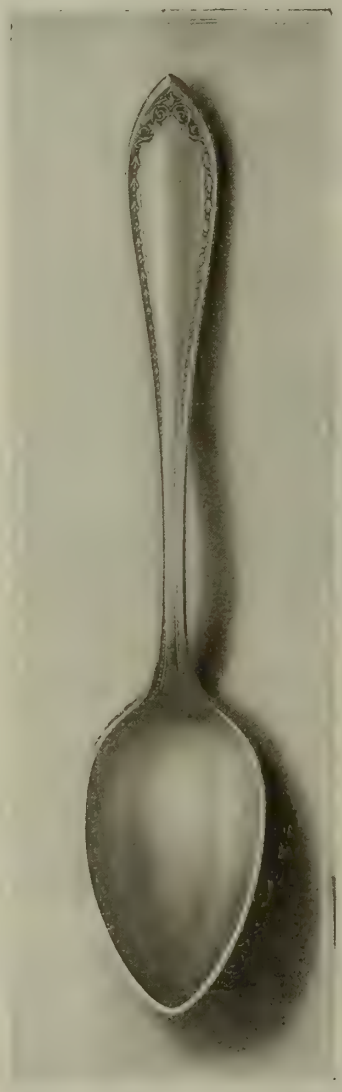
THE CANADA PAINT CO.

Limited

Makers of the
FAMOUS ELEPHANT BRAND WHITE LEAD

572 William St., MONTREAL 112 Sutherland Ave., WINNIPEG

PERIOD SILVER in COMMUNITY PLATE



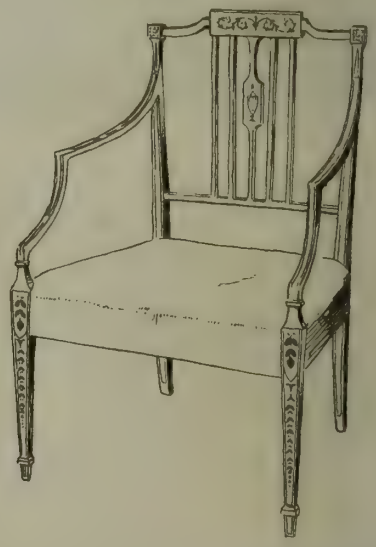
SHERATON DESIGN
In Community Plate

The SHERATON

PERIOD design as the decorative theme for dining room furnishings is rapidly becoming more and more the vogue.

Dishes, plates, glassware, furniture and even wall decorations are founded on the motifs originated by such craftsmen as Hepplewhite, Sheraton, Chippendale and the Brothers Adam. With this constantly increasing recognition of the Master Designers, it is particularly gratifying to note the genuine appreciation of discriminating purchasers for the Sheraton design in COMMUNITY PLATE.

Possessing to a marked degree the beauty and refinement of form and ornament so characteristic of the work of Thomas Sheraton, this pattern has probably done more than any other to awaken users of choice tableware to the pure delight of graceful simplicity.



LIKE all other patterns of Community Plate, the Sheraton is finished with the heaviest silver plate—each fork and spoon being additionally protected at the points of greatest wear by the Community overlay disc of pure silver.

AT YOUR SERVICE
FOR 50 YEARS

The SHERATON will be specially featured in our advertising in the Saturday Evening Post this Fall.

ONEIDA COMMUNITY, LTD., ONEIDA, N.Y.

HARDWARE AND METAL

Vol. XXX
No. 41

PUBLISHED EVERY SATURDAY SINCE 1888

October 12
1918

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA



JAMIESON'S PAINT
IS PROTECTING QUEBEC BRIDGE

FROM EVERY INCLEMENT WEATHER CONDITION.

ONLY QUALITY PAINT WOULD STAND THE TEST THAT PRESENT WEATHER CONDITIONS IMPOSE.

A year ago, after the most exhaustive tests had been made which were spread over a period of four years, the board of engineers finally selected

JAMIESON'S PAINT
EXCLUSIVELY FOR THE FINAL COAT

QUALITY ALWAYS WINS

R. C. JAMIESON & CO., Limited, Montreal, Canada
ESTABLISHED 1858

CALGARY — Owning and Operating P. D. DODS & CO., LIMITED — VANCOUVER



A Good Sign

This hardware man has just put up a good sign—the sign of Hercules Dynamite. It helps increase his trade. If you sell Hercules Dynamite to farmers and are not supplied with one of these signs we will gladly send one if you ask for it. If you are not a customer we want to interest you in the sale of

HERCULES DYNAMITE

to farm customers. It is proving a profit-maker for merchants throughout the country. Many of these men hesitated at first to do business in such a commodity. Now they know that their objections and fears were groundless.

We stand ready to assist you in many ways to build up this department of your business. A Hercules sign in front of your store will help attract trade. Free advertising matter of various kinds will be supplied. You will have the assistance of our extensive advertising in farm papers which is continually increasing the use of dynamite on the farm. Fill out the coupon below. Mail it today and we will give you our active co-operation.

HERCULES POWDER CO.

127 W. 11th Stree.

Wilmington Delaware



Hercules Powder Company,
127 W. 11th Street,
Wilmington, Delaware.

Gentlemen: Please send us information regarding the sale of dynamite to farmers and oblige. Yours very truly,

Name .....

Address .....



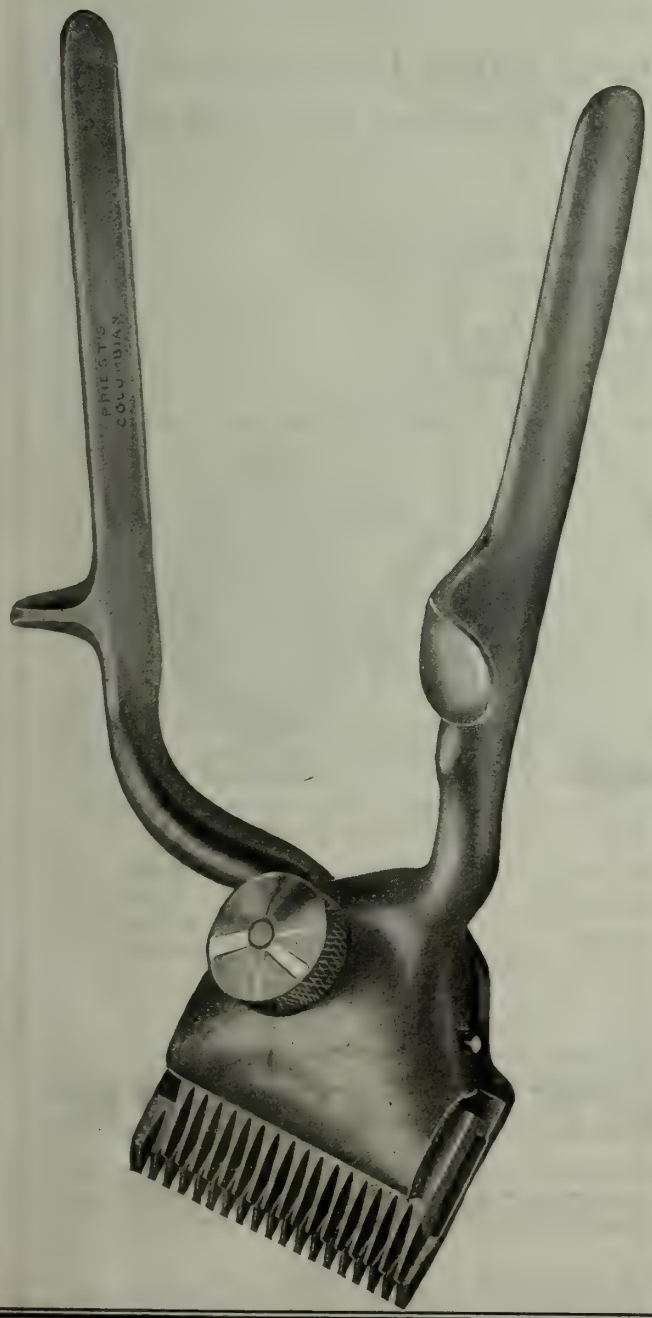
Priest's Toilet Clippers

You will make no mistake in getting acquainted with Priest's Toilet Clippers because you can depend upon them to satisfy your customers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents



"P.&W. Co." SMALL TOOLS

Taps, Dies, Reamers, Milling Cutters, Drills

Highest Grade Materials—Expert Workmen—Quality absolutely guaranteed.

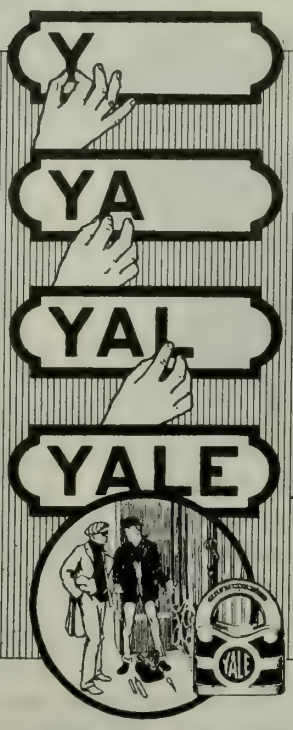
PRATT & WHITNEY CO., OF CANADA, LTD.

Dundas Ontario Canada

Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.

Yale Products

made in Canada



Padlocks

Door Closers

Night Latches

House Hardware

The name Yale on locks and hardware is just as valuable to the dealer as to his customer. It means profitable sales and repeat sales and satisfied buyers.

The name "Yale" helps make the sale.

Canadian Yale & Towne Limited, St. Catharines, Ont.

If interested, tear out this page and place with letters to be answered.

Food Will Win the War —Don't Waste It

Be a recruiting station for the enlisting of the great Army of Canadian housewives in the "War Against Waste."

Equip them for action with the UNIVERSAL "Win the War" utensils.

Hundreds of housewives have found UNIVERSAL Home Needs helping in the task of "Winning the War in the Kitchen."

UNIVERSAL



UNIVERSAL
Bread Maker—saves wheat, makes war bread without waste.



UNIVERSAL
Food Chopper — saves food, makes left-overs into palatable dishes.



UNIVERSAL
Percolator — makes better coffee from less coffee with all its strength and aroma preserved.

LANDERS • FRARY & CLARK

• NEW-BRITAIN CONNECTICUT •

Canadian Representative: A. MacFarlan & Company, Montreal

If interested, tear out this page and place with letters to be answered.

We Have Blow Torches and Furnaces of all Descriptions

For Further Particulars Please refer to No. 50 Catalogue

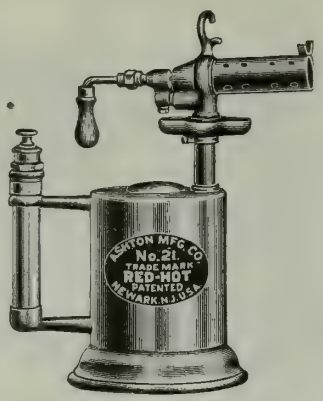
YOU WANT THE VERY BEST MAIL ORDER SERVICE

TRY US

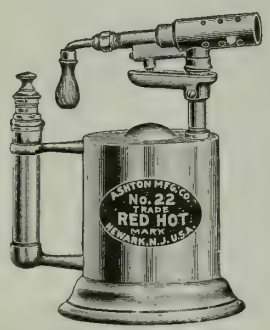
LEWIS BROS.

LIMITED

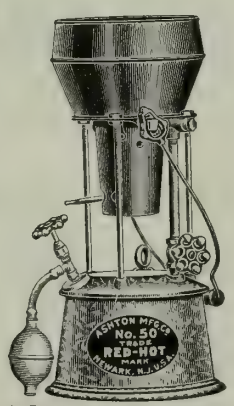
MONTREAL



No. 21—ASHTON "RED HOT"



No. 22—ASHTON "RED HOT"

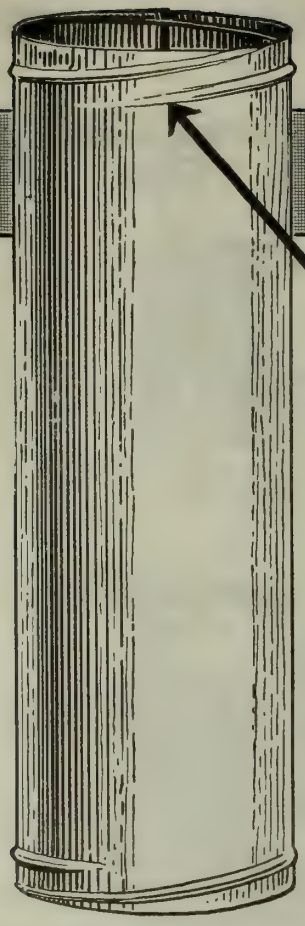


COIL FIRE POTS



CRESCENT BABY
For working in cramped places

If interested, tear out this page and place with letters to be answered.



NEW SAFETY STOVE PIPE

The lock that holds

The Pipe That Sells

Do not sell ordinary pipe when you can sell the latest in stove pipe construction at the same price with extra advantages to your customer as well as extra sales and profits for you.

Here are the features of the new Safety Stove Pipe:

No. 1—Costs same as ordinary pipe.

No. 2—Made in 6 and 7-inch sizes.

No. 3—Made of 29-gauge iron.

No. 4—Telescope pipe does away with lengths.

No. 5—No wiring needed. Can't be pulled apart.

No. 6—Pipe is nested, saving freight rates and storage room in store.

No. 7—Eliminates all danger of pipe falling down; easy to put up; absolutely leak-proof; cannot come apart; locks automatically; good appearance.

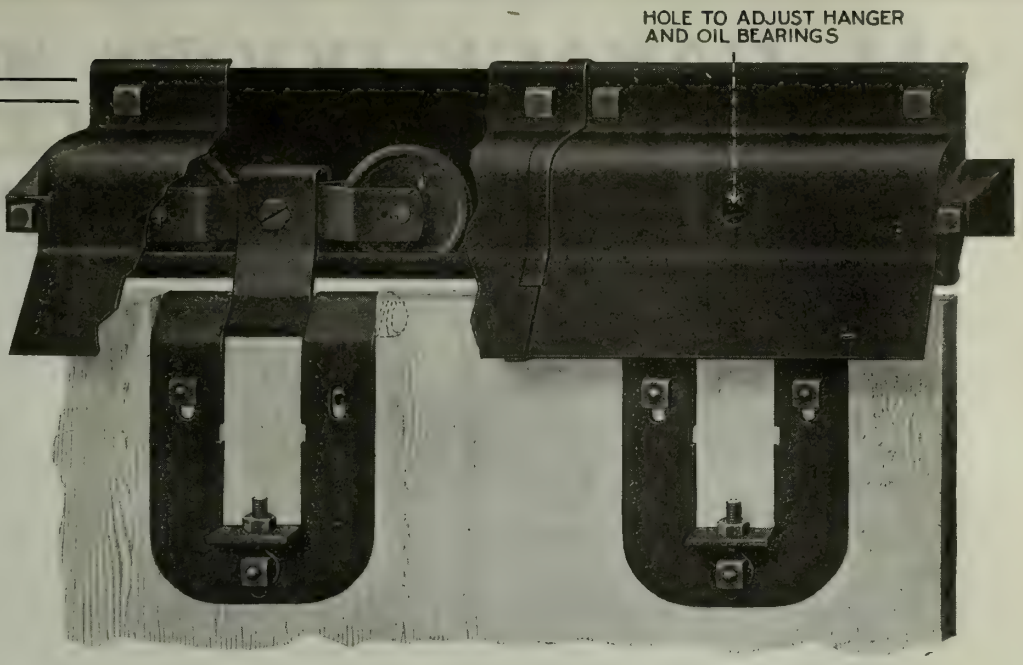
No. 8—New patent lock effects saving on each pipe, making a saving of one length in every 12 of ordinary pipe.

SAFETY STOVE PIPE COMPANY, LTD.

SUCCESSORS TO PATEINEAUDE & BERINI

50 DOVERCOURT RD. - - TORONTO

If interested, tear out this page and place with letters to be answered.



National No. 88 Adjustable carries the door CLOSE TO THE RAIL

No. 88 Adjustable Barn Door Hanger always carries the door close to the rail. As its name implies, it is adjustable—vertically and laterally, **AFTER THE DOOR IS IN POSITION.**

Show your prospect how easily and effectively No. 88 operates.

No. 88 Hanger is fully flexible and is equipped with our Improved Storm-Proof Rail which really protects. It is packed the "National way," with everything necessary to its hanging, including a set of illustrated directions.

Have you a "National" Catalog?

Just a post card will get you one—and there are profits in handling National Products.

WRITE!

National Manufacturing Company

STERLING, ILLINOIS

Canadian Eastern Representative:

RICHARDSON & BUREAU

55 St. Francois-Xavier Street, Montreal

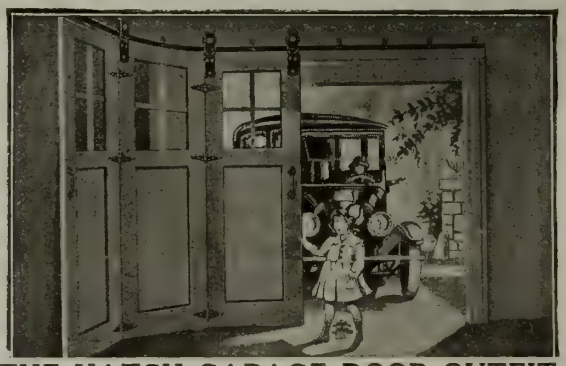
If interested, tear out this page and place with letters to be answered.

ALL GARAGE DOORS SHOULD BE HUNG ON ROLLERS

The old method of swinging Garage Doors outward on hinges has proven expensive and unsatisfactory.

OUTFIT INCLUDES

- 3 Special Swivel Door Door Rollers
- 22 Feet of Track
- 3 Pairs Special Garage Door Hinges
- 3 Stay Rollers
- 2 Extra Heavy Door Handles
- 1 Safety Hasp
- 1 Hook and Eye



THE HATCH GARAGE DOOR OUTFIT

Easy to Apply

Complete Directions Packed with Every Set

No Sagging or Slamming of Doors

Snow and Ice Cannot Interfere With its Working

Is fitted with roller bearing swivel hangers that hold the doors in place. Take the bind off the hinges and roll the doors around the corner, on the inside of the building to the side wall.

Swing in Now—Write our Hanger Dept. To-day.

CANADA STEEL GOODS COMPANY, LIMITED

HAMILTON - CANADA

THE COAL SHORTAGE AND THE NECESSITY OF UTILIZING ALL OF WHAT THERE IS MEANS A HEAVY DEMAND FOR ASH SIFTERS THIS WINTER



DAVIDSON'S "CANADA" ROTARY ASH SIFTER

is substantially made of heavy steel, galvanized after being made up.

It separates the ashes from the cinders quickly and efficiently. Is easy to operate and there is nothing to get out of order.

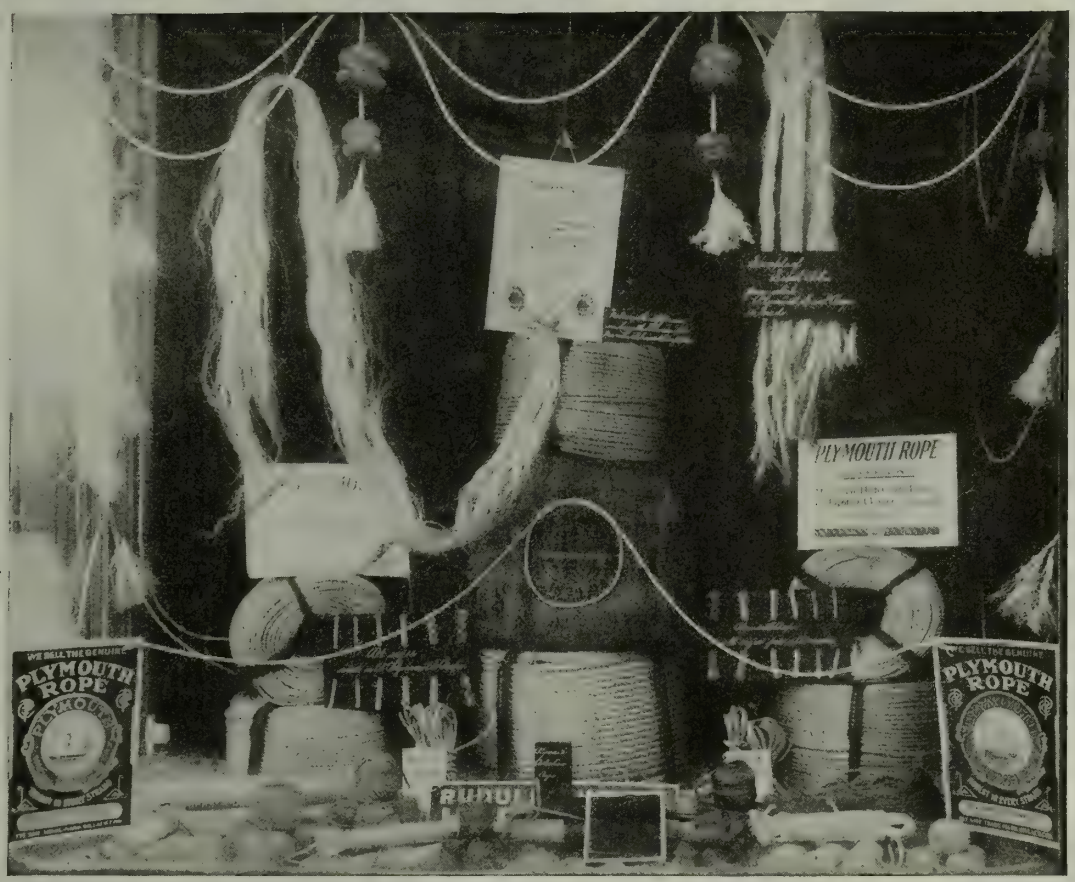
Order to-day to ensure prompt delivery.

THE THOS. DAVIDSON MFG. CO., LIMITED

Toronto MONTREAL Winnipeg

If interested, tear out this page and place with letters to be answered.

A WINDOW THAT SELLS PLYMOUTH ROPE



¶ A well-trimmed window acts as a very good salesman. It not only sells the merchandise displayed, but brings customers into your store for other requirements.

PLYMOUTH ROPE

has some wonderful decorative possibilities. The owners of one store, where a display was made, wrote us—"We are well pleased with the results. Plymouth Rope is worth displaying."

¶ There are a number of other attractive displays suitable for all sizes and shapes of windows, shown in our booklet "Window Displays." *Ask for it.*

PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass. **Welland, Canada**

INDEPENDENT CORDAGE CO., Ltd., Toronto, Canada
Canadian Sales Agents

PLYMOUTH TRADE MARK 1824

"YANKEE"

PLAIN RIGID DRIVERS

Cabinet Style No. 95
Standard Style No. 90

They cannot loosen in the handle in use or abuse.

You have our guarantee.



They are as durable as the high-grade steel that composes them, and will render faithful service for generations. The comfortable handle and various lengths of blades make them suitable for all classes of work.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

OFFICIAL AWARD RIBBON
PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915
PRESIDENT
PRESIDENT OF THE SUPERIOR JURY
DIRECTOR OF EXHIBITS
SECT'Y OF THE INTERNATIONAL AWARD SYSTEM
MEDAL OF HONOR
DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES
CHIEF

TRIMO TOOLS



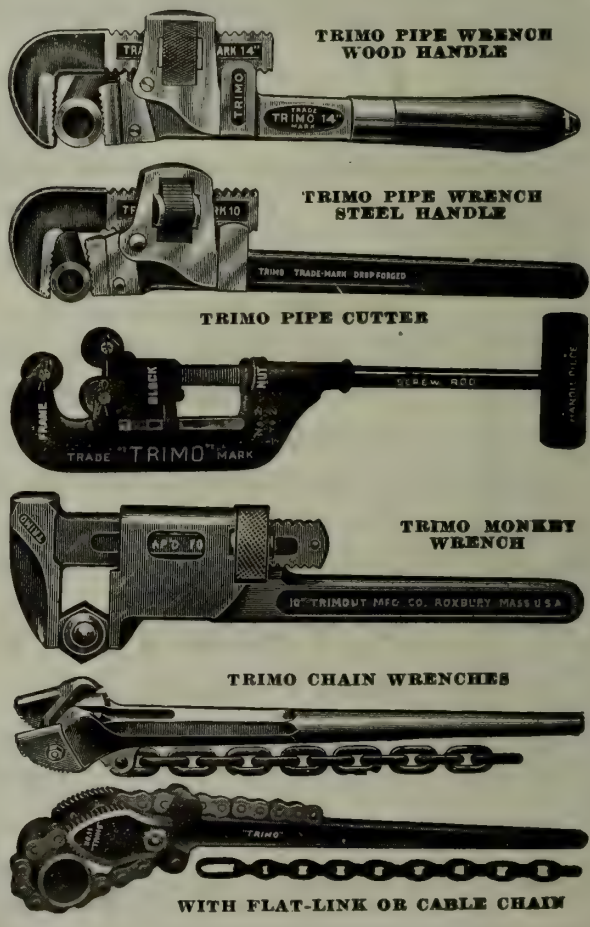
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

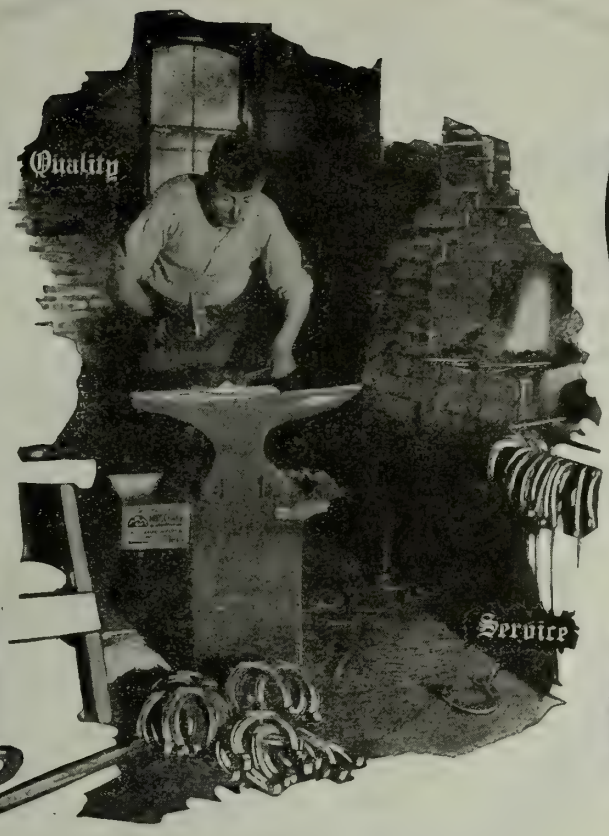
55-71 Amory Street
Roxbury, Mass.
U.S.A.



If interested, tear out this page and place with letters to be



On the Prairies





On the Veldt



On the Streets



At the Front

IN EVERY PART OF THE WORLD

BELL B BRAND

BRAND

HORSE SHOES

ARE IN CONSTANT USE AND GIVING SATISFACTION

THE BELLEVILLE IRON AND HORSE SHOE COMPANY

BELLEVILLE - CANADA

If interested, tear out this page and place with letters to be answered.

DUST vs. GOODWILL

DUST is the greatest enemy in the store. It lessens public goodwill in proportion as it increases the shop-worn appearance of the stock on the shelves. Although impossible to keep out the dust altogether, it is not only possible, but easy to control and hold 90% of the atmospheric dust in your store by using

STANDARD Floor Dressing

It is sanitary, non-evaporating and non-gumming. Floors and fixtures treated with it gain in appearance and wearing quality. As much as 500-700 square feet of floor space can be treated with one gallon. A floor once dressed requires no further attention for the next three or four months other than regular sweeping with a hard broom.

Supplied in one and four gallon cans and barrels and half barrels.

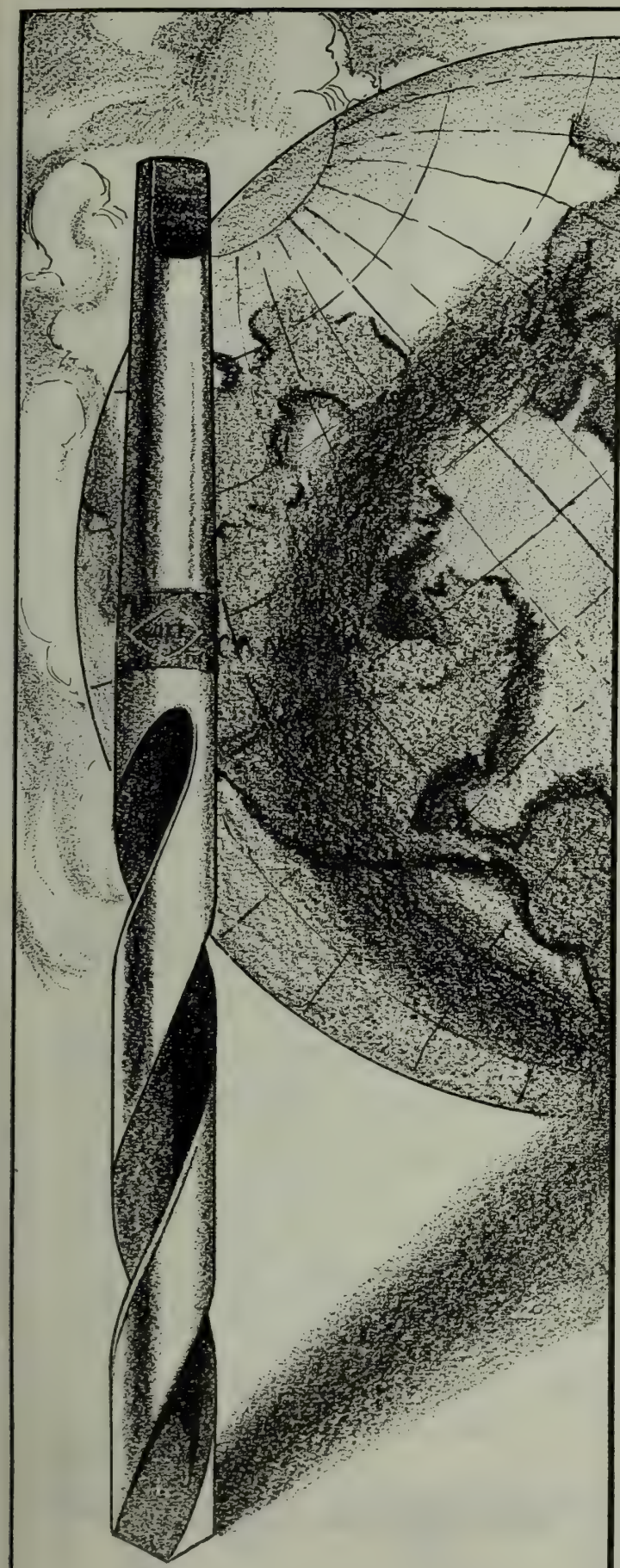
An ordinary floor sprayer may be used in applying Standard Floor Dressing.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES



If interested, tear out this page and place with letters to be answered.



WILT

"Where there's a WILT— There's the Way



On Duty

You will find "Wilt" drills on war duty in all parts of the British Empire, and in all the Allied countries. Wilt drills are worthy of the outstanding position they occupy in the drill world. Every Wilt Drill, whether it be small or large, represents the best efforts of thoroughly experienced drill makers, working in harmony, in a splendidly equipped, modern plant, and backed up with the determination of the manufacturers to turn out a product worthy of the name and trademark which it bears.

Discriminating hardware wholesalers and retailers who value repeat business and satisfied customers may safely endorse and recommend the use of "Wilt" drills.

WILT TWIST DRILL CO.
OF CANADA, LIMITED

Walkerville Ontario

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E. C. 2, England

The quickest way to win the respect and permanent trade of customers is to carry standard grade tools.

Men don't want you to SELL them tools. They want to come in and buy them by the maker's name.

They know as well as you do, those that have the quality reputation.

In files, they want the "Famous Five," because they are the standard File and give satisfaction.

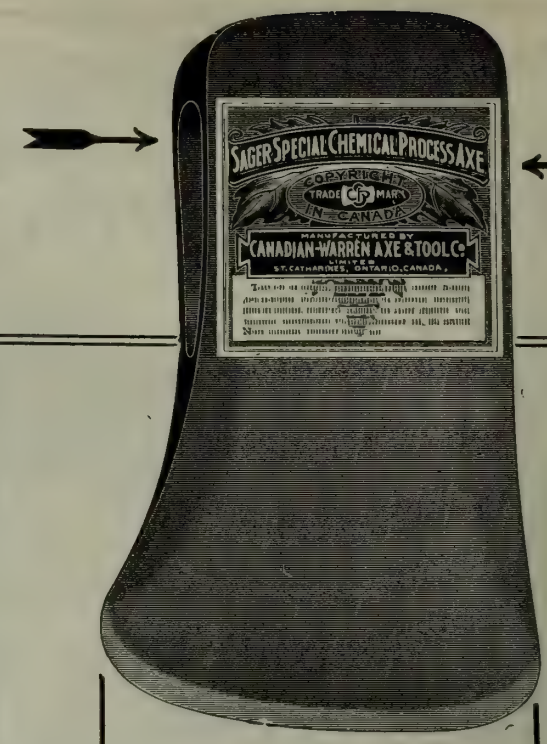
So specify "Famous Five" Files when ordering from your jobber.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

NICHOLSON FILE CO
PORT HOPE
ONTARIO



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian Warren
Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

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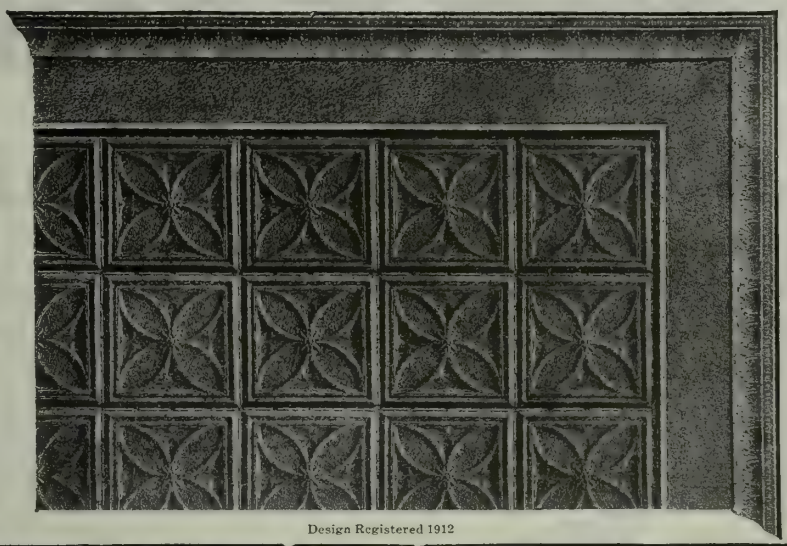
"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

The Labor Cost is Light

"Metallic" ceiling and wall jobs are profit-makers for you and satisfaction-givers to the customer from first to last. Send us a list of prospects and watch us get busy on them in your interests. We've been 32 years at the business and our service will get you big results.

Write to-day for catalogue and full particulars.

Stock carried by
GEO. W. REED & CO., LTD.
37 St. Antoine Street Montreal

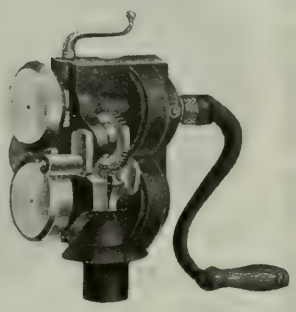


Design Registered 1912

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

SMALL MACHINES

Are Made for Service. They Combine Durability, Speed and Accuracy



No Tinshop can afford to be without a set of these machines

We manufacture a full line of Tinners' Tools



Drop us a line for full particulars and prices

The Brown-Boggs Co., Limited
Hamilton, Canada

If interested, tear out this page and place with letters to be answered.

Place Your Order Now & Anticipate the After War Rush

THE output of our famous WILKINSON Silver Sword-Steel Razors has been largely restricted through War requirements. We feel the time has arrived when factors and retailers should be placing their orders for "After-the-War" delivery, and we invite such orders, to be executed in strict rotation as received. Every effort made to meet sample orders from present limited output.

The
World-Famous
WILKINSON
Sword-Steel RAZOR
—The envy of every man who loves an easy shave.
Made from our Special Steel, and Ground, Hardened and Tempered by Special Process.



These Razors are fully guaranteed.



The
PALL MALL
7-Day
SAFETY SHAVER,
in Best Leather Case. Extra Blades may be obtained for the "Pall Mall" Safety Razor. The blades are *solid*, therefore most suitable for *stiff* beards and tender skins.

We are Makers of **Razors, Shavers, Swords, Guns, Pistols, Camp Equipment, Hunting Knives, etc.**

The
WILKINSON SWORD CO., Ltd.,
53, PALL MALL, LONDON.

T. H. RANDOLPH, ***Managing Director.***

If interested, tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

SMART'S HAMMERS

Guarantee of Excellence



Highest quality imported steel, and expert labour used in all tools of our manufacture.

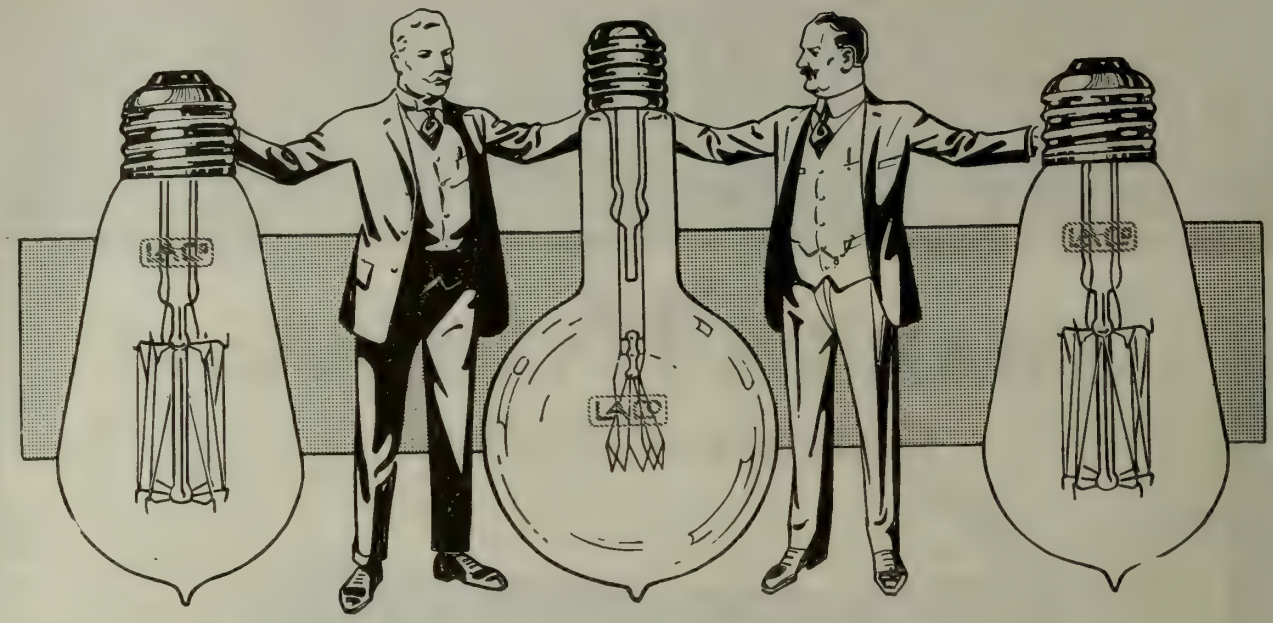
Buy your next year's requirements **immediately** before the stock is exhausted.

Produced at

THE JAMES SMART PLANT

BROCKVILLE, ONT. WINNIPEG, MAN.

If interested, tear out this page and place with letters to be answered.



The Choice of the Largest Canadian Jobbers

EVERY really large and reputable jobbing house spends time and money making thorough investigation of a line before handling it. Investigations in the lamp field have prompted the largest jobbing houses in Canada to select from a world-wide market Laco Lamps. Not only that, but they have been handling Laco Lamps for years with a continued increase in sales year after year.

The Following Jobbers Handle Laco Lamps:

It's a Representative List of Canada's Leaders

John Starr, Son & Co., Ltd.
Halifax, N.S.

Eastern Electric Co.
St. John, N.B.

Canadian Fairbanks-Morse Co., Limited
Montreal, Toronto, Winnipeg, Vancouver

Canadian H.W. Johns-Manville Co., Limited
Montreal, Toronto, Winnipeg

Munderloh & Co.
Montreal

Great West Electric Co. Ltd.
Winnipeg, Man.

Rankin & Cherrill
Vancouver, B.C.

E. B. Horsman & Son
Vancouver, B.C.

W. H. Hazlitt Co., Limited
Vancouver, B.C.

LACO LAMPS

WE take keen pride in the fact that these jobbers continue to recommend Laco Lamps to their dealer customers — and remember, Mr. Retailer: When these firms feel justified in backing the sale of LACO LAMPS with their reputation and their capital —it is good business for you to follow that lead and put in a stock of these successful business-getters.

Laco Lamps are well advertised from Coast to Coast. We are creating a demand that will be very profitable to you. Co-operate with us in meeting it. The LACO Sign in your store is a prestige-earner and trade-builder.

Booklets, folders, window cards, hangers, window trims, etc., will be furnished for your store. If you have a large prospect to close we will gladly send one of our specialists to help you—without cost, of course.

Laco Lamps offer one of the best propositions on the market. Write to-day for details

Canadian Laco-Philips Company, Limited

Montreal **Toronto** **Winnipeg** **Vancouver**

If interested, tear out this page and place with letters to be answered.

WE DON'T WORRY ABOUT THE COAL SUPPLY



WE ALWAYS USE C.G.E. ELECTRIC HEATERS

NOTE---These C.G.E. Electric Heaters include a great variety of styles and sizes and are listed in booklet 622 which will be sent by the Canadian General Electric Co., Limited. Offices: Toronto, Montreal, Quebec, Halifax, Sydney, Ottawa, Cobalt, South Porcupine, London, Winnipeg, Calgary, Edmonton, Nelson and Vancouver.

THE HOUSEWIFE NEEDS HELP!



She needs the help of machinery to do everything that can be done by mechanical power.

She needs the dealers' help to show her how machinery can do the work and thus save her the constant drudgery of housekeeping.

Show your customers the "Seafoam" Combination Washer and Wringer. The "Seafoam" is so free from faults and so complete in every detail that its buyers become friends of the firm that makes it and of the dealers who sell it. One sale leads to others, as the merits of the "Seafoam" become better known.

Make a list of people in your district who ought to own a "Seafoam." Send the list to us and we will write each name on it, referring to you as our local representative.

DOWSWELL, LEES & CO., LTD.

HAMILTON, CANADA

Eastern Representative:
JOHN R. ANDERSON
MONTREAL

Western Representative:
HARRY F. MOULDEN & SON,
WINNIPEG

Why Not Stock Them?

WE are Washing Machine specialists. For twenty years we have been manufacturing home laundry equipment exclusively. Our "1900" Cataract and "1900" Agitator Electric Machines are the best designed Washers on the market. They mechanically perfect and give wonderful satisfaction.

A liberal profit is allowed on all "1900" Washers and Wringers. Our complete line includes washers that operate by Hand, Water Power, Engine Power and Electric Motor. We also have a full assortment of sizes and grades of superior, beautifully finished hand and power wringers. The profit made by carrying the "1900" line is limited only by the "prospects" within your reach.



"1900" Cataract Electric



"1900" Agitator Electric

Extensively Advertised— And the Dealer Gets the Benefit

Every dealer who proves his worth is handed all the inquiries from his territory resulting from our twice-a-year advertising campaigns.

If, at the present time, you do not carry a line of washing machines, or are looking for "something better," you will profit by writing our "Wholesale Department."

THE "1900" WASHER COMPANY
357 Yonge Street Toronto

Banfield's Electric Fixtures

are profit makers for

You
Mr. Hardware Dealer

because they are quick sellers, low in price and are made in styles and finishes that cannot be beaten.

Allow us to fill your next order.

W. H. Banfield & Sons, Ltd.
TORONTO

City Sales Office
80 King St. West, Adel. 104

General Offies and Factories
370-386 Pape Ave.

Why It Pays!

ADVERTISING in HARDWARE AND METAL is economical because it reaches, and the advertiser only pays for, a circulation of tremendous buying power, which is always on the lookout for new lines and information regarding goods which are already in stock.

Manufacturers and wholesalers cannot afford to side-step the dealers. In nine cases out of ten, the customer accepts the retailer's recommendation.

If interested, tear out this page and place with letters to be answered.

Have you put in your stock of Anthes Feed Cookers?



Every farmer and stock raiser in your community will require a Feed Cooker. The superior merits of the "Anthes" will make it a big sales-getter.
The cauldrons are of high-grade cast iron, uniform in thickness and smoothly finished inside and out. They come in 20, 40, 50, 60 and 75-gallon sizes, Imperial measure, conforming to the new law which prohibits the use of wine measure.
In the 20 to 60-gallon sizes the jackets are of 16-gauge sheet steel, and in the 75-gallon size of 14-gauge sheet steel, reinforced at bottom with heavy band iron.
The margin of profit on this Cooker is reasonable, too.

All leading jobbers sell them. Specify "Anthes" when ordering.

In stock for prompt shipment.

ANTHES FOUNDRY LIMITED

Manufacturers of Soil Pipes and Fittings, Tank Heaters, Feed Cookers, Etc.

Saskatchewan Ave. Winnipeg

Ready to Ship You a Car Load of



VIKING
Cream Separators

A Lifetime Guarantee
and
A Better Separator
at
A Better Price
with
A Better Proposition.

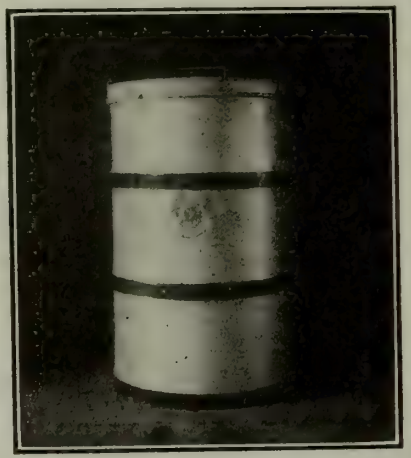
You should write me to-day. It will do you good to hear it.

Ontario Sales Agency:

CLAY FARNHAM
JOBBER
Windsor, Ontario

Warehouses:
WINDSOR
TORONTO

Reed's Sanitary Garbage and Ash Cans



STYLE "A"

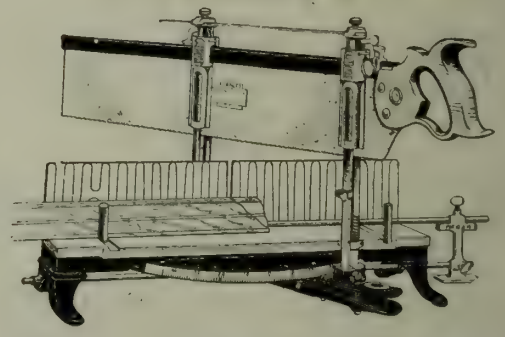
A large Galvanized Steel Can for use where large quantities of garbage accumulate.

18 inches diameter, 30 inches high, reinforced with top, bottom and two intermediate bands. Bottom set up to clear ground, milk can handles.

When writing ask about the famous Economy Ash Sifter. Saves Coal!

Geo. W. Reed & Co., Ltd.
Montreal

Stanley Tools



Stanley Mitre Boxes

MADE IN CANADA

Every mechanic that visits your store would be interested in a STANLEY MITRE BOX. They are strong, durable and accurate, and have a number of striking features that appeal to those who handle tools.

Special circular upon request.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

O-CEDAR MOPS

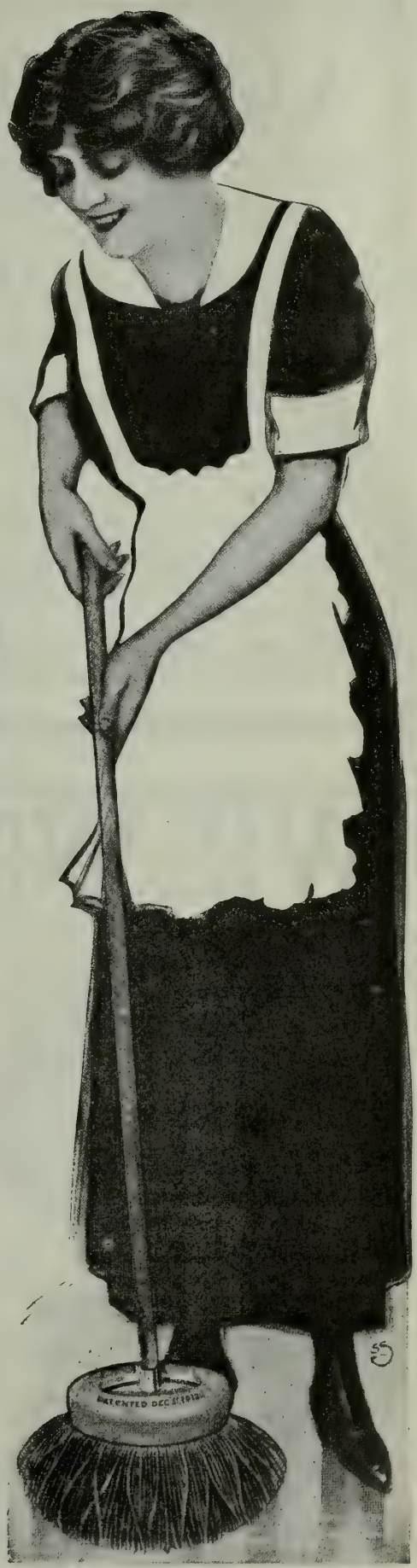
Give the dealer a good margin of profit and there is a steady demand for them, together with

O-CEDAR POLISH

THE GREAT ALL ROUND CLEANER

In Bottles or Cans





Bissell's Carpet Sweepers

For Clean Homes

ADVERTISING MATTER FREE

Wholesale Distributors:

CAVERHILL, LEARMONT & CO.

MONTREAL

If interested, tear out this page and place with letters to be answered.

K K

A GREENHORN

would have a lively and unprofitable experience in a business of wood manufacture. We have been in this business for

MANY YEARS

We **know** wood and we have chosen the **very best** for our

WASHING MACHINES

Finest Kiln-dried Cypress. Tubs don't shrink or warp. Every point tested and proven.

THE LINE HAS "CAUGHT ON"

Ask your jobber about the "KRIBS." If he is slow and can't supply you, write direct.

WILLIAM A. KRIBS - Hespeler, Ont.
MAKERS OF LIGHT AND HEAVY TRUCKS

K K



"TALLMAN'S SPECIAL" ARCTIC METAL

a medium priced babbitt specially adapted for Saw Mill and Woodworking machinery.

Will remain cool under exceptionally high speed.

Its long life proves its efficiency.

Tallman Brass & Metal Limited
HAMILTON, ONT.

WENT WORTH
WELL WORTH

You'll Never Sell A *Better* Jardiniere!



JARDINIERE
Spun from one piece heavy brass; brushed or polished brass finish.

There is not one sticker in the Wentworth line—they are simply popular products at popular prices.
This Jardiniere will satisfy your most exacting customers. It is spun from one piece of heavy brass; opening 10 inches.
We make several other designs and sizes.
Get our catalog and see the complete Wentworth line.

Wentworth Manufacturing Co., Ltd.
HAMILTON, CANADA



Canadian Rivet Forges are built to last.

Easy running blower, powerful uniform blast, rigid steel plate construction.

Write for Catalog 100-16.

Canadian Blower & Forge Co.
Kitchener, Ont.

If interested, tear out this page and place with letters to be answered.

Why You Should Be A Michelin Dealer

No. 26

Better Winter Business— Prepare for it Now

The Michelin Universal, because of its broad traction-surface, is an ideal tire not only for rear wheels but for front wheels, too. It gives maximum protection against skidding and yet steers so easily that it can be used with utmost satisfaction on front wheels, where other makers advocate the use of plain-tread tires or so-called "driving tires".

Especially in winter time motorists require all the protection they can get against skidding. Hence Michelin Universals have an extra-ready sale in winter, when the sale of ordinary tires falls off.

Michelin Dealers are busy the year round. Now is the time to prepare for winter business. If you want to make this the best winter you ever had, write for Michelin's dealer proposition today.

CASINGS MICHELIN TUBES

Michelin Tire Co. of Canada, Ltd.
782 St. Catherine St. W., Montreal



MICHELIN

Furnaces and Quebec Heaters

A Complete Line Ready For Shipment

Special Furnace Offer



Illustrating the 438 Maple Leaf (with casing)

Maple Leaf Furnaces

	Diam. of Casing	Diam. of Firepot	Price
No. 438	38 inches	18 inches	$ 56.85
No. 442	42 "	20 "	72.20
No. 446	46 "	23 "	86.70
No. 452	52 "	25 "	95.10
No. 460	60 "	30 "	136.00

Baffle plate in radiator secures double heat travel. Two section ribbed firepot, heavy radiator. Four triangular extra strong anti-clinker gates.

The Special Offer

A limited number of 438 Furnaces
Only $43.80 each F.O.B. Ottawa
A special price on our regular No. 438 Furnace

To Secure Prompt Shipment and Perfect Satisfaction Send Us Your Order

Two-hole Top (as illustrated)

No. 63 and 64 with grates.
No. 53 and 54 without grates.
Diameters regular No. 3 and No. 4 size.
Heavy cast under top

Regular Quebec Heaters

No. 23—Diameter 11½, Height 32 inches.
No. 24— " 13½, " 36 inches.
No. 25— " 15½, " 38 inches.
Made also without grates, sizes No. 13, 14, 15.
Swing top admits fuel full size of firepot.
Nickelled swing hood and urn when required.

Two-hole top (Laundry Stove)

No. 83 and 84 with grates.
No. 73 and 74 without grates.
Short barrel, excellent for cooking and ironing.

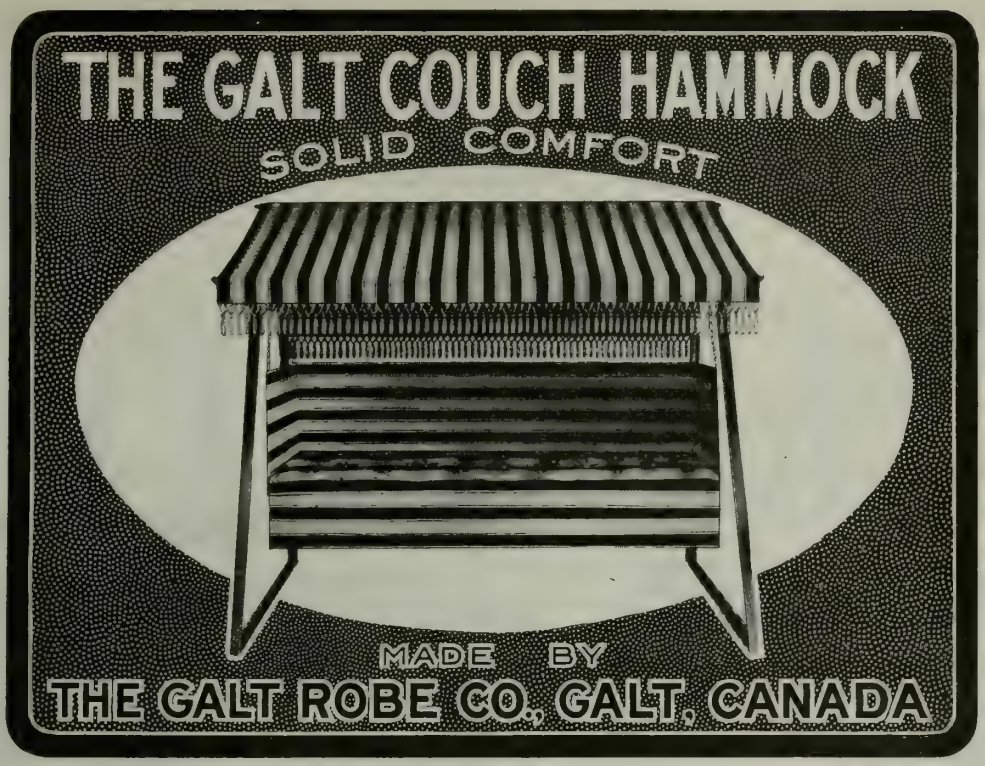


Illustrating Two Hole Top No. 64.

The Beach Foundry Co. Limited

Ottawa, Ontario, Canada

If interested, tear out this page and place with letters to be answered.



Place Your 1919 Hammock Order Now And Safeguard Next Year's Profits!

You'll be able to give your customers the best prices and the best quality in hammocks next Spring—if you order NOW.

By ordering at once you will guarantee shipments—insure quality and exclusive designs.

Our direct-to-you method of doing business means price concessions you will get nowhere else.

WE MAKE THE COUCH HAMMOCK SHOWN ABOVE IN ALL KHAKI, KHAKI AND GREEN STRIPE, ALSO GREEN AND WHITE STRIPE.

Remember, your profits next year—
depend on your buying this year.
Sign up when our traveller calls.

GALT ROBE COMPANY
GALT - ONTARIO



Williams' "Vulcan" Chain Pipe Vise

MADE entirely of drop-forged and wrought steel. 3 sizes, accommodating all pipe from 1/8 to 8" diameter. Compact, quickly adjusted and easily attached to table, bench or post.

A copy of our catalog is yours for the asking.

J. H. Williams & Co. "The Drop Forging People"
30 Richards Street, Brooklyn, N.Y.

The A. G. Low Co., Ltd.,
30 Pacific Ave., Saskatoon, Sask.,
Agents for Manitoba, Saskatchewan, Alberta and British Columbia.

Western Office and Warehouse:
30 So. Clinton Street.
Chicago, Ill.

MENDETS
A PATENT PATCH



Why Every Dealer Should Handle Mendets

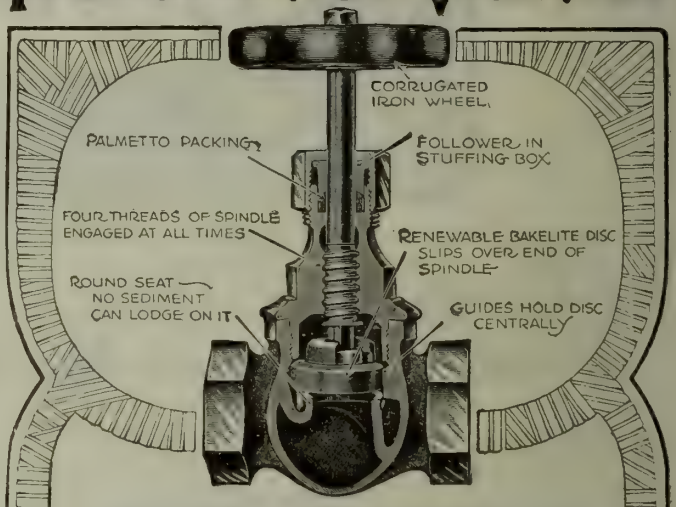
Present prices of granite ware and kitchen utensils are sky high. The value of Mendets for repairing all ware, utensils, pots and pans, makes them indispensable in every home.

You'll be asked for them—and are sure to lose sales if there are none in stock. Your competitor has them now.

Order through your jobber.

Collette Mfg. Company
Collingwood, Ont., Canada

FAIRBANKS VALVES



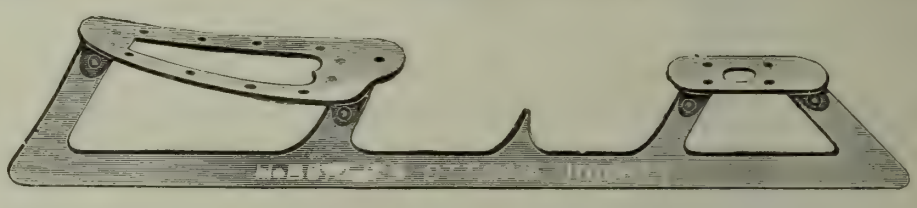
Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

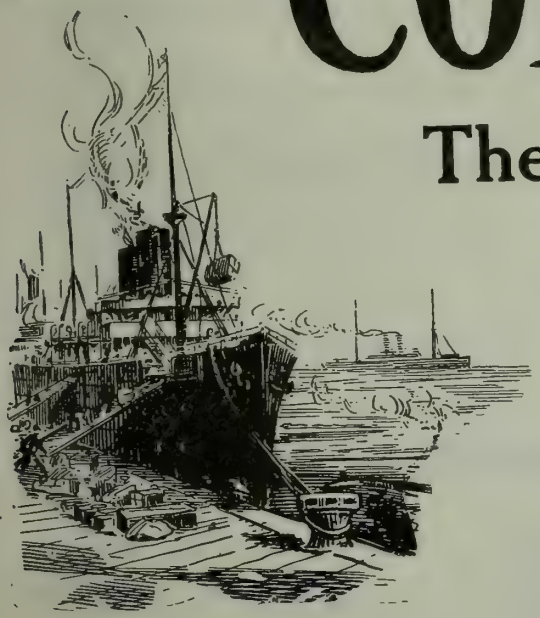
St. John, Quebec, Montreal, Ottawa,
Toronto: Hamilton, Windsor, Winnipeg,
Saskatoon, Calgary Vancouver, Victoria.



"Get a skate on, we can fit you in price, style and size."

Thos. Birkett & Son Co., Limited
OTTAWA, ONTARIO

LION BRAND CORDAGE



The Close of Navigation Will Stimulate Sales for *Lion Brand Cordage*— Be Ready!

Take up the cordage problem with our nearest agent and be ready for the demand that always comes with the close of navigation

The cordage for all purposes and made in Canada too.

"COAST TO COAST SERVICE"

Consumers Cordage Co.
Limited
Mills at Montreal and Halifax
Branches and Stocks
St. John, N.B. and Toronto

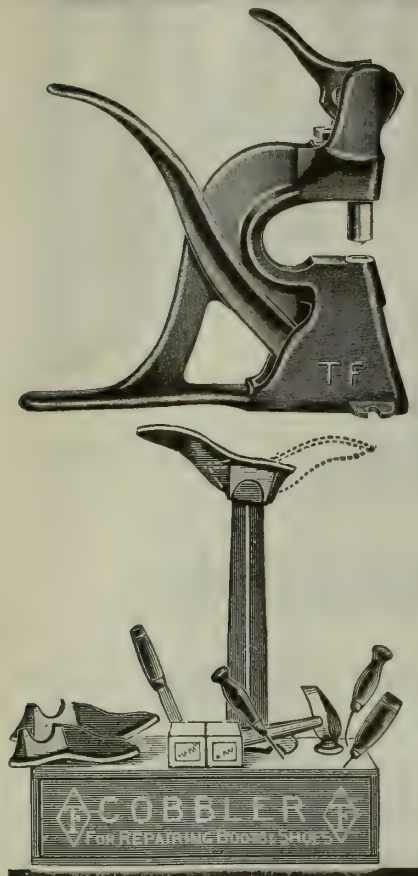
Agents and Stocks
TEES & PERSSE, Limited
Winnipeg Regina Saskatoon
Moose Jaw Calgary Edmonton
Fort William

JAS. BISSETT & CO. - QUEBEC
MACGOWAN & CO. - VANCOUVER

THE TRADITIONAL TRADE MARK



If interested, tear out this page and place with letters to be answered.



The High Cost of Shoe Leather Keeps Taylor-Forbes Outfits in Demand!





The present high cost of leather and shoe repairing is boosting sales for Taylor-Forbes shoe repair outfits and fittings.

Hardware dealers will do well to take advantage by stocking a few T.-F. popular kits and supplies at once.

When writing ask about other fast-selling T.-F. lines.

Order from your jobber.

Taylor-Forbes Co., Limited

Taylor-Forbes Co., 246 Craig St., Montreal; H. G. Rogers, Limited, 147 Prince William St., St. John, N.B.; Canadian United Mfrs. Agency, London, Eng.

Head Office and Works:

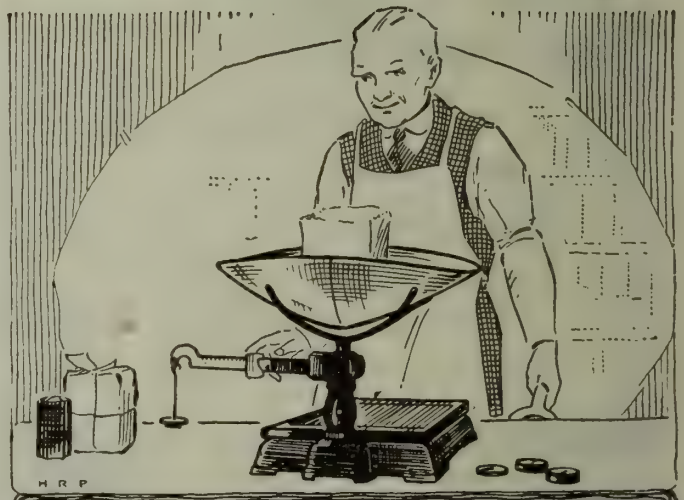
Guelph, Ontario

Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.; H. F. Moulden & Son, Travelers' Bldg., Winnipeg, Man.

IF you like HARDWARE AND METAL, talk about it, tell your friends, drop a word or two here and there as you go along the line of your daily activities.

If you don't like it, or if you think it could be made of greater service to you, tell us.

The old saw about silence being golden has its limitations.



Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.



AutoStrop Safety Razor Co. Limited

NEW YORK
U S A

CANADIAN MANUFACTURERS
OF THE
AUTOSTROP SAFETY RAZOR

LONDON
ENGLAND

83-85-87 DUKE STREET
TORONTO

September 20th, 1918

To the Trade:

IMPORTANT NOTICE

To further the Government's Conservation Policy, the sale of AutoStrop blades in dozen packages, ($1 size), is discontinued.

Subject to change, when conditions will permit, the package of six blades, (50c Size), will be the present standard.

This decision was reached after a thorough investigation of the steel supply, aud existing conditions convinced us that conservation of steel is of urgent need.

We feel that our action will meet with your hearty approval.

Unlike blades for non-stropping razors, six AutoStrop blades will last for a year or more.

Yours very truly,

AUTOSTROP SAFETY RAZOR CO. LIMITED

S. C. Stanley Manager.

If interested, tear out this page and place with letters to be answered.

MADE IN CANADA

Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

Manufacturers
OF
WIRE
HEADQUARTERS FOR
Wire Bale Ties
LARGEST CAPACITY AND STOCK IN CANADA
Prompt Shipment
LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA
Winnipeg Toronto Montreal
London, England

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

Good Men

DO you need the services of a good retail salesman, traveller, or manager. The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.

If interested, tear out this page and place with letters to be answered.

THE JAS. MORRISON BRASS MFG. CO. LIMITED TORONTO, ONT.

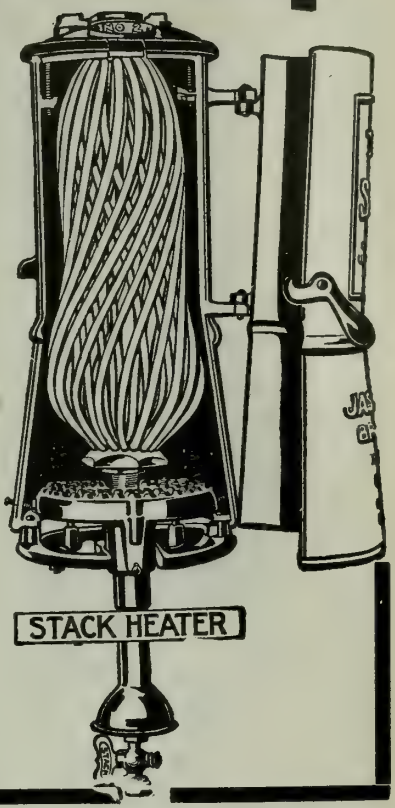
TRADE MARK J.M.T

There's a Reason Behind This Demand For Stack Heaters!

The fact that Stack Heaters afford a considerable saving year out and year in makes a big impression on the prospect.

Looking ahead, he sees that the time and money-saving advantages of a "Stack" more than make it a paying investment. You can prove every statement you make in showing the advantage of a "Stack" over any other heater.

Most profitable for you to handle in the long run.



James Morrison Brass Mfg. Co., Limited

93-97 ADELAIDE STREET WEST, TORONTO

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria

"HENDRYX"

STANDARD STEEL AND BRASS CHAINS

MR. CHAIN USER: August, 1918.

For many years we have made a specialty of chain for manufacturer's use, and are well equipped for this business.

Our chain is made of special wire found by us to be best suited for the purpose. The links are well shaped, small and compact, making a heavy, strong chain.

A sample mailed to us of what you may need will be given immediate attention, and interesting prices quoted on any quantity.

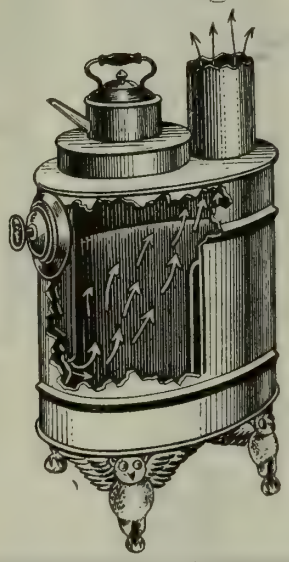
Yours very truly,

The Andrew B. Hendryx Company, New Haven, Conn.

Collins Products Are Guaranteed

We Offer These Sturdy Wood Stoves at $3.50 Each

They are the regular air tight down draft heaters made in a small size for use in sitting room, etc. Give a great heat. This price covers cost of crating and one taper pipe. A larger size is $5.00 each. Can be set up anywhere.



We have a large stock of Collins Safety Pipe 6 or 7", light or heavy, T pipes, tapers, elbows and half lengths.

Our Safety Asbestos lined thimbles for 6, 7 in. or 8 in. pipe are the popular kinds.

The Bonanza Sifter Shovel

Every hardware man should handle these shovels as they are the most convenient way of handling the sifting problem.



Coal Must Be Saved

The Collins Mfg. Co.

415 Symington Avenue Toronto

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

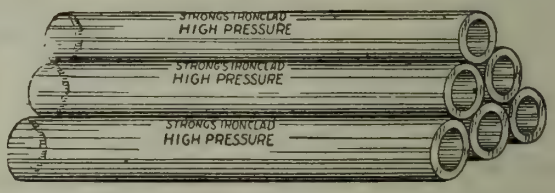
There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

Strong's Ironclad High Pressure Gauge Glasses

None Better



Caliper the same diameter the full length of the glass—will withstand the action of highest known working steam pressures of the world. These are two features of supreme importance to Canadian firms. When you stock this line you eliminate the many losses and annoyances due to inferior glasses. Goods are available for immediate shipment, at attractive prices.

For prices and descriptive matter on above lines write to

The Strong Machinery and Supply Co.

21 Walker St., New York, N.Y.

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.



4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

P X H

TRADE MARK

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Confidence is the basis of all trade, and a buyer can only place reliance on the product which has stood up under the war strain.

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PORT HOPE - - ONTARIO

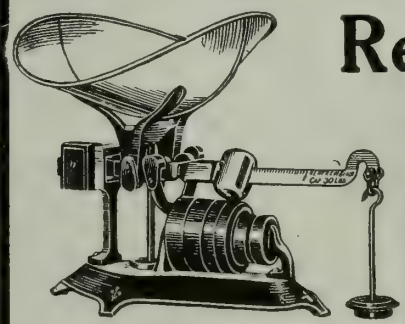
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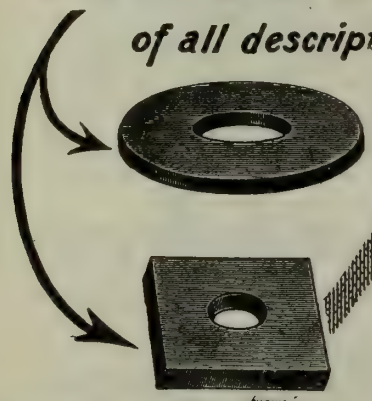
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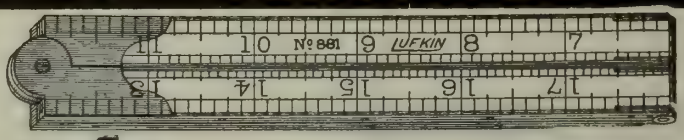
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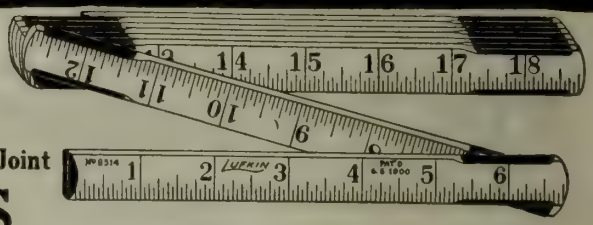
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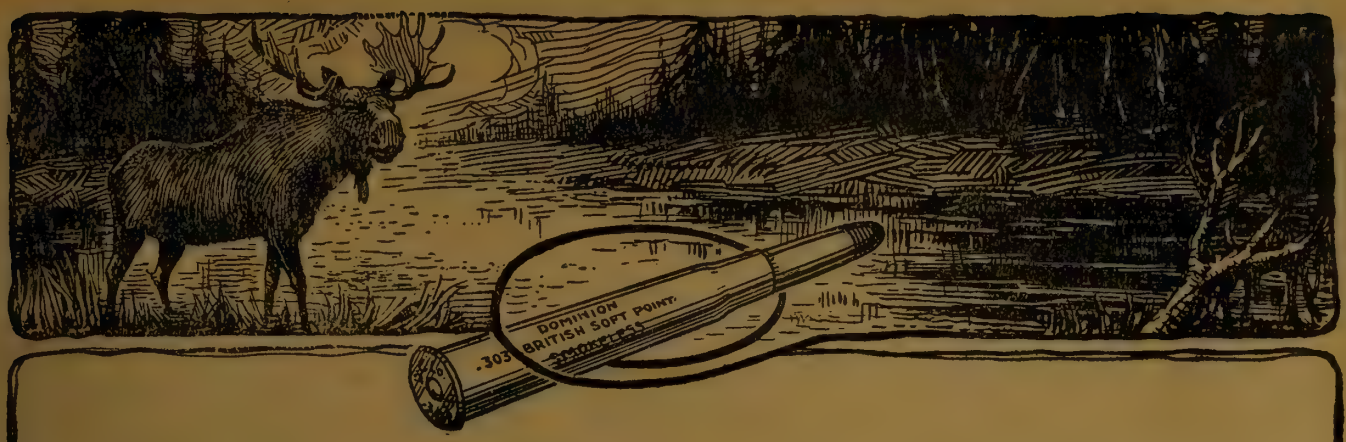
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(See List Below)

are made for the popular rifles in Canada.

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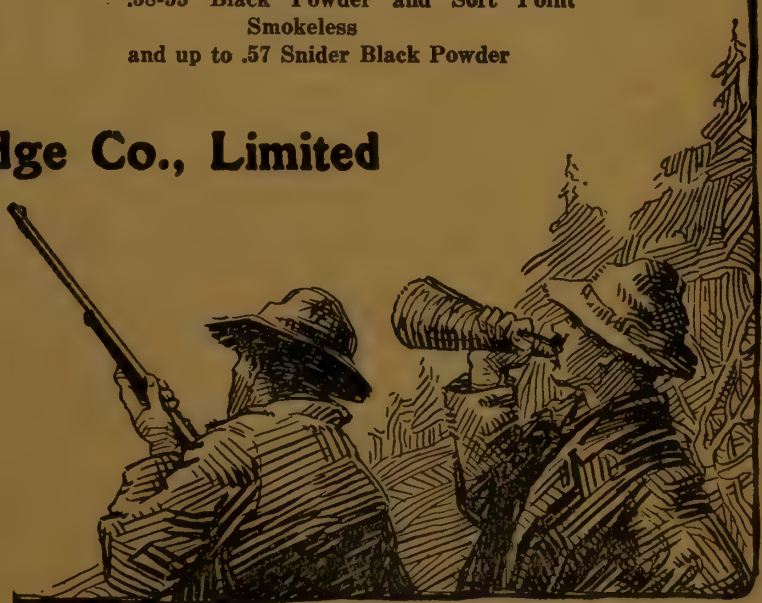
Dominion Sporting Cartridges are:

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.280 Soft Point Smokeless
.30-30 Soft Point Smokeless
.303 Savage Soft Point Smokeless
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.32 Special
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and up to .57 Snider Black Powder

Dominion Cartridge Co., Limited

120 St. James Street
Montreal













FIVE WORKS—OVER 3,000 EMPLOYEES

It is our intention after the War to devote our energies to the intensive production of the following Specialities:

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Pressure and Vacuum Gauges.
Injectors and General Jet Appliances.
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Spraying Machines for Insecticides and Limewashing.
Coppersmiths' Work.
"Stella" Brand Alloys, Manganese Copper, Silicon Copper, Ferro Zinc, Phosphor Copper and Tin, etc.

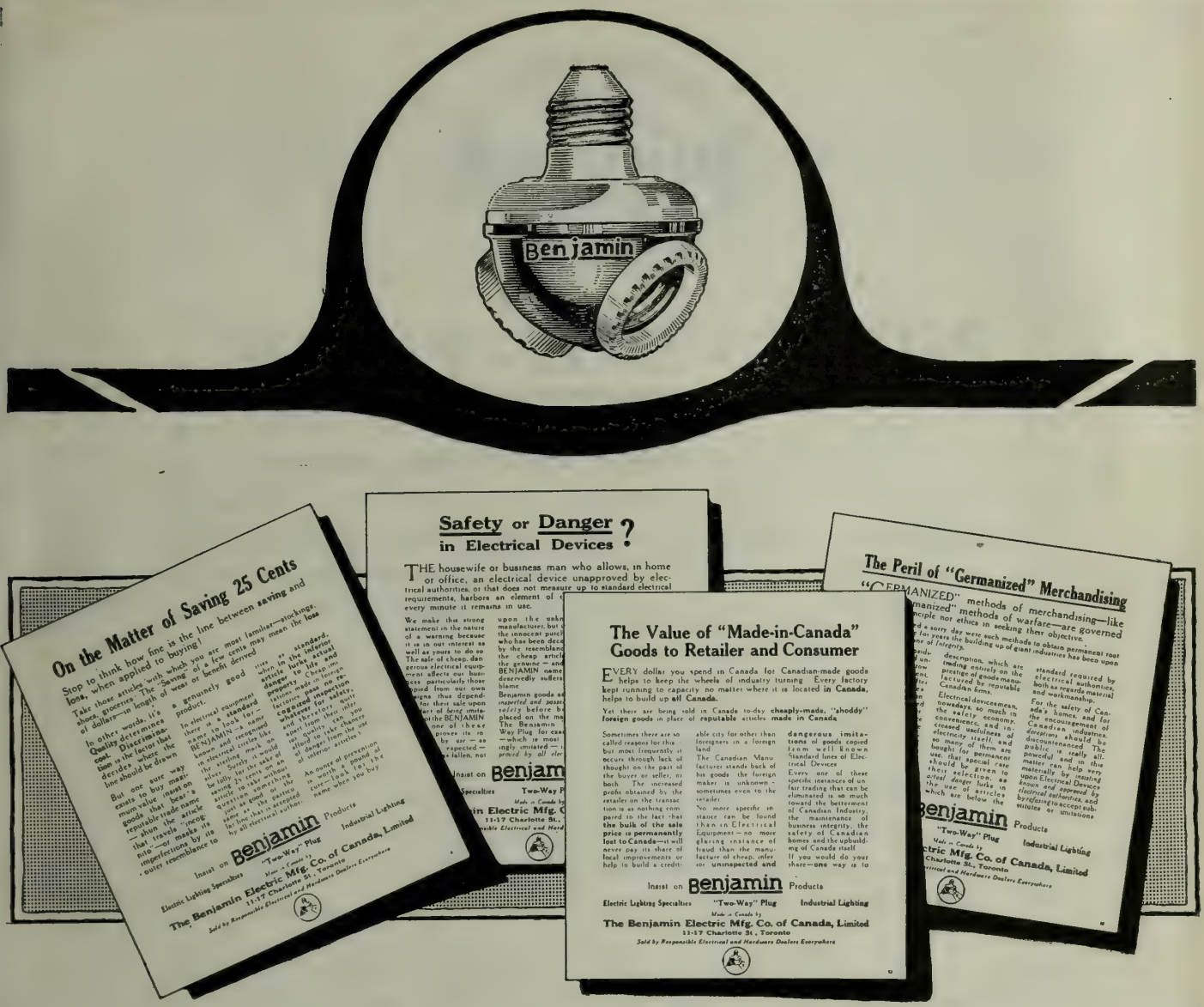
Business After the War

If you are interested in any or all of the lines mentioned and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office at the address below.

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FROM Halifax to Vancouver advertisements similar to those shown above are now appearing in commanding space in the leading Daily Newspapers.

Their purpose is the encouragement of reputable Home Industry for the benefit of the Public, the Manufacturer, and YOU, Mr. Retailer! What are **you** doing to promote Made-in-Canada goods? Are you allowing inferior articles to hurt your market and your good name—or are you supporting, to the best of your ability, a movement that means **Better Business** and **Increased Prestige** for your store?

Try out the proposition! Keep your Benjamin line complete—reap the benefit of the advertising we are doing and help to accomplish this important object!

Insist on Benjamin Products

Two-Way-Plug

ELECTRIC LIGHTING SPECIALTIES INDUSTRIAL LIGHTING

Made in Canada by

Benjamin Electric Manufacturing Company of Canada, Limited

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CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION RUBBER SYSTEM
AND ASSOCIATED COMPANIES

BELTING - HOSE - PACKING

The Dominion Rubber System has established a reputation for making *good* rubber products. That applies to Footwear, Tires, Raincoats, Druggists' Sundries or Mechanical Rubber Goods. In each case the quality is second to none and the workmanship of the best.

That is particularly true of our Mechanical Rubber Goods. Dominion Rubber System Belts and Belting, Hose and Packing, etc., for industrial use, "stand up" and do the work expected of them. In these lines, quality and service have been linked together to such a degree that absolute satisfaction is guaranteed.

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Canadian Consolidated Rubber Co. Limited

HEAD OFFICE - MONTREAL

Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver and Victoria.

"Member Audit Bureau Circulations."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, OCTOBER 12, 1918 No. 41

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NOTICE OF CANCELLATION OF O-CEDAR PROFIT DEALS

Owing to the continual increases in the cost of raw materials of all descriptions, including packing cases, and the general advance in freight rates and operating expenses, we feel sure that the trade will realize our position and the circumstances which have determined the cancellation on and after October 1st, 1918, of all profit deals on O-Cedar Products, namely, Nos. 51, 52, 54, 59, 61, 62, 63, 64, 65, 66, 67 and 68.

We are also cancelling Duster No. 11 and Duster Cloths No. 12 and 13, as the advancing cost of material and difficulty of delivery makes such action necessary.

If you purchase O-Cedar Products to the amount of $27.00 (net) we will send you prepaid our Counter Display Stand; if you purchase $40.00 worth (net) we will send you our Electric Sign; if your purchase amounts to $100.00 (net) you will receive one of our handsome Floor Display Stands. When placing an order with your jobber tell him to include whichever one of these display features your purchase will entitle you to. This offer is, of course, contingent upon our present supply, as further metal signs cannot be secured until after the war.

CHANNELL CHEMICAL CO., LIMITED
369 SORAUREN AVE., TORONTO

If interested, tear out this page and place with letters to be answered.

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, OCTOBER 12, 1918. No. 41

All Gasoline Dealers to be Licensed

Fee Will Vary From $2 to $600, Fuel Controller Tells "Hardware and Metal"— Volume of Business During Previous Year to be Basis of License— New Ruling Will Go Into Effect Soon as Possible

GOVERNMENT regulations which have just been approved provide for the licensing of all persons who deal in gasoline in Canada. This will place the control of the entire wholesale and retail gasoline trade under the direction of Fuel Controller Magrath. Mr. Magrath stated to HARDWARE AND METAL that forms of application for licenses will be mailed from his office in Ottawa and that the license fees will range from $2 to $600 per annum. The fee will be based entirely on the volume of dealers' sales of gasoline during the previous year.

Must Keep Records

Provision is also made for the keeping of certain sales records, and all retailers of gasoline are called upon to post in their places of business the wholesale as well as the retail cost of gasoline handled by them. One important provision of the regulations is that for the duration of the war the sale of gasoline on Sundays is absolutely prohibited.

Prices are Fixed

Retail maximum prices are prescribed for establishments selling gasoline in quantities over a thousand gallons a month. Profits are based on a 10 per cent. advance over the wholesale cost delivered. These regulations mark the first step toward bringing the control of the sale of gasoline under the same sort of supervision as is now extended to the sale of coal and other fuels.

Liable to Fines

In cases where dealers fail to obey the provisions of the law the Fuel Controller has absolute power to cancel or suspend licenses without notice. All persons who continue to deal in gasoline without making application for a permit to do so will be subject to a penalty of $50 for each day such business is conducted in contravention of the regulations.

Not High in Canada

Many dealers pointed out to HARDWARE AND METAL that gasoline prices in Canada are not high. Gasoline has been selling here for some time at much lower prices than were in effect in contiguous territory across the line. This has been due to the action of the distributors. It is not unlikely that there may be an increase in prices made shortly and that dealers will take advantage of the new regulations to put into effect the maximum prices they are allowed under the clauses. This however may be offset by the action the Fuel Controller of the United States is taking to stabilize prices at the refineries and prevent any general increase.

War Needs Pre-eminent

"The whole question centers around the vast war needs," said S. R. Parsons, president of the British-American Oil Company to HARDWARE AND METAL. "The elimination of Sunday driving has helped a great deal in providing millions of gallons of gasoline, which has been sent forward already for war purposes. Placing the wholesale and retail distribution of all available supplies under the direction of the Fuel Controller should enable the government to take any measures that may be necessary to provide against any shortage for war purposes. The sales of gasoline in Canada have I should say been steadily increasing. While there are no figures available, I believe that the increased demands for war purposes, the large number of new automobiles, the steadily increasing number of delivery trucks, and the increasing use of tractors, means that there will be a considerable increase in the consumption of gasoline in Canada this year over last year. I do not look for any material increase in prices.

The regulations in detail as given to HARDWARE AND METAL by the Fuel Controller are given below.

REGULATIONS TO CONTROL THE SALE OF GASOLINE IN CANADA

Interpretation of Fuel Controller's Ruling

1. Every person who sells gasoline in Canada shall be deemed to be a dealer under these regulations.

Dealers' Permits

2. Any person now engaged in or who desires to engage in the business of selling gasoline shall forthwith apply to the Fuel Controller by registered letter in Form "B" for a permit in Form "A" accompanied by the proper fee for such permit.

3. Any dealer carrying on business and accepting or filling orders for gasoline in more than one office or who maintains one or more branch offices or supply stations for wholesale or retail trade within the same municipality or in other municipalities shall secure a permit for each separate place of business where gasoline is sold or orders therefor are accepted.

4. Any such permit issued subsequent to the first day of October in any year shall be valid for the remainder of such year and also for the whole of the succeeding calendar year.

Permit Fees

5. Fees for gasoline dealers' permits to be charged by the Fuel Controller shall be based on the volume of sales made by the applicant during the previous calendar year. Where such sales amounted to:—

(a) Less than 1,000 gallons the fee shall be Two Dollars.
(b) 1,000 to 5,000 gallons the fee shall be Four Dollars.
(c) 5,000 to 10,000 gallons the fee shall be Eight Dollars.
(d 10,000 to 15,000 gallons the fee shall be Ten Dollars.
(e) 15,000 to 20,000 gallons the fee shall be Fifteen Dollars.
(f) 20,000 to 40,000 gallons the fee shall be Twenty-five Dollars.
(g) 40,000 to 70,000 gallons the fee shall be Fifty Dollars.
(h) 70,000 to 100,000 gallons the fee shall be Seventy-five Dollars.
(i) For every additional 100,000 gallons or part of 100,000 gallons the sum of Seventy-five Dollars until a maximum of Six Hundred Dollars is reached.

6. A dealer's permit may be issued to any applicant who was not engaged in the business of selling gasoline during any period of the previous calendar year on payment of the minimum fee herein prescribed.

SUMMARY OF FUEL CONTROLLER'S REGULATIONS RE SALE OF GASOLINE IN CANADA

All Dealers must have permits.

Clauses 1 to 6 of the regulations define the terms upon which permits are issued and the fees payable therefor, with the proviso that applicants not previously engaged in the business of selling gasoline may obtain a permit by paying the minimum fee of $2.

Where gasoline is sold at branch offices or supply stations, the dealer must secure a permit for each separate place of business.

Permits may be cancelled.

Clause 7 states that permits are subject to cancellation if dealers are found guilty of having given short measure or of other default.

Penalty for Transacting Business without permit.

Clause 8 imposes a penalty up to $50 a day on dealers who fail to apply for permits or who continue to do business after having their permits cancelled. This is in addition to penalties stated in clause 15.

Sales Records.

Clause 9: "Every dealer shall keep a record showing volume (in gallons) of daily sales of gasoline, which record shall be available during regular business hours for inspection by any person authorized in writing by the Fuel Controller."

Margin of Profit for Retailers.

Clause 10 states that retailers shall not charge their customers more than 10 per cent. above the wholesale price delivered. This applies to retailers selling 1,000 gallons or more in a month.

Permits must be on view.

Clause 11: "Immediately upon receipt of the official permit every dealer shall expose the same in a prominent place in his office or place of business."

Permit Number on Stationery.

Clause 12: "Every dealer shall display prominently upon his business stationery the words 'Fuel Controller's Gasoline Dealers' Permit No. .....,' followed by the official number of such permit."

Prices must be displayed.

Clause 13: "Every retail dealer shall display in a conspicuous place on his premises, readily visible to purchasers, a notice or bulletin clearly setting forth the wholesale and retail price at which gasoline is being purchased and sold by him."

No Sunday Selling.

Clause 14: "The retail sale of gasoline on Sunday is prohibited"

Penalties.

Clause 15 empowers penalties for contravention of the regulations as follows:—A fine not exceeding $100 for each offence, or imprisonment for a term not exceeding one month, or both fine and imprisonment.

C. A. Magrath,
Fuel Controller.

Ottawa, 14th Sept., 1918.
Approved by Order-in-Council 2nd. Oct., 1918; P.C. 2370.

England Can Now Defy the Huge Potash Trust of Germany

ENGLAND, for the first time in recent years, can now defy the German potash trust. She is no longer dependent upon the Huns for supplies. One of the favorite boasts of Germans has been that the world was dependent upon them for potash. This is another Hun dream that has been shattered by British enterprise.

The efforts of England to achieve independence from Germany in the matter of potash have resulted in a governmental monopoly of the blast furnace and cement dust, manipulation of which has progressed to such an extent that the fear of a potash famine is at an end.

The new progress may have an important bearing on future Canadian industry in view of the huge deposits of marl in the Dominion.

Can Defy Germany

Each month that passes renders Great Britain more independent of German potash, and more able to treat with disregard German's continual threats of holding other nations to ransom on potash. In her attempt to starve her enemies by withholding potash manures, it will be as difficult for Germany to achieve success as it was in her recent attempts to starve out Great Britain by submarine tactics.

Was Badly Needed

Very early in the history of the war one of the results of Great Britain's economic dependence upon Germany for essential commodities was brought home forcibly to the minds of those charged with the supply of optical munitions. The manufacture of optical and scientific glass had passed, in pre-war days, almost entirely into German hands; Germany was heavily favored in this production by the fact that she had practically a world monopoly in potash, an essential ingredient for certain qualities of glass.

Had a Monopoly

This German monopoly rested upon the fact that the largest and best developed potash deposits in the world are located within German territory (around Stassfurt); the mines are all State-controlled and State-protected. The Stassfurt mines are easily able to produce sufficient potash to supply the needs of the whole world, and German State control is directed towards allocating output and fixing prices, in order to create and maintain a monopoly. In 1913, the last complete year before the war, the total sales of German potash amounted to 11,102,740 double cwt. (1,110,274 metric tons), the estimated value of which was 202,000,000 marks (£10,100,000), according to the "Board of Trade Journal." In the same year, potash salts to the value of £1,380,567 were imported into Great Britain; the German contribution to this was over £915,867.

Beatty Bros. are considering making important extensions to their plant at Chelsea Green, London, Ont. Work on a new factory to cost $150,000 may be commenced this fall.

Drastic Order Closes Montreal Stores

Influenza Epidemic Responsible—Idea is to Get Rid of Traffic Congestion at Regular Closing Hours—Exceptions Made in Case of Grocery, Butcher, Candy and Drug Stores, and Also Tobacco Stores

THE following drastic ruling was advertised on Wednesday morning of this week with regard to the early closing of stores in Montreal. It is explicit and is one of the many orders rapidly following one another within the past few days, and made to further stay the ravages of Spanish influenza. In such need it has been considered an imperative measure, and the step was taken after other important legislation had been enacted by the civic government in closing theatres and schools, and in calling off large gatherings.

INFLUENZA

Notice to Storekeepers

PUBLIC NOTICE is hereby given that, as an additional precautionary measure to check the epidemic of influenza, the Board of Health take this means of notifying the proprietors and managers of all stores without exception to close their establishments at 4.30 o'clock every day, in order to avoid congestion in the tramways from 5 o'clock in the afternoon.

This notice, however, does not apply to stores in which are sold exclusively candy and tobacco, groceries, drugs, and also restaurants and butchers' shops.

This Public Notice must be complied with until further orders, under the penalty provided by law.

S. BOUCHER,
Medical Health Officer.

City Hall,
Montreal, October 8th, 1918.

Views of Dealers

HARDWARE AND METAL secured from several retail hardware dealers their opinion on this order and they are not in accord with the decision made. It is not to be understood that they are opposed to the necessity of the hour in using all necessary expedients to stay the epidemic, for this is not the case. They do feel that the order will not be as effective as the authorities hope to make it.

Max Hill, manager of the James Walker Hardware Co., Ltd., stated that it was an apparent mistake and that the matter had not been maturely considered. It was a mistake to argue that by closing the stores at this hour the desired relief in congestion of street and tramway traffic would be avoided. To have the stores close at 4.30 would simply throw an excess of traffic on the transportation facilities of the city at an earlier hour and take it away from the usual period of 6 to 6.30. They would endeavor to use their good offices in having the measure modified and the time of business hours extended.

May Work Hardship

The Philbin Hardware Co. were much opposed to the early hour decided upon. This would work a great hardship. To HARDWARE AND METAL Mr. Philbin stated that fully 50 per cent of their business was done between the hours of 4 and 6.30. It would be impossible to avoid a big loss of custom, for a large portion of their trade came from various workers and others leaving their offices at a late hour. He could not see the particular advantage of the new order and hoped it would be possible to amend it somewhat.

Omer DeSerres thought they would lose 25 per cent. of their business if a readjustment of buying was not made by their trade. He felt, however, that their customers would be governed by the order and that the loss would not total so much. They were quite ready to agree in any necessary way if the order was to accomplish the desired end, and Mr. DeSerres felt that good might result from the closing.

Another dealer stated that the order would probably have the effect of accomplishing the purpose very well. It was argued that if part of the workers were to leave the stores at 4.30 there would be a steady but uncongested traffic from this hour until 6.30 or 7. Some offices closed at 5 p.m., others at 5.30, and the workers usually stopped work at 6 o'clock. This suggested plan would therefore work out fairly well it was thought.

German-Owned Hardware Store is Closed by Government

ALLEGING that a large percentage of the holdings of the firm, Hardware, Limited, of 317 St. James st., Montreal, were controlled by a German named Schmidt, who is now in Germany, the government has closed the business. This action was taken following instructions from the Secretary of State, Hon. Martin Burrell.

An investigation was made and as a result of what was discovered, the Secretary of State deemed it advisable in the interests of the Dominion to liquidate the affairs of the company. All surplus between the assets and liabilities will probably revert to the Crown after the business is wound up.

Hardware, Limited, has been under the management of Mr. Thivierge. Following the investigation and a subsequent petition of Howard Aylmer and Dewitt, acting on behalf of the Secretary of State, the place was closed. Maximilian Schmidt, a native and a resident of Germany is believed to be owner of 75 to 80 per cent. of the stock. The action taken was under the War Power Act.

Liquidator Appointed

Frank E. Donovan, 157 St. James st., is acting as liquidator and is making an inventory of the estate at once. Mr. Donovan intimated to HARDWARE AND METAL that there would be ample assets to meet the firm's liabilities, but that it was impossible to state just what the position would be, until matters had been fully gone into. As soon as the balance sheet can be made up he stated that there would be a winding-up of the estate and that the proceeds, over and above existing obligations, would revert to the Federal Custodian, who would hold the matter over in the usual way until the close of the war, when disposition of any funds in hand would be decided.

The German Capital

M. Thivierge, the manager, stated that the firm was known in Montreal for some time as Peter Ludwig Schmidt, until about two years ago. At that time the name was changed to Hardware, Limited, and the business conducted on Lemoine street until a few months ago, when it was removed to the present address.

Mr. Thivierge stated to HARDWARE AND METAL that Schmidt lived in Germany, and had resided there regularly. He was connected in that country with a manufacturing firm, which, it is further understood, is still a going concern. Mr. Thivierge stated that Hardware, Limited, was solvent, and that as soon as stock could be taken the assets, book and otherwise, would be sold by tender.

The firm handled considerable quantities of hardware, and more recently their activity was largely in automobile accessory lines. Both a retail and wholesale trade was conducted.

IS ANOTHER PAINT MERGER ON THE WAY?

Persistent rumors percolated through paint circles during the week to the effect that important developments were pending, including two or more Canadian paint manufacturing firms. Interviewed by HARDWARE AND METAL, the firms referred to emphatically denied that there was any basis for the rumor. Another vague report emanating from a large United States centre started considerable gossip regarding an alleged merger affecting several paint firms, but definite details are lacking.

CORRECTION

It was stated in HARDWARE AND METAL last week that Nelson Mills, of the Mills Hardware Co., Hamilton, sold on an average ten electrical washing machines per month. This should have read water power washers.

BRIGHTER FUTURE FOR STEEL IS NOW LIKELY

ACCORDING to information given to HARDWARE AND METAL, the future is likely to be much brighter in regard to getting steel supplies. No immediate change in the situation is expected, and it is impossible at the present writing to tell just when supplies will come forward more freely. This depends upon the American Government. It is stated, however, that many Canadian firms have been given assurance that their needs will be looked after as far as possible, and that some of the transportation companies already have their representatives at Pittsburg and other American centers arranging for bringing the steel to Canada. In the meantime, however, there is a most serious shortage in many lines, especially sheets, and also in pig iron. Some of the promises to keep Canadian firms supplied may be due to the fact that the American Government is placing more huge orders for war supplies in Canada. A Brantford firm, it is stated, has a large deal under way, and others are also being negotiated. The Canadian Steel Corporation has a large force of men at work at Ojibway, getting ready for extensive building operations. It is stated that seventeen mills are planned. Just when these will be in operation it is impossible to say. In the meantime, across the line the big plants are speeding up production by every possible means. There have been huge special war demands in connection with the recent advances made by the Allies, and these are being taken care of satisfactorily.

Material for shells, cranes, trucks, tanks, rails for military roads, portable track work, and various other essentials of an attacking and mobile army now are being rushed through the mills to the exclusion of less vital necessities.

As a result the lines have been more sharply drawn for the general distribution of steel, and only a scanty amount of material is available for needs in the B and C classes. The mills insist rigidly that every detail in the way of providing proper priorities and affidavits shall be complied with by the consumer.

WOODEN HANDLES MAY JUMP IN PRICE SOON

FURTHER advances in the prices of all lines of wooden handles are likely to be made shortly. Not long ago the manufacturers made an advance of ten per cent. in prices, but this, it is stated, is not sufficient to meet the increased costs due to higher wages and higher prices for raw materials and freight rates. The manufacturers have been getting orders faster than they can fill them, owing to difficulties in obtaining raw materials. Firms who buy large quantities of hickory and other timber in the Southern States have to get certificates from the War Board at Washington before the goods can come into Canada. In view of the drastic restrictions which are being imposed by the American Government with a view of concentrating all the forces of the nation on war production, and cutting out non-essentials there are often delays in obtaining these certificates. Some manufacturers will not be surprised if in the near future they find it impossible to get in the wood they have purchased across the line. In case the American Government takes action which will hold up the delivery of these supplies the manufacturers will have still another problem to deal with, that of trying to secure materials at home. This may be done, but in many cases it will mean a lot of trouble and expense, and delays in delivery.

REDUCTION LIKELY IN OUTPUT OF TURPENTINE

THE reduction in the receipts of turpentine at the three principal American ports in the South for the remainder of the season will be extremely small. Under the best of conditions they will be only approximately one-half of what they were last season. If labor conditions grow worse, as indicated by report from Pensacola, the slump may run as high as 55 to 60 per cent. In that event the three ports for the seven months of September-March would hardly receive more than 50,000 barrels of turpentine. Under the very best of weather conditions and labor as it is they can hardly pass 60,000 barrels, which is just about what the single port of Jacksonville received for that period of last season. This tells the story plainly of the shrinkage that is ahead in supplies. True, turpentine has not yet been benefited in value by the decreased production as it should have been, but when the season closes and it is found that the crop has been cut so greatly and production for 1919 will be equally as small, or smaller, the effect on values must be pronounced, especially if it is apparent that 1919 will bring peace and a rush from Europe for supplies.

BIG CALL FOR GLASS FOLLOWING EXPLOSION

ONE man was killed and damage that will total $50,000 was caused at London, Ont., on Saturday morning, when an acetylene gas plant, used for refilling the tanks for auto lights, blew up. Among the stores damaged was that of J. A. Page, hardware dealer, at 807 Dundas Street. Mr. Page's garage was blown away, and the plate glass windows of his store smashed to pieces by the explosion. Store fronts and the glass in windows for blocks were shattered, and as a result the hardware dealers in London sold so much glass on Saturday and Monday that their stocks were practically gone. The cause of the explosion is unknown. The acetylene plant was owned by Commissioner Fred Mitchell, of the London Engine Supplies Co. An interesting situation may develop in regard to who is liable for damages. If the city by-laws allowed the plant to be operated the City of London may have to pay a large sum of money to settle the claims of those whose houses were wrecked.

PAINT MAKERS ANXIOUS OVER TIN SITUATION

CANADIAN paint manufacturers are watching the situation across the line with considerable interest. Conditions as far as the priority rights of the paint and varnish industry are concerned have not improved.

The Secretary of the Paint and Varnish Manufacturers' Associations considered the tin plate situation so serious that he issued a bulletin to the general effect that the supply of cans would be cut off. Owing to the shortage of plate and the already big general demand, supplemented by exceptional crops of perishable food stuffs, there has been a call for plate never before equalled in the history of the industry. The Government has summoned to Washington representatives of the various industries, such as coffee, syrup, tobacco and lard, explained the situation frankly and asked the co-operation of these industries in the substitution of fibre packages for tin and has in general received their promises to comply with the Government requests in this particular. Paint, however, with its weight, its dryers and various chemical solvents, cannot, at present and probably never will be packed economically in anything but tin. It is, therefore, important under present priority rulings that the essential nature of the industry be recognized or the shortage of tin plate may be very disastrously felt.

BRISK DEMAND FOR PAINT FROM DEALERS

RETAIL hardware men are ordering freely already for next season. They are also observing the new ruling regarding containers, quite generally, and their specifications are coming to hand for gallon and quart tins, in place of the half-gallons and pints. Manufacturers are anxious that this should be clearly understood, so that there may be no delay through ordering in such sized packages as cannot be supplied after December.

PLAN TO STOP ALL GUESSING CONTESTS

AT the coming session of Parliament steps are to be taken by the Retail Merchants' Association to bring about such amendments in the Trading Stamp Act and the Lottery Act as would prevent the carrying on of all guessing contests by merchants.

It has been a disputed point as to whether a guessing contest is a game of chance or a contest of skill. The aim of the amendments to the existing Act will be to make it illegal to carry on such guessing contests.

As to whether this is a good step or not—that is so far as restricting guessing contests goes—HARDWARE AND METAL need not now say. If, however, the amendments do make the Acts clear as to what is an offence and what is within the law, they will be along the right line. At the present time merchants who are law-abiding citizens in every way, and who have the ordinary man's hatred of being haled into court, are summoned for some supposed infringement of an Act which seems capable of wide interpretation. Anything which makes for a clearer understanding of these Acts should be in the interest of the retail trade as a whole.

SHIPMENTS OF COAL STEADILY INCREASING

ASIDE from the war news the most cheerful news of the week for business men comes from the United States in the announcement that the anthracite operators and miners are keeping their promise to the Fuel Administration that the anthracite production of last year would be maintained and, if humanly possible, exceeded. Shipments in August last established a new record for that month, repeating a similar record made in July. The quantity sent to market last month amounted to 7,180,923 gross tons, an increase of 96,148 tons over July and 96,148 tons over August, 1917. Shipments for the first five months of the present coal year, beginning April 1, have amounted to 34,388,996 tons, as compared with 33,297,109 tons for the corresponding period of last year, a gain of 1,091,887 tons, or a little over 3 per cent.

RAILWAY WORKERS GET SHORTER HOURS

SHORTER hours and increased wages for more than 75,000 Canadian railway employees have been granted by the Canadian Railway War Board. Just what effect this will have on the business of the country remains to be seen. Many of the railways have been working to capacity to handle the volume of business thrust on them. They have been short of help. Help is not as plentiful right now as it was even a few months ago, and with the workers who are available working shorter hours it would seem that the railways must either secure more employees or else move freight less rapidly. Some railwaymen expect that more women will be employed. This is what has happened in England and the United States.

The increases in wages granted by the War Board exceed $22,000,000. This is a big addition to the railway companies' pay rolls and will eat a large hole in the revenue they get from increased freight rates. The War Board at its meeting ordered that hereafter the eight-hour day shall prevail in all Canadian railway freight sheds. Instead of opening at 7 a.m. and remaining open until 5.30 and 6 o'clock, the sheds will now open at 7.30 and close at 5 o'clock for five days in the week, while on Saturday the closing hour shall be 1 o'clock. This goes into effect October 15.

The employees affected are mostly stenographers, clerks, office boys, messengers, watchmen, section men.

A Radical Price Experiment

Retailers Compelled to Show Cost and Selling Prices on Goods in Plain Figures—Order Applies Only to Retail Trade—New Order in State of Arizona

EDITOR'S NOTE:—How would you like to be compelled to make known to all your customers and competitors the gross profit on each individual line sold in your store? Supposing you were ordered to mark both cost and selling price on all goods, in plain figures, thus showing your gross profit to your customers. Would you object to such procedure? Commencing Oct. 1 retail merchants in the State of Arizona are compelled, under orders from the State Council of Defence, to mark their merchandise in plain figures, with both the cost and selling price. This action is of great signifiance. The U.S. War Industries Board is now considering a plan to stamp the wholesale price on all merchandise sold in the United States. The Canadian Fuel Controller has just made it compulsory, through an Order-in-Council, for dealers in gasoline, who sell over 1,000 gallons a month to have posted up in a conspicuous place the cost and selling price of gasoline. The following article, outlining the Arizona plan, and some of the difficulties likely to be encountered, should be read by every merchant, both wholesale and retail. The article is reprinted almost in its entirety from "Printers Ink," New York, and outlines in a most practical manner many of the difficulties likely to be encountered.

IT is a trait of human nature to believe things are much better way off somewhere. Merchants in Tyler, Texas, complain that their townspeople go to Dallas to spend their money when they ought to spend it at home. Dallas merchants are contiually worried at the amount of Dallas money which goes to St. Louis. And in St. Louis it is a big job to keep the moneyed people from doing their trading with the storekeepers on Fifth Avenue, New York City.

Home town people everywhere seem to have an idea that merchants in other places are somehow more up-to-date than the local business men, and sell things much cheaper.

The State of Arizona is so impressed with these things that it is taking matters into its own hands. Beginning October 1 every retail merchant in Arizona must plainly mark every piece of merchandise with the retail selling price, and also the wholesale, or cost price. Arizona folks are about to learn just how much the storekeepers have been "profiteering on them all these years.

Talk about retail profiteering is not confined to Arizona. It has been a burning question everywhere since the war began to send prices skyward. It is a burning question with national advertisers.

In a cantonment town in the South there had been constant complaint of high retail prices. Soldier boys said every merchant along Main street raised his prices the moment a man in uniform entered his store. Civilian customers growled among themselves that the retailers were a bunch of grafters who raised prices because the coming of the soldiers had doubled the population of the town, and they had the public at their mercy. The most well meaning storekeeper in town, returning from work on a Liberty Bond or Red Cross committee, might at any time enter his store to find things in turmoil on account of some indignant customer protesting at the prices asked, and demanding to meet the grafting proprietor face to face.

There were so many complaints at last the chamber of commerce advertised that it would welcome any charges against local business men, and see that any irregularities were adjusted. A committee was named, composed of three leading citizens, and an equal number of army officers, to act as a jury in any case of profiteering.

Accusations of Profiteering

The complaints were varied. One charge was against a clothing firm which had asked 25 cents for a man's collar. The complainant stated that he could buy the same make of collar in any other town at exactly half that price. A soldier boy alleged that he had been charged 7 cents for a package of cigarettes which had sold for a nickel in his home town ever since he could remember. A lady appealed to the committee to make a jeweler refund the $30 which she had paid for a wrist watch some weeks before, because a friend had told her she could get it cheaper by sending to a Chicago mail-order house. She added that she was tired of a wrist watch anyhow, and believed she would rather spend the money for a fur boa.

An army officer—yes, a real officer with gold hat cord, leather puttees and everything—made a written complaint against the proprietor of a watermelon stand, alleging that he had been charged 10 cents for a slice of watermelon which was less than two inches thick, same being carefully and accurately gauged by a tape measure which the officer carried in his pocket.

All of these complaints are on file in writing at the office of the chamber of commerce of the cantonment town in question. Of the first twenty complaints only one might have been considered a case of profiteering. A soldier had bought a plated watch chain at a pawn shop and had really been charged an exorbitant price for it. The chain, however, was of a widely advertised brand, everywhere sold in first class stores at a uniform price, so the pawnbroker, caught red handed, was compelled to refund the amount overcharged.

In spite of the fact that the vast majority of profiteering complaints proved upon investigation to be baseless, citizens felt the reputation of their town might be impaired, and a mass meeting of citizens of all classes was held to consider the matter.

At this meeting a professional man proposed a remedy. "Most of the complaints are made by army people," he said, "and that reflects on our patriotism. Our merchants may, or way not, be charging too much for their wares. But I won't discuss that. What we are most concerned with, is the necessity of saving the reputation of our city. What I propose is that our merchants shall give a 10 per cent. discount to all persons wearing the uniform of the United States Army."

To many of those at the meeting the professional man's proposal seemed rather reasonable. But fortunately for the merchants, one of the leading bankers of the town was present. "I am in position to know a great deal about the inside of retail merchandising," said this banker, "because my institution handles the accounts of a great many retailers. The gentleman's discount plan would not work. I speak from personal knowledge when I say that **not one merchant in fifty makes 10 per cent. net profit on his total sales.** When, therefore, you propose to compel a merchant to give a 10 per cent discount to any class of people you are compelling him to sell his goods at a loss. And if carried to its logical conclusion there would come a time when there would be no storekeepers in our town at all, because every one of them would go bankrupt."

The 10 per cent. discount idea was not adopted. Instead, it was decided to appoint a vigilance committee to

Current Events in Photograph

RATIONS FOR THE AIR FLEET

The unhappiness of the German retreat is emphasized by this picture. Here is displayed one night's rations for the bombing squadron. All these bombs are for German camps, munition dumps, railway stations, in fact anywhere that they will aid in congesting matters for the retreating enemy and make his homeward path the harder.



watch for any cases of overcharging that might occur, and enforce a stern boycott against any storekeeper guilty of such action. So far this has worked well. Frequent stories are carried in the local newspapers regarding the efforts of reputable merchants to keep down prices, and far fewer complaints are made than formerly because the public is convinced that the local people are trying to give them a square deal.

Why It Is Impossible For Merchants To Profiteer

All this has direct bearing on the plan adopted by Arizona, compelling every retail merchant to mark all merchandise with both cost and selling price, so customers may see how much profit they are paying. The writer has recently traveled throughout a large portion of the United States and has everywhere heard that retailers are taking advantage of war time conditions to advance their prices. When the complaints are simmered down it nearly always appears that the complainant believes conditions in his own town are worse than anywhere else. The man who had to pay 25 cents for a collar in the Southern cantonment town believes that the haberdasher back in Rochester N. Y., were he used to live, is still selling them two for a quarter.

Now the question arises—are retail merchants really profiteering? The writer says unhesitatingly that they are not. And a very good reason why they are not profiteering is because they can't. This is not saying that some merchants would not like to profiteer. But the laws of the game are against them.

A Government expert who had been engaged on a campaign to rid one of our large cities of its plague of rats, recently made a very striking statement. "Rats, or any other pest," he said, "invariably increase to the utmost limit of the food supply."

This statement applies to business men as well as rats. There is no longer any frontier in the United States. Men who are thinking of going into business cannot go out West somewhere and find a town where there will be no competition in their line. Every town in the country is supporting just as many business houses as there is a living for. Some, by extra efficiency, get along well and make money. But every year some drop out of the running.

Now let us see how things would work out if merchants in every line were compelled to take the public into their confidence and tell them what their goods cost at wholesale. A line which sells very rapidly can, of course, be retailed at a very much smaller profit than a line which sells slowly. And, contrary to general belief, goods which are necessities do not always move rapidly. Crockery and furniture are two lines of necessities which not only move slowly, but from their nature are expensive to handle, and therefore must bring a large margin of profit.

A state convention of retail merchants was recently held in a middle Western city of something over a hundred thousand population. One evening after the sessions of the day were over a number of the delegates were sitting around their hotel, and one of them remarked that there was no exclusive crockery store in the city, adding that someone was evidently overlooking a good thing.

A man in the group spoke up. "I live here," he said, "and can tell you about the crockery store business, because I lost some money in that line myself. During the past seven years three retail crockery stores have started in this city, and each one of them has gone broke. And the reason they went broke was because they did not have the nerve to charge enough profit.

"You gentlemen doubtless know," the speaker continued, "that the retail crockery dealer must get a long profit on account of breakage, heavy freight charges and similar expenses connected with the line. But you will probably be surprised at the actual figures.

Customers Would Be Up In Arms If They Knew This

"A retail crockery dealer to come out whole must add 20 per cent. to the invoice cost of an article and then double that sum for his retail price. For example, a set of dishes comes into his store, costing wholesale $10. He adds 20 per cent. to that, which make $12. He doubles that amount, which comes to $24. And he has absolutely got to get $24 for that set of dishes or he will be doing business at a loss.

"As I said, three crockery stores have gone broke in this town because they did not realize how much it cost them to do business. Very likely some other man will tackle the proposition, and it can be made to pay if he charges a living profit. But meanwhile the local people have to pay even more than the figures I have quoted, because whenever they want to buy a piece of nice

china they have to send out of town for it, and pay heavy express charges."

It may be presumed that this man knew what he was talking about, and that a margin of more than 100 per cent. is necessary in the retail crockery business. But what chance would a storekeeper have with a frugal woman customer when his sales talk had to run something like this: "Here is a beautiful dinner set, Ma'am, in the very latest decoration. It actually cost us $10; but I can let you have it to-day for the very low price of $24?" Would the lady tell the neighbors that the crockery man was a grafter? She would.

If the plan of marking wholesale cost were to be carried out thoroughly it should of course apply to every one who sells anything for money. Take the case of a lawyer, for instance, who does a piece of legal work and renders a bill of a hundred dollars for it. His cost would probably be something like $5.35, which he would have expended for typewriting and buying a lunch for a good witness. But it might be contended that there is no similarity between the business of lawyering and that of storekeeping. One sells service and the other sells merchandise.

In some lines of retailing, however, the dealer sells both merchandise and service. There is a high grade American gentleman's watch which costs the dealer $50 and retails at $75. That looks like a pretty nice profit on an article which is not expensive to handle, like crockery or furniture. But when the dealer sells one of these watches he is not through with it by any means. He must give service on it for a year. During that time if the mainspring breaks he must replace it without charge. He must spend his time every few days in regulating the timepiece, because it takes months to get a watch adjusted to the owner's habits. And so, at the end of a year, the $25 profit which the dealer apparently made has dwindled down to $5 or $6. But it would be hard to make a customer see it that way who was getting ready to spend his hard earned money.

Predicted That Agitation Will Be Widespread In Arizona

The plan adopted by Arizona, the newspapers say, is being watched by the Washington Government with interest. It is hoped that the measure will "allay agitation and restore public confidence in retail merchandising."

But won't it work just the other way? Any man who has ever sold goods at retail can imagine what real, sure enough agitation will take place when a customer looks at the tag on a wardrobe trunk and sees the wide gap between cost and selling price. And to look at a similar tag on a dining room table would certainly destroy any confidence in retail merchandising that such a person ever possessed.

But such margins have to be maintained if a storekeeper is to stay in business. **There is an average profit on every line of merchandise which has been found correct by years of experience, and the success or bankruptcy of ten thousand merchants.**

Retail profits adjust themselves automatically. All the storekeepers in a town might illegally get together and raise their prices 5 per cent. But before the end of the month some merchant in a nearby town, hearing of it, would open a branch store in their midst with prices at the proper level and take all their business away.

The laws of the Medes and Persians have nothing on the laws which inexorably dictate the percentage of profit which a merchant may put on his goods.

If he puts on too long a profit his competitors cut under him and he goes broke from lack of patronage.

If he puts on too short a profit he goes broke through the activities of his creditors.

Will Plan Work?

The Arizona State Council of Defense is very hopeful that the measure will check profiteering, restore "public confidence in retail merchandising" and allay agitation. Business men, however, are not so enthusiastic about the plan. They can't see how it can be equitably enforced, but if it is enforced they are afraid it will play havoc with business.

As simple as the Arizona plan may seem to its projectors, it is very likely that human nature will nullify it. The public is not a competent judge of how much profit a business man should make. Not possessing all the facts, it is not in a position to give an unprejudiced opinion.

On many products retailers aim to make a gross profit of 33 1/3 per cent on the selling price. That means a gross of fifty cents on a $1.50 article. But if a retailer were to state openly what his profit is, he would be waving a red flag in the face of his customers. Most of them would not believe that his net out of that fifty cents was only five cents or perhaps less. In many cases, despite the large gross, the transaction may show an actual loss.

People as a whole, have no conception of how much it costs to do business. That a merchant needs 30 to 40 per cent. gross on many products in order to come out even taxes the credulity of people who are inexperienced in running a business. Among farmers there was at one time a widespread belief that if a merchant got 10 per cent. above the delivered cost of his goods, it ought to have been ample.

Another objection to the Arizona plan is that people will expect to find uniform profit margins marked on goods. They won't be able to understand why one thing must bear a higher margin than something else. As a matter of fact, though, merchandise has to be priced according to its salability. Goods that turn slowly must bear a higher margin than those that turn rapidly. A number of other factors influence markups. As at present conducted, successful merchandising consists in being able to strike a happy average.

Having a merchant's profit appear on the goods will incline many persons to haggle with him to get it reduced. If the margin appears ample, people will have a good excuse to ask for a cheaper price. Knowing the seller's profit they will shop for a low margin as well as for a low price. This will inevitably lead to price cutting. Each merchant will want to have the profit that he asks lower than that of his competitors. The further fact that retailers do not always buy their goods at uniform prices would lead to other unpleasant complications.

Theoretically, of course, there is much to recommend this ruling of Arizona's War Council. It will be a fine arrangement for showing up the fellow who cuts the prices of well-advertised products and then makes up his loss by charging enormous prices for unfamiliar goods. The scheme will expose the shortcomings of the careless buyer and the indifferent manager. But the chances are that if the ruling is strictly enforced it will in some respects hit the efficient as well as inefficient.

If we were living in an age of absolute standardization this Arizona plan might work smoothly. If prices, qualities and everything else about a product were completely standardized retailers would have to operate on a uniform margin, and then of course there would be no harm in making it known to the public. But as it is there is still too much individualism in business despite the wide socialization that the war has caused to permit this Arizona idea to function easily.

If these dilettante economists insist on enforcing their ruling there is one way the Arizona merchants can lighten the blow, and that is to advertise steadily to their customers what their cost of doing business is. Let them explain their service and tell what it costs them to support it. If it is necessary to make public the gross profit, why not make public the many expenses that eat up that profit,

NAVAL STORES MEN PRESENT CLAIMS

A petition has been presented by the General Naval Stores Committee to the Paint and Pigment Section of the United States War Industries Board, asking that no price be fixed on rosin or turpentine, giving as a reason that such action or threat to take such action, will result in a further serious curtailment in production, and also that any further curtailment would result in a famine in rosin, thereby prohibiting the essential consumers being assured a sufficient supply at whatever price.

The committee also has asked, in order to assure sufficient production, that turpentine labor be given deferred classification up to the amount necessary to produce sufficient rosin to meet the essential requirements; also, that rosin be placed on the essential list.

Drastic Order Will Affect Trade

U.S. War Board Orders Discontinuance of Manufacture of Many Lines Sold Through Hardware Trade

A NEW order of far-reaching effect has been announced by B. M. Baruch, chairman of the United States War Industries Board. The latest order effective December 31, 1918 will affect many lines imported into, and sold in Canada. The lines chiefly affected are electrical heating and cookery appliances.

In the appliances not discontinued, the Conservation Division has cut out 691 different styles and sizes. For instance, in chafing dishes, there were 36 styles and but 3 will be allowed; of electric teapots, 20 styles and 1 allowed; of toasters, 10 styles and but 2 allowed. Manufacturers are to discontinue silver plated and copper finish appliances from the styles and sizes they will continue to make.

The official announcement with details follows:

The conservation division of the War Industries Board, applying its program of eliminations to conserve essential materials and labor to free capital tied up unnecesssarily in manufacturers' and merchants' stocks and to simplify factory production, has issued a schedule for manufacturers of electrical heating appliances which calls for discontinuance of the manufacture of the following electrical utensils and appliances:

List to Be Discontinued

Carburetor heaters, hand-wheel heaters, in-take heaters, manifold heaters, primer heaters, blankets, robes, cigar lighters, frying pans, plate warmers, curling irons, saute pans, waffle irons, fluting irons, egg boilers, soup kettles, stew pans, corn poppers, hand dryers, hosiery forms, peanut roasters, transfer irons, vaporizers, varnish sprayers, entree dishes, cigar lighters for automobile, bookbinding appliances, instantaneous water heaters, automobile foot warmers, fudge warmers, vegetable dishes, and all Sheffield plated ware.

The schedule for domestic appliances (600 watts or less, except ranges) provides:

All appliances that are to be eliminated but which are now in the process of manufacture or are completed and in stock may be sold, but no more material for any of these appliances to be purchased except to balance up stocks on hand, and their manufacture is to be discontinued entirely December 31, 1918.

None to Add to Styles

In no case is any manufacturer to add to the number of styles and sizes that he is now making.

Each manufacturer of the following appliances to restrict his output to the number of styles and sizes specified:

	No. of styles	Total No. of sizes
Chafing dishes	3	1
Percolators with faucets	3	2
Percolators without faucets	3	2
Samovars	1	1
Nursery water heaters	1	2
Teapots	1	1
Hot-water kettles	1	1
Ovens	1	1
Reflector heaters	2	2
Toasters	2	1
Toaster stoves	1	1
Convector heaters	1	1
Disk stoves	2	2
Fireless cookers	1	2
Flatirons, 7½ lbs. or less.	2	2
Grills	2	1
Heating pads	2	2
Hair dryers	2	*1

*1 in each style.

Ranges: Not more than six different ranges covering both styles and sizes to be made at any one factory, and none to be made at any factory that is not producing ranges at this date. Nickel plating and fancy ornamentation to be eliminated.

Output to be Restricted

Industrial appliances (over 660 watts).—Each manufacturer of the following appliances to restrict his output to the number of styles and sizes specified:

	No. of styles	Total No. of sizes
Convection air heaters	3	7
Confectioners' appliances	2	2
Corset irons	1	1
Matrix driers	1	1
Tailor's irons, 12 lbs. or over	2	4
Laundry irons, 7½ to 10 lbs.	1	2
Gluepots (no aluminum pots to be made)	1	3
Circulation water heaters	2	11
Immersion water heaters	1	8
Round disk hot plates, open-coil type	1	4
Round disk hot plates, solid top	1	3

Steam boilers: To be sold only where the electrical energy is generated from water power and there is a surplus of such energy available,

Restaurant equipment.—Each manufacturer of the following appliances to restrict his output to the number of styles and sizes specified:

	No. of styles	Total No. of sizes
Bake ovens	1	5
Broilers	2	3
Grids	2	3
Toasters	2	2
Hotel ranges	1	2

ATLANTIC CITY CONVENTION OCTOBER 22-23-24-25.

Four hardware war conventions will be held this year at the Atlantic City Convention on October 22-23-24-25. A large attendance is expected, including representative hardware manufacturers and wholesalers from Canada.

The opening session of the Hardware Organization for War Service will be held at the Marlborough-Blenheim, in the forenoon of Tuesday. It will be a war service conference, attended by both hardwaremen and mill supply men; followed by a special convention in the Rose Room of the Hotel Traymore during the afternoon.

C. W. Ashbury, president of the Hardware Manufacturers' Organization for War Service, will preside at the morning conference and M. W. Mix, president of the American Supply & Machinery Manufacturers' Association, will preside in the afternoon.

Addresses which will be given by Washington officials, including Murray Sargent, chief of the Hardware and Hand Tool Section of the War Industries Board. Information will be given relative to the plans formulated and the progress made regarding the mill supply man's part in the war programme.

On Wednesday, Thursday and Friday following the War Service Conventions, the hardware manufacturers and hardware jobbers will hold their regular annual convention in the Marlborough-Blenheim.

The schedule of the National Hardware Association, so far as arranged follows:

Monday, October 21, meeting of executive committee.

Tuesday, October 22, meeting of automobile and supply branch.

Wednesday, October 23, 10.30 A. M., opening joint session.

Wednesday, October 23, 2 30 P. M., executive session.

Thursday, October 24, 10 A. M., executive session.

Thursday afternoon, meeting of the metal branch.

Friday, October 25, 10 A. M., executive session.

TRADE NOTES

The annual meeting of the National Glass Distributors' Association will be held at the William Penn Hotel, Pittsburgh, Thursday and Friday, October 17 and 18.

This convention is the first gathering of the national glass body since its reconstruction. Present business conditions as affected by the war and post war-industrial readjustments are problems of vital interest to the trade and discussions of these matters will be a part of the regular business.

Because of the call to service Charles S. Kennedy has resigned his position as general sales manager of Lowe Bros. Co. at Dayton, Ohio. He has also resigned as a director of the company. H. M. McCutcheon, formerly district manager at Kansas City, has been appointed trade sales manager.

EDITORIAL COMMENT

EDITORIAL BRIEFS

THE war and its ravages has made a great demand for artificial limbs. And now, because metal is so scarce, they're talking of putting wooden legs on sewing machines.

* * *

SULPHUR is getting scarce. So scarce, in fact, that the chances seem to be much against the youngsters getting their 1919 spring tonic in the form of sulphur and molasses. It's a great age to be livin' in.

* * *

TIN is coming down to where it will soon be on speaking terms with the rest of us. No long ago it had reached the dizzy height where a pound was worth well night $1.50. Now it can't quite get its chin up to the dollar mark even with one toe on the ground. About the time tin hit the $1.50 mark there should have been a couple of lynchings.

THE END DRAWS NEAR

THIS week the Allied world was startled by the presentation of peace proposals by the Central Powers. Peace proposals have been frequent, but always to the present they have been couched in the phrases of a victor. This latest offer bears on its face the desperateness of the situation that gave it birth. The days of the Central Powers are numbered, but they are still days of struggle. To accept this offer would be to leave the task half done.

The danger is not in the fact that these terms might be accepted, but that the people as a whole should come to look upon the task as nearly done, and relax their effort. Any slowing down at this time would be disastrous. It is this that Germany has hoped for, to bring about divided councils; to lull our industries into inactivity by a false dream of peace. A slackening in our endeavours is a victory for Kaiserism, an increased activity and devotion is another nail in its coffin.

The Victory Loan is announced. Its success or failure will in a measure be taken as the measure of our war enthusiasm. A failure would be heartening news for Germany. A great success would mean a surer consciousness of defeat. Mr. Merchant, this is your opportunity to help. To help your country, and to help yourself. It is the time to do your utmost.

KEEP UP THE WALL OF STEEL.

THE Germans may talk peace—they may get Austria or Turkey to hoist the white flag—but the shell factory gives the answer of the Allied nations.

Did you hear of any shell contracts being cancelled on Monday morning on account of the German peace talk of Sunday?

Did you hear of the call being any less for 18 pounders, the 75-m.m., the 155-m.m., the 9.2 or the six-inch?

Not a bit of it. The forging and the machining were going on just the same as though there had been no peace talk, and the shipments were going on with the same unfailing regularity.

As a matter of real fact, the Kaiser's peace kite didn't get the eyes of the world long enough to make the munitions workers miss a single operation.

And there's no let up in the Allied programme that calls for more than capacity production of the steel plants of the continent. Every day sees the figures shoved up a few hundred or thousand tons; every day sees another non-essential line told to suspend operations; every day sees a customer told that there's no steel or iron for him because he's making a line that can wait; every day sees the whole commercial and mechanical fabric of the continent keyed up tighter and harder for ultra-maximum production.

The men who control the steel output of this continent know the enormous tonnage that is being turned out—they know it is a case of steel or men—the more steel the lower casualties, and they are seeing to it that the wall of steel that precedes the march of the Allies eastward is tremendously efficient and perpetually maintained.

The Kaiser and his war lords started this war; they lived it years ago; they planned for it and they plotted and schemed for it. But the Kaiser and his war lords are not going to finish this war. That part of the performance is going to be attended to by the Allied nations of a free world.

The Allies are not fighting for the sake of fighting. The lives of their men are dear and precious to them. They will not fight five minutes longer than necessary, neither are they disposed to cease five minutes before they have accomplished the task to which they have set their hand.

Will Enforce Law Against Hawkers

Border Cities Retail Merchants' Association Plan to Prosecute Vendors Who Come Over From Detroit—Steps Being Taken to Establish Classes in Salesmanship in City School—How Long-standing Accounts Are Being Successfully Collected

THE Border Cities Retail Merchants' Association at its regular meeting held in Windsor on Tuesday evening of this week appointed a committee to take up immediately with the council and with the police commissioners the proper enforcement of the law regarding hawkers. A report presented by A. J. Wilkinson, chairman of a special committee, which has been investigating this matter, showed that hawkers of all kinds have been doing a big trade in the Border Cities despite civic regulations which were framed with a view of protecting the home merchants and also the buying public. Because no one has taken the trouble to see that the by-laws are enforced they have become a dead letter, with the result that thousands of dollars worth of merchandise, much of it of an inferior quality, is being sold to citizens of the Border Cities. Many of the hawkers come across the river from Detroit and Mr. Wilkinson pointed out that much good Canadian money was being lost to the community and taken out of the country through these hawkers.

"These men are selling all sorts of things," he said. "Some of them have rugs, others have coupons for photographs, others sell grocery articles, others perfumes and toilet articles and some sell stoves. Their method of selling stoves is to sell from a catalogue. They show the prospective buyer a picture of a nice stove and then arrange for payment to be made in Detroit. Many of the lines of goods that these fellows are selling are of poor quality and the people have no protection. They are a source of annoyance to the public and a menace to the home retail trade. We have the necessary laws on the books to prosecute these men and it should be done.

The Foxy Hawkers

"Some of them are extremely foxy in their operations. Warned apparently by their experiences in other communities that they are likely to be apprehended and fined they take every precaution against being caught. Some hawkers will make only one call in a district and then will take a street car to the other side of the city and make another. The third call will be made at a point a mile or two away from where the first two were made. It is often extremely difficult to trace them, but if we work together we can put them out of business. I would suggest that every member of this association, as soon as he learns of the presence of one of these hawkers in the city, at once telephone the secretary of the association. The secretary will notify the police and every effort will be made to have the vendor arrested. The association can then prosecute.

The report of Mr. Wilkinson was unanimously adopted and a committee will get busy at once.

Salesmanship Classes

The members of the association also named a committee to meet with a committee from the Board of Education with a view of arranging for special classes in salesmanship in the city schools. At the request of the Retail Merchants' Association, Principal Gavin of the High School was present and went into the question with them. He spoke strongly in favor of the establishment of such classes.

"Canada is somewhat of a laggard in this important work," he said. "In Boston classes in salesmanship have long been a regular feature of the curriculum and with most excellent results. Across the river in Detroit they have classes and in addition to what is taught in the schools many firms supplement the instruction with special classes dealing more particularly with the needs of their own business. Many of our Border city merchants tell me that they find that very few of the boys and girls coming from our schools can make out accounts. They are neither quick nor accurate at such work. The merchants say that many of the pupils write badly and, of course, because they have had no training they know nothing about salesmanship.

"You may be interested in knowing what has been done in England recently. Owing to the unprecedented shortage of help caused by the war it was decided to allow boys and girls to leave school before the usual age and take positions in the stores and factories. It was soon apparent that the results would be disastrous for the trade of the future. The children were not trained, and what is more important, they were missing school training at a vital period in their lives. By the Fisher Act recently put into force in England, all children who were taken out of school to help in business must be returned, and in addition they must attend school until they are eighteen years old. The regulation about attending school does not necessarily mean that they have to go to day school. They can work in the day and attend night classes if it is desired. But the point is that they must have instruction.

"I have taken the local matter up with the Board of Education and can assure you of the fullest co-operation in your efforts to secure classes in salesmanship. We will arrange for any special classes you may decide on."

The question of collecting outstanding accounts and of eliminating credit has been receiving a great deal of attention from the Retail Merchants' Association. Some four months ago it was decided to place all collections in the hands of the secretary, T. C. Ray. The results have been more than satisfactory. In less than four months Mr. Ray has collected $3,700. Many of these accounts were of so long standing that they were outlawed, and the merchants had given up all hope of ever getting the money. Mr. Ray got busy. Some of the people paid up, others are paying so much a week or so much a month, and he is keeping right after them.

Get Their Cheques

The Border Cities Retail Merchants'

(Continued on page 54)

The story above refers merely to one meeting of the Border Cities Retail Merchants' Association. In next week's issue of HARDWARE AND METAL a full account will be given of the work that is being done by this live-wire organization. It is unquestionably one of the best associations of its kind in Canada to-day, and next week's story will contain much that will interest every retailer from coast to coast. Watch for it.

EVENTS IN THE TRADE

Business Changes

Toronto.—Cawker Guest Hardware Co. is succeeded by A. V. Guest.

Personals

D. A. McKie, Plattsville, Ont., was on a business trip to Toronto this week.

Ernest Bergeron has joined the sales staff of the Ripley Peck Hardware Co. at Windsor, Ont.

Mr. Waite, of Waite's Hardware, Orillia, Ont., was a Toronto business visitor during the week.

T. F. Towers, bookkeeper with the firm of McKenzie Milne & Co., hardware, Sarnia, Ont., for thirty-six years, recently retired.

Murray Campbell and F. Smithson, have joined the staff of salesmen at the hardware store of Ingram and Davey, St. Thomas, Ont.

Bert de Wolfe, formerly of Copper Cliff, Ont., has joined the staff of McKenzie Milne & Co., at Sarnia, Ont., as salesman. His home is at St. Stephen, N. B.

Cecil Dixon, bicycle and accessory manager of Hyslop Bros., Ltd., Toronto, is now on his second business trip through the Canadian West within a year.

Carland Campbell for the past ten years with the Geo. A. McMurty Hardware, of St. Thomas, has accepted a position with the Walkerville Hardware Co., of Walkerville, Ont.

Wm. Roughley formerly of the sales department of the Hobbs Hardware Co., of London, Ont., has joined the staff of D. H. Howden & Co. and will go on the road taking territory west of London.

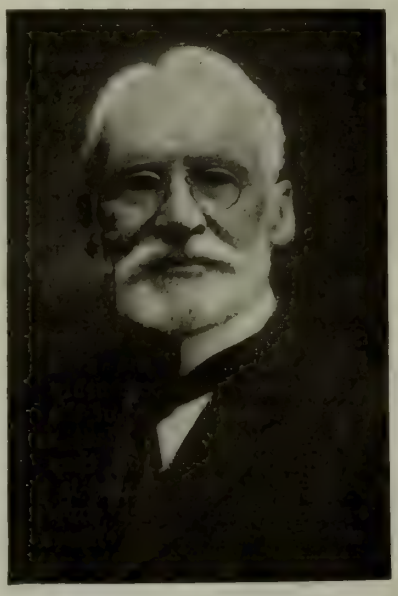
J. R. Johnson, for several years western Ontario traveller for H. S. Howland Sons & Co., Ltd., of Toronto, is now with the D. H. Howden Co., of London and will cover the same territory.

W. D. Ritchie who recently purchased the Collingwood Hardware Co., is ill in a hospital in Montreal. He went to his former home near Montreal to bring his family to Collingwood and while preparing to return was seized with appendicitis.

A. Goddard, wholesale buyer for the Cochrane Hardware, Limited, of Sudbury, has resigned. Mr. Goddard has been associated with the Cochrane Hardware for the past eight years, during which period he was promoted from the position of pricer to sales manager, and from the latter to buyer.

Death Takes Veteran Iron Manufacturer

Randolph Hersey, one of the leading figures in the iron industry in Montreal for many years, died at his home in Westmount on Sunday, at the age of 89. Although retired from active business for the past fifteen years, Mr. Hersey had been in fairly good health, and spent considerable of his time in California. He was born in Canton, Maine, on Nov. 30, 1829, and came to Montreal in 1852. With the firm of Holland and Dunn, he learned the cut nail making trade. Later he became a partner in the Pillow and Hersey Manufacturing



RANDOLPH HERSEY
Former President of the Pillow Hersey Manufacturing Co. of Montreal.

Co., which firm operated one of, if not the first, rolling mills in Montreal. This was originally built and operated by Mr. Hersey's uncle, Mansfield Holland.

In 1862, Mr. Hersey sold his interest in the nail business, and joined the firm of T. D. Bigelow and Son, later known as J. T. Bigelow and Co. The subsequent change of this firm formed the partnership known as Pillow, Hersey and Company, Mr. Hersey being a partner with John A. Pillow. In 1887 the company was incorporated as the Pillow and Hersey Manufacturing Company, Mr. Hersey being president. He held this position until 1890, when Mr. Pillow became president, and on the death of Mr. Pillow in 1902, Mr. Hersey again resumed the presidency. His retirement followed in 1903, when the firm sold out to the National Rolling Mills Company.

Mr. Hersey was philanthropic in his activities, and among other things was a member of the Mechanic's Institute for 54 years. Of the Montreal General Hospital he was a life governor, and also of the Protestant Home for the Insane. He was also a life member of the Montreal Art Association, and in religion, a Unitarian.

Obituary

W. H. Anderson, of the firm of Anderson & Langstaff, died at Kemptville recently. He was one of the oldest hardware and general store merchants in Eastern Ontario.

J. S. Mitchell. of J. S. Mitchell and Son, Sherbrooke, Quebec, will have the sympathy of his many friends in the loss of his wife this week. Mrs. Mitchell, it is understood, was a victim of Spanish influenza.

Fire Losses

Clinton, Ont.—Fire destroyed the glass and oil warehouse, and also the stables of Harland Bros., Clinton, Ont.

The premises of E. T. Wright & Co., of Hamilton, Ont., manufacturers of tinware were damaged by fire, the loss was not serious.

Halifax, N.S.—The large paint warehouse of Frank Reardon and Company, corner Market and Duke streets, caught fire, and the building and contents, valued at nearly $200,000, will be a total loss.

Fire which followed an explosion about four o'clock in the morning in the hardware store of H. Hunter at Hartney, Manitoba, completely destroyed the premises and entire stock. The loss will be about $7,000.

HARDWARE ASSOCIATION MEETING AT MONTREAL.

The annual meeting of the Canadian Wholesale Hardware Association was held this week at Montreal. Only matters of a strictly business nature came up for discussion, the banquet feature of pre-war years being dispensed with.

The Electric Iron Co., of Orillia, Ont., has been granted a Dominion charter.

The Canadian Johns Manville Co., of Montreal, has obtained a Dominion charter.



Pte. W. Earl McMaster, son of Mr. and Mrs. John McMaster of St. Marys, Ont., who enlisted in the 110th Battalion, was shell gassed on August 5 and died September 10. Before enlisting he was employed in the St. Marys Hardware, Limited, St. Marys, Ont.

Lieut. Christopher Trees, aged 35, was killed in action in the recent fighting. Prior to enlisting in the 234th Peel Battalion in 1916, he was a director in the firm of Samuel Trees & Co., Ltd., saddlery hardware, 42 Wellington st. E., Toronto. He was a member of Zetland Masonic Lodge, and the Toronto Board of Trade.

Gunner Eric M. Fraser, for some years connected with the James Walker Hardware Co., Ltd., Montreal, has paid the supreme price in recent fighting. Word was received during the week of his being killed in action. He joined the forces in May, 1917, training for a time in Montreal and later overseas. He had been with the Walker Hardware Co., Ltd., since September, 1909.

Lieut. Fred J. Mills, M.C., was decorated by his majesty King George, at Buckingham palace, on Sept. 11, 1918, for valuable information obtained while serving in the observation post, in the battlefield in Flanders. He has been wounded, having been struck by a 5.9 shrapnel shell, and is at present in the Perkins Bull convalescent hospital, in London. He went to France in September, 1916, with the 40th Sportsman's battery. A brother, Wilfred Mills, who has been serving in Italy was awarded the Italian Cross for meritorious services. Both young heroes are members of the Mills Hardware Company at Hamilton, Ont., and are sons of Charles Mills.

Sherwin-Williams Appointments

H. H. Eager Succeeds W. S. Fallis at Winnipeg—Assistant Will be A. W. Mowl—Both With Firm For Many Years

H. H. Eager has been appointed sales manager, Western district, Winnipeg, for Sherwin-Williams Company of Canada, Limited, succeeding W. S. Fallis, who, as announced in HARDWARE AND METAL some time ago, became managing director of the company with headquarters at Montreal. Mr. Eager has been in the service of the company since 1903, and has travelled every part of Western Canada, from Fort William to the Pacific Coast, in the capacity of representative, and as sales manager of the railway and manufacturing trade. Mr. Eager's intimate knowledge of the West and its requirements, coupled with his long, faithful and successful service, well qualifies him for the position.



H. H. EAGER

Appointed Sales Manager Western District Sherwin-Williams Company of Canada, Limited.



A. W. MOWL

Appointed Assistant Sales Manager, Winnipeg District, Sherwin-Williams Company of Canada, Limited.

A. W. Mowl, who has been appointed to the position of assistant sales manager, has been associated with the company since 1902, having joined their services with the present managing director while in England, and during the past ten years has filled various positions up to that of chief clerk in the Winnipeg office.

The management states that they have every confidence that under the direction of Mr. Eager, assisted by Mr. Mowl, the company's policy of expansion will not only be continued, but enlarged upon in every direction.

Montreal News

W. S. Fallis, Managing director of the Sherwin Williams Paint Company was a business visitor in Toronto this week.

The Otter Mfg. Co. of New York was represented in Montreal by Chas. R. Dietz.

S. E. Hawkins of the Eclipse Mfg. Co., Indianapolis, was in Montreal during the week.

W. G. Harris, Sr., of the Canada Metal Co., Toronto, was in Montreal during the week.

Morris Wheeler of Sargent and Co., New Haven, Conn., was in Montreal calling on the trade.

J. C. Donnelly, with the Standard Woven Fabric Co., Walpole, Mass., visited Montreal in the interest of his firm.

H. Kearns, managing director of B. & S. H. Thompson and Co., Ltd., wholesale metals, Montreal, has returned after a short vacation.

George C. Wiltshire, with F. H. Noble and Co., jewelers' findings, 59th and Wallace streets, Chicago, was in Montreal this week.

W. D. Lewthwaite, heavy goods mananager for Frothingham and Workman, who has been confined to his home with grippe, is improving.

Quite a number of the wholesale and retail firms are seriously handicapped through the illness of members of their staffs. This has affected wholesale and retail hardwares, and manufacturing plants of various kinds are short of scores of workers.

BRANDRAM-HENDERSON CONVENTION.

The annual convention of Brandram-Henderson Ltd., managers and sales staffs was held at Montreal this week.

JOINS BRANDRAM-HENDERSON STAFF

A. N. Creamer has been appointed advertising manager of Brandram-Henderson, Limited, and succeeds J. G. Lorriman, recently resigned.

Mr. Creamer is a native of Montreal, and his experience covers various phases of advertising. Mr. Creamer is said to have special qualifications for his new work. He has already assumed his new duties.

THE CLERKS DEPARTMENT

EVIDENCE AGAINST SUGGESTED STINGINESS OF THE WEALTHY

Financial Princes Who Live Up to Their Incomes But Not Beyond Them, as Those Who Envy Them Sometimes Do

POPULAR opinion to the effect that very rich is synonymous with very mean can be easily exploded by investigation. Some examples of wealthy men's munificence have been already shown here. As a matter of fact the probabilities are that out of a hundred very rich men and a hundred men of average income the quality of "meanness" might be found to run about the same percentage for both conditions of financial ability. Possibly amongst the really poor there would be found a higher percentage of the spendthrift class; people who, when well supplied with cash have been what they call "free-handed," but who in fact have not a true sense of the value of money, knowing its worth only through the lack of it, never through its possession.

Rich But "Good Spenders"

B. C. Forbes, who, for the "Wall Street Journal," has been revealing some of his very intimate knowledge of the characteristics of America's wealthiest men, tells in a recent article of at least two very wealthy men who give the lie to the popular idea that to be rich is to be close-fisted all the time.

Edward L. Doheny believes in living in keeping with his means. It is supposed by many who have the "tipping" habit, and pride themselves upon their liberality, that most wealthy men do not tip well.

"Edward L. Doheny," writes B. C. Forbes, "has the reputation of being one of the most liberal patrons who ever come to New York hotels. I have been told that Mr. and Mrs. Doheny handsomely reward every waiter, every chambermaid, every bellboy, every telephone operator, every elevator boy, and every other hotel employe who renders them any sort of direct service whatsoever.

"Yet Edward L. Doheny, who was a mine prospector for more than twenty years before he discovered indications of oil in the city of Los Angeles, was so anxious to develop his discovery that he worked at the digging of his first well fourteen or sixteen hours every day, lived on next to nothing, and then, when he had proved the existence of oil, he sought capital right and left. For years he kept his living expenses down to rock bottom, putting every dollar into the expansion of his properties."

Tobacco Prince is Princely

James B. Duke, who set out with grim determination to become in tobacco what Rockefeller was in oil, early adopted rigid, systematic saving, and every penny was utilized in his business. The Duke family were ruined by the Civil War, and for a time little James Buchanan Duke had nothing better to sleep on than a bed of straw in a very humble abode in North Carolina. At first, in common with his father and brothers, he peddled tobacco; then a humble factory was opened, the factory consisting of a tiny log cabin.

By and by young Duke branched out, invading New York with a factory in the Bowery. His business blossomed phenomenally; yet when he was making $50,000 a year he lived in a hall-bedroom for which he paid $2.50 a week. Later, when his earnings reached $100,000 a year, he became extravagant enough to hire a $4-a-week room!

Mr. Duke in time handsomely realized his ambition; he became not only the most powerful tobacco figure in America, but became, also, the tobacco king of Europe and is, of course, a millionaire many times over.

A burst-up among the Duke partners was threatened because James B, manager and master mind of the business, would not permit any partner, married or single, to draw more than $1,000 a year from the business.

To-day Mr. Duke owns one of the finest estates in America. "I scraped and slaved for so many years in order to build up my business that I now feel entitled to all reasonable comforts and luxuries," Mr. Duke remarked to me—this was before America entered the war, when spending was not considered a species of disloyalty.

Success Depends Upon Early Saving

The point emphasized by these experiences of business leaders is not that they were niggardly, not that they were unduly selfish, not that they had no natural desire to spend money when young, but that they were wise enough to realize that success depended upon early saving and had willpower enough to exercise control of their appetites. They subordinated luxury and comfort and ease to their ruling passion for success, for achievement, for advancement and expansion. By first learning how to take care of their pennies and their dollars, they learned how subsequently to take care of millions—and how to obtain the means and opportunities to make millions.

This youthful thrift is, when analyzed, nothing but a species of foresight. Its exponents played for the larger stakes of to-morrow in preference to dissipating their earnings day by day.

And, as I have previously remarked, foresight is one of the outstanding characteristics of most captains of industry.

The same enthusiasm they showed in amassing money is often displayed by wealthy men in expending it to good purpose.

Schiff Hard-Working Philanthropist

Jacob H. Schiff works harder as a philanthropist than as a banker. I am told that letters pertaining to his philanthropies receive attention before business letters when he arrives at his office.

This incident will give you a good idea of the manner of man Schiff is: The day the Northern Pacific panic was at its worst there was great excitement in the office of Kuhn, Loeb & Co., as there was in most big banking houses. Mr. Schiff, however, was not on hand. His partners called up his home. He wasn't there. They called up the Union Pacific offices, but he wasn't there either. They frantically tried here, there and everywhere to locate him. But without success.

By and by he walked into the office quite calmly. When his frantic partners pounced upon him remonstratingly, he quietly replied, "I thought the poor people up at the Montefiore Home needed me more than you people down here." He had been attending a meeting at one of his pet charitable institutions!

Mr. Schiff has not only obeyed the biblical injunction to give one tithe of all one earns to the poor, but has gone very much further. He not only gives away money in a thousand different directions, but he devotes probably half of all his working hours to philanthropy. While his own race naturally claims his chief attention, he is neither narrow nor niggardly in his dealings with other races and other causes. He has done, for instance a lot of quiet, effective work for negroes.

Not a "Soft Mark"

Unlike Mr. Morgan, however, he is not a soft mark when it comes to promiscuous "touches." He is wary of strangers. I was extremely amused one day when, as I stood talking with him outside his office, a rather rough-looking diamond, a broad-shouldered husky, came up and demanded in a deep basso-profundo voice: "Are you Mr. Schiff?"

The looks of the man were not prepossessing. I wondered what was coming. So, palpably, did Mr. Schiff. He smiled and tried to give an evasive reply. The husky was not to be put off, however.

Finally, Mr. Schiff said, "Suppose I were Mr. Schiff, my good man, what of it?"

"Then you are Mr. Schiff," the fellow replied, taking off his hat with one hand and holding out the other to shake hands with Mr. Schiff, saying, "I have read so much about you, and know so much about the good things you have done, that I wanted to shake hands with

you and tell you how much I admire you."

Other American Philanthropists

Since war broke out Mr. Schiff has been the outstanding leader in raising money for the relief of the starving and persecuted members of his race in invaded territories. Mr. Schiff takes no special credit for his philanthropic activities. On his seventieth birthday prominent Jewish civic, commercial and other bodies wanted to pay him honor, but he pointblank refused to be feted and, when the day came (January 10, 1917) it was found that he had slipped out of the city.

I asked him why. Here is his reply: "There are any number of people who would like to do just as much as I have ever done, but who have not had it within their power. Because God has blessed me with the means to do something for others, that is no reason why I should set myself up to be praised or feted for doing it."

He celebrated the day by sending no one knows how many cheques to charities. At least four of these cheques, for $100,000 each, were later revealed by the recipients.

There are other American philanthropists of which it will be fitting to say something.

The distribution of one-third of a billion dollars by Carnegie and of perhaps even a larger sum by Rockefeller, to say nothing of gifts of multiple millions by others, has been acclaimed as a phenomenon peculiar to America. Europe gasped when $100,000,000 gifts were announced by Carnegie and Rockefeller, and almost every time some multi-millionaire either gives away or bequeaths colossal sums for philanthropic purposes a chorus arises that never was such bountifulness known in the previous history of the world. True, no modern European nation has produced any race of wealthy philanthropists comparable with our own. Yet it is true even in this connection that "there is nothing new under the sun."

Carnegie-Rockefeller Predecessors

Carnegie and Rockefeller and the others had prototypes centuries ago. Our multi-millionaire philanthropists are really the natural product of this stage of our national development.

The most famous of living historians, Guglielmo Ferrero, in his "Ancient Rome and Modern America," presents intensely interesting and philosophic facts and reflections on this subject. Thus: "One of the social phenomena which are most characteristic of North America, but which would be looked for in vain in Europe, is the munificence of the donations of wealthy men to the public. Families of great wealth in America nowadays feel it incumbent on them, as a social duty, to spend a part of their substance on the people, to encourage education and culture, to bestow benefactions, to help the more needy classes, and to assist with their purses the public authorities in the execution of their functions. In Europe donations in excess of four thousand pounds are rare, and make a great stir.

History Repeats itself

The history of the ancient world shows that this generosity on the part of the rich is a phenomenon peculiar to a certain stage in the development of society, which recurs in all flourishing and prosperous, but as yet not very ancient, societies. In these, some of the public functions are assumed by the rich, because the state has not yet had the time to bring them under its control and to direct them according to laws by it established. If the millionaires of America have, as a matter of fact, but few imitators in Europe, they can boast numberless forerunners in the history of Greece and Rome.

In Athens to begin with, and, later, in the Roman Empire, to mention only the most famous states of the ancient world, education, charity, public amusements, even public works, such as roads, theatres and temples, were always in part left by the state to the generosity of wealthy individuals, who felt it their duty to contribute out of their means to the public welfare. The Roman Emperor himself was, at first at any rate, only the most generous and the best known of these rich donors: a kind of Carnegie, Morgan and Rockefeller of the Empire. The chief men throughout the Empire followed his example, some of them on so elaborate a scale as to challenge comparison with the most munificent American millionaires, when account is taken of the difference in the standards of riches in the respective epochs.

Carnegie a Modern Agrippa

Several of the most highly admired buildings and most imposing ruins in Rome are actually gifts made to the public by ancient citizens. Out of them all, I may cite the Pantheon, that marvellous Pantheon, which we all still admire in the heart of Rome, the monument which stands deathless while the stream of ages flows by. This was constructed by Agrippa, the friend of Augustus, at his own expense, and can be compared in this respect to Carnegie Hall in New York. Agrippa built the Pantheon from the same notions of civic zeal that impelled Carnegie to endow New York with his great Hall. And the two monuments, built by the personal munificence of two ultra-wealthy citizens, with an interval of twenty centuries between them, express the same desire to extend to the whole people a share in the enjoyment of the donor's private fortune."

ENFORCE LAW AGAINST HAWKERS

Continued from page 51

Association has a unique way of making the payment of these collections to the members. Those who have money coming to them must attend the meetings in order to get it. The collections constitute a regular part of the business of the meeting, and when the order is reached for discussion on this matter the chairman calls upon Secretary Ray. At this week's meeting the secretary had a few remarks to make upon the work he has been doing. After he had finished talking he passed out about fifty cheques to members who had given him long standing accounts to collect. One merchant got $118 and was told there was more coming. Many merchants got cheques for from $10 to $50 which they had long ago given up as lost.

"I gave the secretary $400 worth of accounts to collect" said one merchant, who received a cheque for $90. "If anyone had offered me $25 for the whole lot six months ago I would have been glad to take it."

Buy Victory Bonds

"I never expected to see this $50," said another member, "so I guess I might as well buy a Victory bond with it and help along a good cause."

By the system of making the members come to the meetings in order to get their cheques, two important ends are served. A good attendance is assured at the meetings and more general interest in the work of the association is fostered. The secretary deducts ten per cent. from his collections to cover the cost of the work. At this week's meeting it was decided to extend the work, and Crown Attorney Rodd was made an honorary member of the association, and to him will be turned over to handle in the courts any collections which the secretary finds it necessary to take drastic action to collect. Up to the present he has been using a series of three letters, followed by personal appeal. The last letter of the three states that if settlement is not made within a reasonable date that action will be taken.

Will Back It Up

"It is advisable for us to mean what we say," says the secretary." It is no use telling delinquents that we are going to take action and then not do it. We they will pay up, and even if there are laugh at us. When they realize that we are determined to collect and are ready to take the matter to court if necessary they will pay up, and even if there are a few cases in which we lose out it will have the effect of showing others that we are not going to stand any nonsense. When those who buy goods and do not pay realize that this association in full force stands behind any merchant who is a member they will be less inclined to trifle. We can make this body the means of practically eliminating all undesirable credit. If the merchants will cooperate fully and use the facilities they have they need not sell to any parties who have not paid other members. If merchants who have had trouble will send me the names of those who do not pay and turn over all accounts to me, immediate action will be taken. Other merchants who may be doubtful about a party can call me up at my office, and if there is trouble I can soon let them know and save them any loss."

On Cash Basis

President C. H. Smith, who is one of Windsor's leading dry goods merchants declared that he was refusing credit to all who asked for it and putting his business on an actual cash basis. He instructs his clerks to tell anyone who asks for time that it cannot be granted, as owing to present conditions business demands that he get cash for all he sells.

A baker who is a member of the association is so pleased at the collection work that Mr. Ray has done that at this week's meeting he turned over $900 worth of accounts to him to collect.

This week's meeting took the form of a banquet and was held in the Chamber of Commerce rooms. More than 200 members were present and a fine programme was thoroughly enjoyed. Rev. E. T. Collins gave an effective address on fire prevention, pointing out the enormous losses and the importance of taking measures to prevent it.

C. E. Parsons, of the MacLean Publishing Co. spoke on the value of the trade papers to the merchants of Canada.

Hudson Bros., manufacturers of aluminum utensils, 86 Symington avenue, Toronto, are now occuping their new plant on Dundas street, west of Bloor street.

Linseed Oil Situation Depends Largely Upon Transportation

THE position of linseed oil depends upon transportation. This, in a nut shell, is the opinion of a large Montreal crusher, and he is governed in his attitude by the facts which have to be met.

"At present," he stated to HARDWARE AND METAL, "there is a bright outlook as far as the Canadian West and the western United States flax-producing areas are concerned. The crop weather has been reported good and this is one very important bearing on the situation. Tuesday's price on October flax was $3.60 and the feeling has so improved that December oil is being quoted from 10 to 15c per gallon under to-day's figures. But what the situation will be in December is a very different thing and it is probable that the outlook then will be less favorable than it now is.

Railway Troubles

Already the transportation difficulties are serious enough. The lake and river service is very busy and it is not easy to get prompt shipments through. It is the thing we fear most.

In view of the great need for moving war material and supplies, and also for troops to the Atlantic seaboard, and in accordance with rules already announced by the United States Government, there will be little chance of moving additional supplies of goods and raw materials during the rest of this season and into March of next year. This is the feeling of this authority and he believes that there will be little material moving along in December, because of the great need for moving supplies for the government. The submarine menace is less in the winter months and this will prompt the movement of troops and supplies for them during this period. The inevitable result is a curtailment of other business. Flax seed will have to be brought along early if we are to have a supply for the coming season.

Hard To Forecast

It follows, he pointed out, that while the outlook for a very fair crop seems well founded, the market may be held nearer its present basis than it would were freight difficulties less. There may be even a higher price for oil than that obtaining to-day. It is very evident that the situation cannot be definitely forecast by anyone.

One of the immediate difficulties is the strike of freight handlers at Fort William. This, another large crusher thought, would not be permitted to continue. In this case he felt that there would be a fair amount of shipping available and that seed movement would soon be accelerated. Much depends upon the untramelled freight service.

How to Fight the Spanish Influenza

By Charles I. Hastings, M.D., Chief Medical Officer, Toronto

Influenza is an acute communicable disease and is contracted by coming in contact with the secretions from the nose, throat and mouth of a person who is ill with the disease. For this reason, every effort should be made to avoid such contact. This may be done as follows:

1. The person who is taken ill must go to bed promptly. Early going to bed minimizes the danger of the disease. Furthermore he is thus removed from association with healthy persons. He should be provided with his own toilet articles, eating and drinking utensils, which should be sterilized by boiling after use. All discharges from coughing and sneezing should be collected on a piece of gauze and destroyed by burning.

2. The attendant should be extremely careful not to touch his own face or mouth with his hands while handling the patient or infected articles in the sick room, and should cleanse his hands with soap, water and a nail brush, and hold for five minutes in antiseptic solution (1 in 40) Carbolic or (1 in 1000) Bichloride, on leaving the patient. In this way the attendant will protect himself from the disease, and if he washes his hands thoroughly will not carry the disease to another.

3. Every person should endeavor to maintain the highest standard of general health by taking suitable exercise in the fresh air, eating wholesome food, and sleeping with the windows open and arranged so that no draught is produced.

4. Crowded places such as street cars, mass meetings, moving picture shows, theatres and other gatherings should be avoided at this time.

5. Kissing should be avoided.

6. No food should be taken without previously washing the hands, and the hands should be kept away from the mouth and nose at all times.

7. The nose and mouth should always be covered with a handkerchief in the act of coughing or sneezing.

8. All persons, especially those engaged in factories, large business establishments, etc., where a number of people are congregated, should report on the first sign of illness and be relieved of their duties. To endeavour to fight off the disease by continuing at work, not only renders the severity of the illness more severe but also exposes others to the disease.

9. The symptoms in typical cases, are as follows: An acute and sudden onset with headache, intense just behind the eyes, pain in the small of the back and sometimes in the region of the stomach, elevation of temperature from 101 to 104 degrees with a comparatively slow pulse rate. The face is flushed, the tongue coated and in every case there is some redness of the eyes. Great prostration is experienced and the patient usually lies in bed in a "huddled up" position. In some cases sore throat and cough are noted, and with many only part of these symptoms are found.

The temperature becomes normal and the patient recovers within five days, providing complications such as pneumonia, middle ear diseases and affection of the heart do not occur. These may be avoided by prompt and careful treatment.

Consult your physician as soon as you have reason to suppose that you have the disease.

Business Improving In British Columbia

J. C. Pendray, president of the British America Paint Co., stated to HARDWARE AND METAL recently that while there was very little building going on in British Columbia conditions are exceptionally good on account of the shipbuilding, which is making work for everybody. The labor problem, he says, is becoming a difficult one to meet as men are getting such big pay at the ship yards.

There was plenty of evidence, however, that people on the Coast were beginning to spend money on their homes. Furthermore, houses were scarce and new ones would have to be built in spite of the high cost of labor.

MORE GASLESS SUNDAYS.

Washington—The United States Fuel Administration announced that the "gasolineless Sundays" would continue for the present, despite the belief expressed by officials in some sections that the use of automobiles on Sundays might aid in the fight to end the epidemic of Spanish influenza.

TRADE NOTES

Raymond A. Catlin, of the Corbin Cabinet Lock Co., New Britain, Conn., was in Montreal during the past week.

L. A. Willson, manager of Anthes Foundry, Ltd., Winnipeg, is in Milwaukee, attending the Foundrymen's convention. To HARDWARE AND METAL he stated that this has been the best season since the outbreak of war for soil pipe and fittings, the demand being mainly for farm work. Farmers, he said, were building modern houses and installing plumbing.

L. P. Foucar, hardware merchant at Tottenham, Ont., for 47 years was stricken recently with paralysis, which affected his throat and right side.

Partnership has been registered in the Imperial Metal and Heating Co. of Winnipeg.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

LINSEED oil again features the markets this week in a decline of 8c per gallon in some quarters. This is the second decline in a week's time, late advices last week providing for a 10c drop, which means a total decline of 18c. The improved crop harvesting conditions, along with better war news and peace talk, have influenced the cash flax seed market to a level 39c below that of last Wednesday. Even lower prices would not come as any great surprise.

The first change in many months on leather belting has been made this week. New discounts issued provide for an advance of about five per cent. The question of supplies is assuming uncertain proportions, and no guarantee as to the future is held out in respect to getting materials.

Lower prices which have resulted in a narrowing of the range of quotations on solder have been issued this week. The tin situation seems somewhat better, though the metal is unchanged. Lead is very scarce, and the result on manufactured lead products, as supplied for commercial requirements, may be a revision in prices to higher levels.

Higher levels of prices on cotton waste are looked for on completion of present contracts about December 1. Difficulty in securing raw materials is manifest, one firm reporting that they have to use all white cotton thread to complete some of their orders for colored waste, due to shortage of the colored thread. In wool waste a Government standard has been adopted and there will be one grade only. Manufacturers are required now to put in at least 40 per cent. cotton in their wool waste, 60 per cent. being maximum wool permissible.

Many important lines in the hardware merchant's stock have come under revision, providing for advances in practically every instance. An advance of 25c per 100 pounds in cut nails is now effective. Barb wire is up 25c per 100 pounds in some quarters, while others report all quotations on both barb wire and galvanized wire withdrawn.

A change to higher levels has been made through a revision in the discount on some makes of files. Jack screws are higher, and glass lamps show an increased price of about 20 per cent. Sweat pads have followed the upward trend along with wrapping paper, door checks, food choppers, spark plugs, cold chisels and some lines of table cutlery. Business in all fall lines has been remarkably good, and shipments of skates, hockey sticks, snowshoes, etc., are now being made.

MONTREAL MARKETS

MONTREAL, October 10.—Advances for the week have been made on electric irons, scythe stones, files, cut nails, handles, eavetrough, conductor pipe and elbows, and antimony. A firming market for steel sheets is noticeable. Declines have been recorded for solder and tin, and both these lines are reported quiet, a very limited trade being done.

The outlook for business has been maintained very well, and the jobbers have little complaint in this respect. It is simply a question these days as to whether supplies can be maintained in the measure desired.

Electric Irons, Scythe Stones Up

Montreal.

IRONS, SCYTHE STONES.—Electric iron of Gold Coin and Princess makes are up 25c each to $3.75; this is the best price for any quantity. Scythe stones are up about 25 per cent.: Canada Red End No. 1 are now $6.25 per gross; Bay Chaleur $8.15, and Acme $9.40 per gross.

All Kinds Handles Advance About $1 Doz.

Montreal.

HANDLES.—An advance approximating about $1 per dozen is made in the price of handles of all kinds. As showing the new high prices a few sample prices are given: For 36-inch second growth hickory axe handles $7.20 per dozen is asked; pick handles of similar grade and length $7.70; sledge $5.25; hatchet 14-inch $2, and nail hammer of this grade $1.75.

Sheet Packings Make Advances

Montreal.

PACKINGS.—New advanced prices for packings are announced. Samson gas engine packing, 1-32 inch thickness is on the following basis: Pound lots advanced to $1.37 from 90c; 25-lb. lots from 84c to $1.28, and 100 lbs from 78c to $1.18. Raybestos sheet packing in 1-32-inch size and also 1-16-inch are on the same basis at $1.10 in single pounds; $1.04 in 25-lb. lots, and 95c in 100-lb. lots. Previous prices for comparative lots were $1; 94c and 86c per lb.

Gas Tubing Higher; Line Oilers Also

Montreal

TUBING. OILERS.—An increase is made in the prices for red rubber gas tubing. Small quantities selling before at 4½c per foot are now 5c per foot; 50-foot lengths formerly sold at $4.38 per 100 ft. are now priced $4 69, and 250-foot lengths advanced from $4.02 to $4.32 per 100 ft. Lavigne oilers No. 1 are up to $2.07 each from $1.89; $1.94 in lots of six, and $1.78 in lots of twenty-four. The price for No. 2 is now $2.33 each for single lots, $2.19 for lots of six, and $1.92 each for lots of twenty-four; No. 3 are $2.50 each; lots of six $2.35, and twenty-four $2.16 each.

New Prices Out On Grease Cups

Montreal.

GREASE CUPS.—New net prices for Samson grease cups are as follows: No. 801 in single lots, each $1.07; lots of 12, $1; lots of 48, 92c. Respective prices for No. 801 are $1.30, $1.22 and $1.12. No. 802, $1.70, $1.60, and $1.47; No. 803, $1.90, $1.29 and $1.64. No. 804, $2.14, $2.00, and $1.84.

Piston Ring Prices Announced

Montreal.

PISTON RINGS. — McQuay-Norris leak-proof piston rings are now quoted at the following prices: Sizes 2⅜ to 3½, $1.22½; 3⅝ to 6, $1.40; 6⅛ to 6⅝, $1.57½; 6¾ to 7½, $1.75; 7¾, $1.92½; 8 in., $2.10; 8¼ in., $2.27½; 8½ in., $2.45, and 8¾ in. $2.62½. The above are supplied in 3-16, ¼, 5-16, ⅜ and ½ in. widths.

Eavetrough, Conductor Pipe, Elbows, Up

Montreal.

EAVETROUGH, CONDUCTOR PIPE. Advances are made for eavetrough, conductor pipe and elbows. The list price is to be found in the current quotation lists elsewhere and the advance over this is now 15 per cent. This is due largely to the growing scarcity of galvanized sheets for making this line and higher manufacturing costs.

Files Advance; Whips, Mops Scarce

Montreal.

FILES, MOPS, WHIPS.—An advance has been made in the price of Black Diamond files through a revision of the discount from 32½ per cent. to 27½ per cent. The jobbers announce that O'Cedar deals are now cancelled and that dealers wanting this line of mops will require to order their needs in dozens only or in odd lots. A scarcity of whips is reported, it being impossible to get ample supplies of rattan to make them.

Cut Nails Up 25c; Wire Nails Scarce

Montreal

WIRE AND NAILS.—Cut nail furnish the interest for the week, advancing 25c per keg. This is effective at once. As far as the wire nail market is concerned supplies are not very large, some sizes being quite scarce. Shipments are going forward very well. One jobber thought prices would tend to advance with the close of navigation at the latest. Cut nail base price is now $5.85 and wire nails hold at $5.35 per 100 pounds. Smooth steel wire is still $6.25 per 100 pounds.

Gasoline Stocks Better; Coal Oil

Montreal.

COAL OIL, GASOLINE.—A firm and steady position surrounds gasoline here and through the wet weather and gasless Sundays supplies have increased in this district. There is a fair sale of gasoline, for this is one of the active seasons for gasoline tractors, and much is utilized in this manner. Price 34c per gallon. Coal oil is in bigger demand as the days shorten and there is an ample stock of this to meet requirements. Prices are firmly held at 19½c for Royalite and at 22½c for Palacine and Electroline.

Rope Quiet; Basis Unchanged

Montreal.

ROPE AND CORDAGE.—Prices are held without any change for rope and the undertone is steady. Sales are not improved to any extent although these are about seasonable. In the matter of manila hemp imports to the United States have exceeded, to date, those of last year, but there is much need of improvement with so great needs to meet for war work. Pure manila base price is 39c per pound. British manila 38c, and sisal 27½c.

Stove Business Good, Wares Are Moving

Montreal.

STOVES AND WARES.—A good steady business is reported for stoves, and deliveries have been well made to date. There is just a strong likelihood that more money will be asked for the line ere long for the raw material supply is dwindling all the while. Wages are in fairly good demand and the sales made on new price basis recently announced are very good. Stocks are still sufficient to meet requirements of the trade.

Heavy Bars Scarcer; Iron Holds Firm

Montreal.

IRON AND STEEL.—There is a very firm undertone to the market and some feel that advances are probable. The difficulty of maintaining stocks is more acute and this applies to the sizes larger than four inch in width. This is especially true with regard to machinery steel. Prices have ruled without change and the undertone is firm.

Common bar iron, per 100 lbs.	$4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 22

Range on Sheets of Less Spread

Montreal.

SHEETS.—Scarcity continues to confront the trade and it is manifestly apparent that there will be more difficulty in getting supplies than ever before. Some jobbers are out of sizes altogether and various lots are quickly picked up. It is just a question whether a buyer can procure his needs in their entirety and then he may have to pay a premium or go without.

BLACK SHEETS—	Per 100 lbs.		
10 gauge	$9 75	$9 75	$11 50
12 gauge	9 50	9 65	11 00
14 gauge	8 25	9 00	7 95
16 gauge	8 40	9 15	8 00
18-20 gauge	8 50	9 25	8 05
22-24 gauge	8 75	9 60	8 10
26 gauge	9 70	9 75	8 15
28 gauge	....	9 90	8 25

GALVANIZED SHEETS—	
10¾ oz.	$12 00
28 gauge	11 65
26 gauge	11 35
22 and 24gauge	11 15
20 gauge	11 05
18 gauge	10 95
16 gauge	10 85

NOTE.—These prices are for full bundles, an extra charge of 25c per 100 lbs. is made for broken lots.

Solder Marked Down; Lead Lines Hold

Montreal.

LEAD PRODUCTS.—Solder has declined 2c to 6c per pound and affects the regular line of bar solder in the different grades. Wire solder is unchanged. It was expected that manufactured lead products would have been advanced before now. This is a strong probability in the immediate future. The somewhat quiet state of trade has probably been a factor in withholding consideration of advances back.

Lead pipe, lb.	$0 15	$....
Lead waste pipe, lb.	0 16	....
Lead traps and bends	Net list.	
Lead wool, lb.	0 15½	0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs., sq. ft.	0 12½	0 13
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c. lb. extra.		
Solder, guaranteed, lb.		0 52
Solder, strictly, lb.		0 45
Solder, commercial, lb.		0 41
Solder, wiping, lb.		0 41
Solder wire (8 gauge)—		
40-60		0 53
45-55		0 57½
Zinc sheets, casks		....
Do., broken lots		....

Note—The above prices for solder are for full boxes of 100 lbs. Jobbers will charge several cents more for small lots.

Old Materials Steady; Interest Small

Montreal.

OLD MATERIAL.—Prices are without change of any kind and the interest in this market is small. It is even quieter than it has been for some time and there does not seem to be a promise of much improvement immediately. Heavy scrap, for the most part is firm.

Dealers' Buying Prices:		
Tea lead	0 05	0 05¾
Heavy lead pipe	....	0 07½
Yellow brass	....	0 13½
Red brass	....	0 23½
Light brass	....	0 08
Scrap zinc	0 06½	0 06¾
Heavy copper	0 24	0 24½
Wrought iron, No. 1, per gr. ton	26 00	27 00
No. 1 machinery cast	38 00	40 00
Heavy melting steel	22 00	23 00
Pipe scrap	18 00	20 00
Stove plate, per ton	26 00	28 00
No. 2 busheling	13 00	14 00
Old rubbers, boots and shoes	....	0 07¼
Overshoes, lumbermen's rubber boots	....	0 05
Bicycle tires	0 04½	0 05
Automobile tires	0 04¾	0 05

Tin Prices Down, Antimony Firmer

Montreal.

INGOT METALS.—The week's features are those of a declining market for tin and a stronger feeling for antimony. The volume of business all around for ingot metals is fair, but jobbers would appreciate desired improvement.

COPPER.—There seems to be little change in any way. Distribution being carefully made in the States, there is some copper to be had and Canadian jobbers are meeting the demand fairly well at 28¾c to 30c per pound.

TIN.—A price of 87c is being quoted here for tin, although small lots would cost more. For ordinary trade needs it can be bought for around 90c to 92c per pound. No price-fixing has yet been arranged.

LEAD.—Aside from the difficulty of getting this commodity there has been no quotable change from last week. Prices obtaining here are from 10 to 10¾c per pound.

SPELTER.—There is a somewhat weaker feeling, although the markets are generally quite steady. Local prices are easier a trifle at 10¼c to 10½c per pound.

ANTIMONY.—Market is somewhat stronger, and while trading is limited the price quoted is 17c per pound.

ALUMINUM.—Very little movement of this is reported and the price holds unchanged at 50c to 55c per pound according to quantity wanted.

TORONTO MARKETS

TORONTO, October 10— Many important lines have been under revision during the week including files, jack screws, lamps, leather belting, cold chisels, and saw sets. An advance in cut nails of 25c per keg has also been made. Prices on galvanized wire and barb wire have been withdrawn by some dealers altogether. This does not mean that there is no wire available, but it does mean that stocks are very limited. Sweat pads, spark plugs, cold chisels, wash tubs and some lines of cutlery are other lines to register advances.

Business has been very good and sales generally are maintained at a very satisfactory level. Seasonable lines including horse blankets, stoves, cross cut saws and axes, are moving out and orders for skates and hockey sticks are now being shipped.

Cold Chisels Advance; Saw Sets

Toronto.

COLD CHISELS, SAW SETS.—Higher prices have been named on the Acme cold chisels during the week and new prices now being given to the trade range as follows: ⅜-inch, 75c per doz.; ½-inch, $1.00; ⅝-inch, $1.40; ¾-inch, $1.95; ⅞-inch, $2.95; 1-inch, $4.10. Another line of saw sets is included in the list of those to follow the upward trend of prices, the Whiting now being quoted at $5.75 per dozen.

New Discount on Files; Oil Higher

Toronto.

FILES, OIL.—New discounts have been named on the Black Diamond and Nicholson files which provide for an advance in the net prices. This, it is intimated, has been brought about by advances in raw material and generally unsatisfactory manufacturing conditions owing to the scarcity of labor. The present basis of quotations for these two range from 25 to 27½ per cent. discount off list.

Owing it is said to the greatly increased cost of raw material, in addition to higher prices for bottles, cases and practically every item handled by the manufacturer, 3 in 1 oil, large size, has been advanced to $2.08 per dozen. The small size has been held at the price formerly prevailing.

Door Checks Up; Stay Rollers

Toronto.

DOOR CHECKS, STAY ROLLERS.—New prices have been issued on Yale door checks, which provide for advances The present range of quotations is given as follows: No. 12, $6.00 each; No. 13, $7.10; No. 14, $8.50.

Stay rollers are also in the list to be revised, and the new prices are at higher levels as follows: No. 68, 50c each; No. 54, 35c each.

Jack Screws, Wash Tub Benches Higher

Toronto.

JACK SCREWS, WASH TUB BENCHES.—An advance is provided for in new prices issued on jack screws, and present lines of quotations being offered to the retail trade are as follows: 1¾ by 10-inch, $5.50 each; 2 by 12-inch, $7.15; 2¼ by 14-inch, $9.50; 2½ by 16-inch, $12.60.

The Ottawa wash tub bench has also been revised and is now selling at $1.75.

New Prices on Glass Lamps

Toronto.

GLASS LAMPS.—Announcement was made in these columns last week of an advance of about 20 per cent. in glass lamps, but at that time the net prices had not been figured out. These are now available and prices being named are as follows: Stand lamps No. 101-A, $2.55 per dozen; No. 101-C, $4.40; No. 102-A, $2.95; No. 102-C, $4.40; Hand lamps No. 20, $2.15 per dozen; hand lamps with foot, No. 102, $2.95; Hand founts No. 15, $2.15 per dozen; No. 25, $2.55; No. 35, $2.15.

Food Choppers Changed; Mop Sticks

Toronto.

FOOD CHOPPERS, MOP STICKS.—Another line of food choppers to be included in the list following the upward trend is the Gem. The present range of quotations offered to the trade is, for the No. 20, $25.20 dozen; No. 22, $30.00 and No. 24, $40.80.

Mop sticks show a different range in some quarters and prices adopted are as follows: Self-wringing, $5.15-$5.40 per dozen; common mop sticks, No. 6, $2.10 dozen; No. 10, $2.35.

Table Cutlery Revised Upward

Toronto.

TABLE CUTLERY.—Another line of table cutlery has followed the upward trend. New prices are now ruling on the Nevada line, teaspoons No. 9 selling at $9.25 per gross; No. 10, $10.75; No. 11, $12.30; Nevada desert spoons, No. 12 are now quoted at $21.50; the Nevada table spoon No. 13, $24.60 per gross. The Nevada desert forks No. 14 are now quoted at $21.50 per gross, and the Nevada table fork No. 15 at $24.60 per gross.

Wrapping Paper Up; Safety Fuse

Toronto.

WRAPPING PAPER, SAFETY FUSE —Higher prices have been named on wrapping paper, the Kraft being quoted in some quarters at 12½c per pound, and the B manila at .08¾c per pound.

Safety fuse is also higher as will be seen in new quotation to the trade of $9.90 per 100 feet.

Slight Revision in Ready Roofing

Toronto.

ROOFING —Revised prices have been found necessary on some lines of roofing and quotations given herewith show some slight changes. Sampson 1 ply is now quoted at $2.30; 2 ply at $2.75 and 3 ply at $3.30 per square; the Waverly 1 ply is now $1.80; 2 ply, $2.30 and 3 ply, $2.70 per square; the Comet 1 ply is now $1.60 and 2 ply, $2.10 per square.

Higher Levels For Sweat Pads

Toronto.

SWEAT PADS.—A change in the price of sweat pads has been made, and new quotations now offered to the trade provide for an advance. The red edge yellow 10-inch are now selling at $8.75 per dozen; the 11-inch at $8.85; and the 12-inch at $9.00. The B.B. 10-inch are now $8.20 per dozen; 11-inch, $8.40 and the 12-inch, $8.70; the Ventiplex pads No. 310 are now up to $6.25 per dozen, and No. 311, $6.50.

Screen Doors Revised for 1919

Toronto.

SCREEN DOORS.—New prices have been issued on Kasement screen doors for the season of 1919. These show an advance of from 10 to 15% over quotations prevailing last season, and now range at the following figures: No. 1, 2 feet 8 inches, $28.80 per dozen; 2 feet 10 inches, $30.00; 3 feet, $31.20; Nos. 2, 3 and 4, 2 feet 8 inches, $31.20 per dozen; 2 feet 10 inches, $32.40; 3 feet, $34.20.

Spark Plugs Now Changed

Toronto.

SPARK PLUGS.—Higher levels are the order of the day for spark plugs, and prices on the Hercules line which have just been adopted range as follows: Hercules Giant are now 75c each; Hercules Junior plugs, less than 100, 50c each, 100 to 150, 47½c each; 150 and more, 45c each.

Leather Belting Makes Advance

Toronto.

LEATHER BELTING.—A slight advance in leather belting has been made amounting to about 5 per cent. The new discount on the extra quality is 30 per cent. where formerly it was 30 and 5 per cent; the new discount on the standard quality is 30 and 10 per cent., replacing the former quotation of 40 per cent. This is the first change to be made in this line for many months. The question of supplies is assuming difficult proportions, and whereas the requirements of the trade are being largely taken care of, there is little opportunity to accumulate a reserve.

Change Made in Other Flashlights

Toronto.

FLASHLIGHTS, BATTERIES.—Another line of flashlights and batteries has followed the upward trend, and new prices on some of the more familiar numbers of the Reliable line are given below:

Reliable Flashlights, complete with battery, each: No. 1322, $1.40; No. 2334, $1.75; No. 3422, $1.40; No. 4423, $2.55; No. 5222, $1.90; No. 6442, $2.50; No. 7443, $3.15; No. 8452, $2.20; No. 9324, $2.20; No. 10422, $1.75; No. 11442, $3.45; No. 12443, $4.05; No. 13452, $2.20; No. 14422, silver, $2.20; No. 26442, $2.20; No. 27443, $2.65; No. 28452, $1.90; No. 30442, $2.65; No. 31443, $3.15.

Reliable Batteries for Flashlights, each: No. 322, 50c; No. 324, 55c; No. 422, 50c; No. 423, 55c; No. 222, 45c; No. 442, 50c; No. 443, 75c; No. 452, 50c.

Cut Nails Up; Barb Wire Too

Toronto.

NAILS, WIRE.—Cut nails feature the market this week an advance of 25c per keg making the price to-day $5.85 per 100 pounds. Wire nails are unchanged, price to the retail trade holding at $5.30 per 100 pounds.

Barb wire is now quoted at $6.75 per 100 pounds. In some quarters prices on barb wire and galvanized wire have been withdrawn. This indicates a decided scarcity of these commodities, and whereas some small quantities may be available for the trade, these are most certainly limited. There has been no effort to secure business on these items for the last few days.

Gasoline To Be Controlled; Oil

Toronto.

OILS, GASOLINE.—An announcement coming from the Fuel Controller's Department advising that the sale of gasoline was to be controlled throws rather an element of uncertainty on future dealings in this commodity. As far as can be learned to date no definite action has been taken, but the advices so far at hand indicate that a maximum retail price is to be established for concerns handling gasoline in quantities of over 1,000 gallons a month. Also, it is said, profits will be limited to a basis of 10 per cent. advance on the wholesale cost delivered. It is further indicated that all persons who deal in gasoline will have to secure a license. Information of a definite character is not forthcoming.

Whether the control of gasoline which is now being mooted will extend to coal oil is uncertain. However, the feeling prevails that such a step may be undertaken by the Fuel Controller's Department. Prices for the week show no change, coal oil selling from 18½ to 21½ cents per gallon according to grade and motor gasoline holding at 33c per gallon.

Cordage Steady; Twines Firm.

Toronto.

CORDAGE, TWINES.—The situation shows no material change during the week. Cordage is held at the same level of prices and sales are maintained on a normal basis. Quotations which are now prevailing on the various grades are as follows: Pure manila, 39c per pound; British manila, 33c; Sisal, 27½c. Twines are very firmly held at the advances provided for last week and no further change is noted in quotations. The matter of supply shows no improvement and this apparently must remain an uncertain quantity for some time to come.

Stove Situation No Better; Enamelware

Toronto.

STOVES, ENAMELWARE.—Restrictions and shortage of material are factors which the stove manufacturers cannot get away from, and this is resulting in a curtailment of production. Sales during the last few weeks have been very good and there is a very nice amount of business coming to hand at the present time. However, manufacturers are experiencing some difficulty in taking care of orders, and indications are that in another six months' period at the outside, the results of the shortage of raw material will be decidedly manifest.

Enamel ware is unchanged for the week, prices holding at the level recently established, and the question of supplies remaining as uncertain a quantity as ever. As a matter of fact the outlook shows no improvement and is not expected to, until war news from the Western Front is such that the mills may be allowed to devote some of their attention to commercial requirements.

Waste To Be Higher; Wool Waste Restricted

Toronto.

WASTE. OAKUM.—Already indications are that higher levels must prevail on cotton waste and definite action is being taken by some manufacturers in this respect. The question of securing supplies is uncertain, and one firm intimated that owing to impossibility of securing colored thread they were compelled to complete some of their contracts with white thread waste, which means a decided loss. It is further intimated now that a government standard wool waste has been developed. There will in future be only one grade, manufacturers being compelled to put in 40 per cent. cotton thread, allowing only 60 per cent. wool.

Oakum is firm and unchanged with the demand continuing along satisfactory lines. Prices appear in current market quotations.

Iron and Steel Firm; Unchanged

Toronto.

IRON AND STEEL.—There has been no material change in the outlook during the week. The market is undoubtedly firm and the supplies hard to procure. However, staple sizes are coming forward from the mills fairly well. It is thought that present prices will prevail for some little time to come.

TORONTO—	Per 100 lbs.	
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00

Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Sheet Situation Is No Better

Toronto.

SHEETS, PLATES.—Firms entering the market for steel supplies are still finding that the going is poor. This week a large concern in the east applied to the War Trade Board for supplies for the finishing of a plant where chemicals were to be manufactured, but the Ottawa authorities seemed to have it figured out that it would be some time before they could produce any of the finished article. Their application for material on the embargo list was refused. Houses that have light sheets are selling them out in nearly every case around $12.50 to $12.75, and there is nothing to show that the top has been reached in the matter of prices. Perhaps the industries that are most affected are the stove makers, and the firms using much material for roofing.

BLACK SHEETS—	Per 100 lbs.
10 gauge	$10 00
12 gauge	9 60
14 gauge	$8 40- 8 90
16 gauge	8 50- 8 55
18-20 gauge	8 05 8 30- 8 80
22-24 gauge	8 10 8 35- 8 85
26 gauge	8 15 8 40- 8 90
28 gauge	8 50- 9 00
3-16 inch plate	10 00
¼ inch boiler plate	10 00

Prices shown are for full cases. An extra charge of from 25c to $1 per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—		
10¾ oz.	$11 00	$12 00
10¾ oz.	$11 00	$12 75
U.S. 28	10 70	12 50
22 and 24	10 25	11 25
18 and 20	10 10	11 10
16	9 95	10 95
14	9 85	10 85

Prices shown are for full cases An extra charge of from 25c to $1 per 100 lbs. is made for less than case lots.

Metal Markets Comparatively Quiet

Toronto.

INGOT METALS.—Excitement has not been the order of the day as far as metals are concerned. All lines are comparatively quiet. Tin is in fair supply and whereas lead is still scarce, there has been no material change in price.

COPPER.—Production as attained by the various producers is still no more than ample to take care of the government requirements. It is understood that no war industry is suffering, but there is nothing left for civilian requirements. Prices locally are unchanged at 30-32 cents per pound.

TIN.—Supply is considered ample to meet the present requirements of the trade, and the market seems to have steadied down to a basis of 95c to $1.00 per pound.

SPELTER.—The price is holding at an unchanged level of 11c per pound, and there is no particular item of interest pertaining to this market. Supplies are equal to requirements which are within rather limited amounts.

LEAD.—Reports from primary points indicate that producers are hard put to speed up with the war requirements. This is bound to be reflected in the requirements for commercial purposes, but there has been no particular desire to boost prices. Locally supplies are fair, and quotations hold at 10½ to 11 cents per pound.

ALUMINUM.—The use of aluminum is confined pactically altogether to government account. When these have been met there is little left for domestic consumption, so quotations may be said to be only nominal at 50c per pound.

ANTIMONY.—The market is quiet and featureless. Supplies are very fair and the demand limited. The price unchanged locally at 18c per pound.

PIG IRON.—Every effort to speed production of pig iron is being made and as production seems to increase so do the war requirements. This means that the amount released for commercial purposes is very small and is, it is indicated, becoming a negligible factor.

WASHING MACHINE LISTS REVISED; CLOTHES WRINGERS HIGHER

As HARDWARE AND METAL goes to press, advice has come to hand of an advance in the list on several lines of washing machines. The lines on which the change has been made, along with new lists, each, are as follows: Canadian, $10; Dowswell, $10; Hamilton, $12; Ottawa, $10.50; Peerless, 10.50; Popular No. 1, $10.50; Popular No. 2, $10; Economic, $12.50; Connor Improved, $10; Jubilee, $9.50; Sunshine, $9.50. On the foregoing the list has advanced just $1 each; on the following electric and gasoline engine-drive the advance in list has been $5, making to-day's lists, each, as follows: Seafoam, Electric, $107; Seafoam, engine drive, $49; Hydro, one tub, electric, $108.50; Hydro, one tub, engine drive, $50.50; Perfection, electric, $113.50; Perfection, engine drive, $55.50. Other lines shown in current quotations are unchanged, and the discount remains the same at 30 and 10 per cent.

Clothes wringers have also gone to higher levels, the entire line being affected through a change in the discount. The present basis of quotations is list less 30 and 5 per cent. The former discount was 30 and 10 per cent.

Corrugated Sheets Scarce; Very Firm

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—The situation in regard to corrugated sheets shows no improvement. Supplies are being carefully distributed and no guarantee as to prices or delivery is held out by the manufacturers. Essential work will receive the preference and retailers would do well to secure position of manufacturers in respect to orders they may contemplate placing before encouraging building or quoting firm prices. Quotations nominally range as below. Eavetrough and conductor pipe are now quoted at 15 per cent. advance on list, showing no change from increases recorded last week. List prices appear in current market quotations.

TORONTO—	Per 100 Sq. Feet Gal'zed	Painted
Corrugated Sheets—		
No. 28 gauge	$ 9 00	$ 7 50
No. 26 gauge	10 00	8 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No. 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7½ per cent.

Range Solder Prices Narrows

Toronto.

LEAD AND ZINC PRODUCTS.—The range of solder prices has narrowed this week and quotations now in effect to the trade range as follows: Guaranteed, 50c to 55c per pound; strictly, 47c to 52c; commercial, 42c to 45c; wiping, 40½c to 50c. The market on manufactured lead products is ruling with a firm undertone but prices are unchanged for the week. Scarcity of the metal is still in evidence and this may assume proportions which will bring about an advance in prices in the manufactured article. In the meantime, however, range of quotations is as follows:

Lead pipe, lb.		0 15
Lead waste pipe, lb.		0 16
Lead traps and bends		Net-list
Lead wool, lb.		0 14
Lead sheets, 2½ lb. s. ft., lb.		0 14½
Lead sheets, 3 to 3½ lbs. sq. ft., lb		0 14¼
Lead sheets, 4 to 9 lbs. sq. ft., lb.		0 13½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 50	0 55
Solder, strictly, lb.	0 47	0 52
Solder, commercial, lb.	0 42	0 45
Solder, wiping, lb.	0 40½	0 50
Solder wire, lb.	0 56	0 70
Zinc sheets, lb.		0 26

Wrot. Pipe Very Firm; Tubes Scarce

Toronto.

WROUGHT PIPE, BOILER TUBES.—There is little change in the situation in respect to wrought pipe. It is increasingly hard to secure the raw material and there seems no likelihood of improvement for some time to come No further change in prices has been made over recent advance as shown in current market quotations. Boiler tubes are still

a very scarce article. As far as can be learned there are no tubes on the way to this market and stocks are pretty well cleaned up. There are no changes in prices recorded which are as follows:

Toronto—	Per 100 feet Cold drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Stagnant Condition in Old Materials

Toronto.

OLD MATERIALS.—The market is dull and trading is pretty well at a standstill. This would seem to be the prelude to a general decline in virtually all lines. Quotations in the meantime range as follows:

Dealers' Buying Prices—		
Tea lead	$0 05¼	....
Heavy lead pipe	....	0 08
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 22	0 23
Stove plate, per ton	....	25 00
Old cast iron, per ton	....	30 00
Overshoes, trimmed Arctics	....	0 06½
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

LONDON MARKETS

LONDON, October 10.—Higher prices generally are noted in lines which have come under revision during the week. Cut nails have advanced 25c a keg, and a new discount has been made on files. Blasting fuse, canned heat and stoves, roofing nails, and snowshoes are additional lines which have undergone a change to higher levels. It is also noted that a slight revision in the quantity price of lantern globes has been effected. Linseed oil is down 18c a gallon.

A good trade is looked for on cross-cut saws, horse blankets, buck saws, etc., and merchants are now taking these lines into stock. Pocket cutlery and the regular straight razors are scarce at present, and retailers jump at the chance to buy from anyone offering a fair variety.

Files Go Up; Hockey Sticks Move

London.

FILES, HOCKEY STICKS, ETC.—Advance is recorded this week in discount on Black Diamond files which provide for an increase in net prices. The new discount which has been made is 27½ per cent. off list. Very good sales are recorded on hockey sticks and kindred lines and booked orders are going forward at the present time. Quotations show no change, hockey sticks being quoted as follows: Boys' red and white $1.25 per dozen; men's rock elm $3.20; men's Spalding $5.75; men's Rex $7.25. Booking orders on Starr skates are being solicited at discount of 30 per cent. Hand sleighs are unchanged, the Canadian Buffalo Sled Co. line holding at a discount of 35 per cent.

Lantern Globes Revised; Shovels

London.

LANTERN GLOBES, SNOW SHOVELS.—A slight adjustment in the quantity price on lantern globes has been effected. In one dozen cases the price remains the same for the short or long patterns at $1.00 per dozen. Three dozen cases are now quoted at 95c per dozen which shows an advance of 5c; six dozen cases at 90c which shows a similar advance. Lanterns are unchanged, the short or long patterns selling at $12.50 per dozen. Already some movement of snow shovels is reported, and prices show no change from recent levels established. The Prince, or No. 20 is now quoted at $9.55 per dozen; Queen or No. 30 at $10.65; King or No. 40 at $12.75; Moose or No. 50 at $15.95. Furnace scoops, long or D handle, are unchanged at $10 65 per dozen.

Cut Nails Up 25c; Ready Roofing

London.

NAILS, ROOFING.—An advance of 25c per keg is recorded in cut nails. This makes the new price $5.85 per 100 pounds base. There has been no change made in wire nails which are still selling at a base price of $5.30 per 100 pounds. Higher levels, however, have been reached on the American large head roofing nail. This amounts to $1 per 100 pound keg, the new price now being $11. A splendid sale of ready-roofing is reported and prices are holding an unchanged level. The Ontario one-ply is quoted at $1 95 per square, the 2-ply at $2.40, and the 3-ply at $3.00.

Snow Shoes Up; Blasting Fuse Too

London.

SNOWSHOES. BLASTING FUSE.—New prices have just been issued on snowshoes which provide for an advance. The present range of quotations being offered on these lines is: Ladies 11 in. x 36 in., $3.00 per pair; men's 12 in. x 42 in., $3 50; men's 14 in. x 42 in. $4.00; men's 16 in. x 42 in. $4.35 Blasting fuse has also been revised and is now showing a new price of $1.20 per 100 ft., which is an increase over former figures.

Alcohol Stoves Advance; Brooms Up

London.

ALCOHOL STOVES, BROOMS.—Revised quotations have been issued on the Sternau alcohol stoves, which are still following the upward trend. The present price of the No. 4001 stove is $7.60 per doz. There has been no change made in the canned heat, price remaining at $1.25 per dozen tins. A general advance in corn brooms amounting to 10 per cent has been put into effect here.

Pocket Cutlery Scarce; Razors Selling

London.

RAZORS, RIFLES.—There appears to be a marked scarcity of pocket cutlery and straight razors. As a matter of fact retail merchants jump at the chance of being able to secure any. Sale for stocks on hand are very good, and a splendid volume of business is being done in the safety razors. Prices are holding firm at unchanged levels on these ,the Gillette selling at $3.75 each, Auto Strop at $3.75 each, Gem Junior at $12.50 per doz., and Eveready at $9.00 per dozen. Sales for guns, rifles, shells and cartridges have been maintained at a splendid level. Stocks are of course becoming pretty well depleted in jobbers hands, but altogether the condition of the trade generally is considered fairly satisfactory. There has been no change in price reported.

Linseed Oil Lower; Turpentine Steady

London.

LINSEED OIL, TURPENTINE.—A decline of 18c per gallon has been registered in linseed oil. The seed market shows a marked decline for the last couple of weeks, owing it is thought to the expected arrival of the new crop, and levels slightly lower may develop. Supplies of oil are very good but there is no surplus, and the uncertainty as regards securing further supplies may result in prices on oil holding at about the present levels. Turpentine shows no change for the week and supplies are equal to requirements of the trade. Quotations now prevailing on both oil and turpentine are given herewith: Linseed oil 1 to 2 barrels raw, $1.92, boiled $1.95; 3 to 5 barrels raw $1.91, boiled $1.94; 6 to 9 barrels raw $1.89, boiled $1.92; less barrels add 10c per gallon. Turpentine, no change; 1 barrel lots, $1 per Imp. gal.; 2 to 4 barrel lots, 99c per Imp. gal.; 5 gal. lots, $1.10 per Imp. gal.

Putty Moving; White Lead in Oil Quiet

London.

PUTTY, WHITE LEAD IN OIL.—A very good sale of putty is reported and conditions surrounding the trade generally are quite satisfactory. Prices are firm and unchanged as follows: Standard 100 lb. drums $6.75; 25 lb. $7.00; Pure 100 lb. drums, $8.75; 25 lb. drums, $9.00 per 100 pounds. White lead in oil is quiet and prices have held firm and unchanged at following levels. Pure, in ton lots, $17.80 per 100 lbs., less than tons $18 50; pure Elephant, in ton lots, $18.30, in less than tons $18.65 per 100 pounds.

WINNIPEG MARKETS

WINNIPEG, October 10.—Price changes during the week are again numerous, and include many lines of interest to the hardware dealers, such as wrought iron washers, scythes, shovel, spade and scoop handles, galvanized sheets, poultry netting and shoe polish. All lines have registered advances.

Business is reported to be fairly brisk in general lines, due to the fact that most of the threshing is now over and farmers are assured of returns.

Ten Per Cent. Advance in Scythes

Winnipeg.

SCYTHES, HANDLES.—New prices have just been issued on scythes showing a further advance of approximately 10 per cent. Today's selling prices at new levels are as given herewith: Bramble scythes No. 85, $15.50 doz.; Bush scythes No. 80, $15.50 doz.; grass scythes No. 65, $17.00; No. 70, $15.00 doz. Owing to the increased costs of production together with advanced freight rates prices on shovel, spade and scoop handles have again advanced and are selling to-day at $7.50 doz. for all styles.

Fry Pans, Fire Shovels Higher

Winnipeg.

FRY PANS, FIRE SHOVELS.—New prices have been issued covering Acme fry pans and fire shovels which show an upward trend. To-day's selling prices are follows:

Acme Fry Pans—No. 00, $1.65; No. 0, $2.00; No. 1, $2.50; No. 2, $2.80; No. 3, $3.15; No. 4, $3.50; No. 5, $4.00; No. 6, $4.65; No. 7, $7.30 dozen.

Fire Shovels—No. 7, $2.47; No. 9, $2.95; No. 57, $2.18; No. 65, $2.95; No. 55, $1.30; No. 60, $1.75; No. 70, 95c dozen.

Galvanized Sheets Up Fifty Cents

Winnipeg.

GALVANIZED SHEETS. — HARDWARE AND METAL'S prediction of higher prices on galvanized sheets is fulfilled in this week's quotations which show an advance of another 50c per 100 pounds. Stocks are very low and cannot be replenished owing to government demands. Prices now ruling are as follows:

Galvanized Sheets—10¾-oz., $12.50; 28-Ga., $12.00; 26-Ga., $11.70; 24-Ga., $11.55; 22-Ga., $11.55; 20-Ga., $11.40; 18-Ga., $11.40; 16-Ga., $11.25 per 100 pounds.

Polishes Revised To Higher Levels

Winnipeg.

POLISHES.—Prices on shoe polish and stove polish again register a slight advance in prices, due mostly to the cost of containers, selling to-day as follows: 2 in 1 shoe polish, black, white or tan, $1.30 per doz.; Black Knight stove polish, $1.30 per doz.

Five Per Cent. Increase In Poultry Netting

Winnipeg.

POULTRY NETTING.—New prices have just been established on Hexagon poultry netting showing an advance of 5 per cent. over former prices. To-day's discount is 10 per cent. off list. Net prices figured on this basis follow:

Hexagon Poultry Netting—1-inch mesh x 24-inch, $6.30; 30-inch, $7.65; 36-inch, $9.00 per roll. 2-inch mesh x 24-inch, $3.05; 30-inch, $3.60; 36-inch, $4.20; 48-inch, $5.60; 60-inch, $6.95; 72-inch, $8.30 roll.

Revised List on Wrought Washers

Winnipeg.

WROUGHT WASHERS.—Manufacturers of wrought washers have issued a new list covering all sizes, same showing a small advance which becomes effective at once. The new discount now in effect is 33 1-3 per cent, plus 1c extra in full boxes and 1½c extra in broken lots. New lists appear in current market quotations and net prices are reproduced herewith on full boxes of 50 pounds and smaller quantities:

Wrought Washers—Per 100 pounds— Hole.	Boxes.	Less
¼	$19 65	$20 15
5/16	17 25	17 75
⅜	15 20	15 70
7/16	15 00	15 50
½	14 05	14 55
9/16	13 55	14 05
⅝	13 40	13 90
11/16	13 25	13 75
13/16	13 15	13 65
15/16	13 00	13 50
1 1/16	13 00	13 50
1¼	13 00	13 50
1⅜	13 25	13 75

Firm Market In Linseed Oil; Turps

Winnipeg.

LINSEED OIL, TURPENTINE.—Linsee oil prices coninue firm on the local market at $2.20 gal. for raw and $2.23 gal. for boiled in single barrel lots. The demand is reported as normal. Turpentine prices continue steady at the following figures. Stocks are reported as rather low. Barrel lots $1.10 gal.; ½ barrel lots $1.13 gal.; 5 gal. lots $1.15 gal.; 1 gal lots $1.15 gal, plus the usual extras for containers.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Oct. 10—Production of pig iron and steel has been increasing steadily since summer weather disappeared. The rate of pig iron production, which hovered between 40,000,000 and 41,000,000 tons a year from April to August inclusive, is believed to have crossed 41,000,000 tons, and may have crossed 42,000,000 tons. Production of steel ingots has gained in whatever proportion has obtained with pig iron, as steel production has been hingeing upon pig iron supply for many months past. Improvement in pig iron production is attributed to better weather conditions, with less atmospheric humidity, and to better quality coke being furnished, this latter development being due to the continued and strenuous efforts of the Fuel Administration. There has been little shortage of coke from a tonnage standpoint for several months past.

The official statistics of pig iron production in the first half of 1918 have just appeared, but give little news as to the total since that had been estimated very closely. The half-year's production was very poor. Output in the first quarter was far and away below the output in any quarter for several years by reason of the traffic blockade, which caused a coke shortage. Output in the second quarter probably made a new record for a quarter, but it was nevertheless quite below the rate capacity of the furnaces. Production as officially reported, in tons of 2,240 lbs., has been as follows:

	Tons
First half of 1916	19,619,522
Second half 1916	19,815,275
First half 1917	19,258,235
Second half 1917	19,362,981
First half 1918	18,227,730

From the first half of 1917 to the first half of 1918 there was a decrease in total output of more than a million tons. Production of basic iron was stationary. Foundry and ferro silicon showed a slight decrease but this was a trifle more than made up by an increase in malleable iron, so that the net result was that the million ton loss in total output fell entirely on Bessemer pig iron. The showing is a remarkable one, for the foundries were not supposed to be particularly busy in the first half of this year, while steel making iron, both basic and Bessemer, was badly needed, and it

Continued on page 68.

WEEKLY PAINT DEPARTMENT

War Windows Will Boost Paint Sales

Many Dealers Have Greatly Increased Fall Business by Timely Displays — Here's a Chance to Use Your Ingenuity and Plan a Window That Will Make Your Store the Center of Attraction For the Whole Town

HAVE you tried a war window to boost your fall paint sales. The idea is being worked out with much success by many dealers. It is simple, economical and with a little ingenuity can be made extremely effective. Some of the things you will need are flags, a good map, some war relics if you can get them, an attractive variety of paint tins, brushes, price cards, and some of the advertising material furnished by the companies. The effects you can obtain are only limited by your own ingenuity. Some window dressers have made extremely attractive arrangements of flags. Others use the flags only in the background. Still others use only one big flag, a Union Jack for a background. Some use the Union Jack and Stars and Stripes and some a big Union Jack, and the flags of all the Allies.

Big Draw Card

Some of the most successful windows have been those in which a large map was shown in the center. Everybody has been following the war news with a little more than particular interest lately, and the gains made by the Allies have been so frequent, and so important that they gave the window dressers some of the best possible material to work on. One firm had a map on which arrows were drawn in red indicating the direction of the Allies' advance. Their progress was shown by little Union Jacks. To each little Union Jack was attached a red, white and blue ribbon which led to some particular section of the exhibit and was attached to a display card. The cards were fairly large, and on them were printed in black letters, that stood forth clearly, a phrase designed to hold the attention and compel the reader to read on.

Striking Phrases

For instance, one card read "The Hindenburg Line is Smashed." This was in large letters, and below it was stated "Some of your buildings will be smashed by decay if you do not paint up this fall. A little of our paint used now will save you trouble and money later." Another card stated that "Germans Ask for Peace," and then below "You can never make peace with the forces that are destroying your property unless you protect that property by 'good paint.'" This card stood on cans of paint arranged in a neat pyramid.

"We didn't try to make our displays pretty," said the window dresser to HARDWARE AND METAL. "We tried to make them striking, and I think we succeeded. In fact, I doubt if we ever had windows that attracted such big crowds or held them so long, or what is best of all, brought more people into the store. The display boosted our paint sales right there and then. The window had not been trimmed ten minutes before we had a big crowd around. If we had had a larger window I would have used more cards, but we had to do the best we could."

Some Other Plans

Another dealer who arranged a war display window had a smaller map but a large display of war relics, German helmets, a gas mask, bits of shrapnel, and similar relics. Throughout his window he had cards urging people to help the boys on the firing line by conserving at home, and pointing out that one of the best ways to do this was to save property by painting. He was well satisfied with the increase in his sales, and is planning other war windows later.

A window that boosted sales of paint and was always the center of a large crowd, showed an attractive display of paints, oils and varnishes, with a couple of soldiers on guard with fixed bayonets. The soldiers, of course, were wax figures, but they were lifelike, and a big sign in front bore the inscription "On Guard" in large letters. Below was the following, "Put paint on guard. It will protect your property from its worst enemies, and the cost will be small." Several striking war pictures were also shown in the background, and the whole effect was most striking.



100% Efficient Under Every Condition Common To Canada!

Moore's House Colors

Moore's Paints, Varnishes and House Colors are made to stand the severe tests of the two extremes of Canadian weather.

Say this to your customer:

"Moore's line of paints, varnishes and house colors is an all-weather line that always shows up good and wears like blazes."

Tell him about Moore's famous Muresco too.

There's sales and a customer's confidence in it for you.

Benjamin Moore & Company, Limited

West Toronto

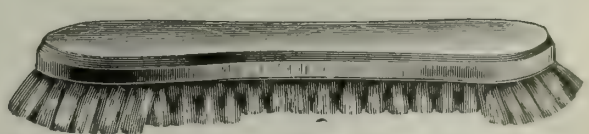
Order the Meakins Way— Just What You Require No More and No Less!

We carry full stock of all classes of Paint, Varnish, Household and Stable Brushes, etc., holding the largest stock of brushes west of the Great Lakes. Write to us when needing prompt delivery, or order through your jobber.

Let us tell you about our stock which saves you from tying up money on brushes you don't sell freely.







Meakins & Sons, Limited

WINNIPEG

Hamilton London Toronto Montreal

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, October 10.—Linseed oil furnishes the interest of the week, having declined about five cents a gallon, this being the result of a lowering seed market. This condition has prevailed for several days and the better crop reports have improved the outlook. The markets are likely to decline somewhat further, some think, although it is not expected that there will be a great lowering of prices.

Mixed paint orders are coming in very well from the retail trade. White lead in oil is steady and firm, while putty sales are very active. Glass is steady and firm and the probabilities are that an advance will be made for sheet glass soon.

Linseed Oil Easier; Uncertain

Montreal.

LINSEED OIL.—Lower prices are quoted this week for linseed oil and there is likely to be a temporary easing of the market. Whether this will continue is uncertain, for the difficulty of transportation owing to strikes is looming up more than ever. If seed can be brought forward before the close of navigation there will be an easier feeling, for reports from the west are better as relating to the flax-growing centres. It is largely a matter of getting the seed to the crushers.

Present prices are four to five cents per gallon less than those of last week, and for December delivery better prices may now be obtained, even to the extent of 10 to 15c per gallon. The question still remains, will there be the necessary seed in store then?

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
1 to 2 barrels	$1.98-$1.99-$2.05	$2.01-$2.02-$2.08

Add 10c per gallon in smaller quantities.

Turpentine Scarce; Very Firm

Montreal.

TURPENTINE.—A very firm tone characterizes the market locally, but there is no advance in price. One jobber stated that he had nothing to offer, but several dealers are able to meet the requirements of their trade. The situation is without much new feature in any way either here or in primary centres. Rosin tendencies have firmed a little, but this is less than for some time.

Turpentine.	Per Imp. Gal.	
1 to 4 barrels	0 95	0 98	1 00
5 barrels and over	....	....	....
Small lots		1 01	1 06

(Packages extra)

Whiting Big Feature in Putty Outlook

Montreal.

PUTTY.—If the manufacturers are able to maintain an ample supply of whiting, there will be enough putty to last the season through. Sales are now very large and a great demand is being made upon available stocks of English whiting. One large jobber pointed out to HARDWARE AND METAL that there was no knowing just how long stocks would hold out, and it was not an easy matter to replenish them. There was already considerable enquiry from the jobbers among themselves for supplies.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Prices Hold on White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—The market rules very firm and steady. Supplies as required are still available, but there is not much advantage over that already reported in getting pig lead supplies forward. The manufacturers needs will be heavy from now on and it is a question just how long he will be able to get his required amounts of lead. The market is steady and firm with prices holding at $17 for five ton lots; $17.35 for ton lots, and $17.85 for smaller lots, all based per 100 pounds.

Mixed Paint Active on New Basis

Montreal.

MIXED PAINTS.—On the new basis announced last week orders are beginning to come to the makers for mixed paints. It is evident that retailers are not taking chances on leaving their ordering until late dates. The matter of materials is one of so much uncertainty that paint makers state freely that they do not know how long they will be able to maintain delivery on the basis just arranged. Costs were then figured on the markets of to-day.

TORONTO

TORONTO, October 10.—Linseed oil has featured again in a drop of 8c per gallon in some quarters. The seed market is much easier and this is the reason attributed for this move. Turpentine is steady and no change in the situation has been made. Putty is moving forward quite freely and window glass rules with a firm undertone. Booking orders for ready-mixed paints for spring are the order of the day and a very good volume of business is expected.

Linseed Oil Again Declines; 8c Lower

Toronto.

LINSEED OIL.—A further decline amounting to 8c per gallon has featured the market this week. This is a direct result of the easier market in flax seed which has become so noticeable during the past couple of weeks. Favorable weather is resulting in satisfactory crop harvesting conditions, and undoubtedly the favorable war news has been a factor. The cessation of hostilities may mean Argentine and Russian seed, and whereas the question of transportation is a factor in these markets they exert an influence on the markets here. Supplies of oil are considered fair in most quarters. The strike at the head of the lakes will interfere to some extent with transportation, but hopes that crushers will be able to keep operating are general. The range of quotations on immediate delivery oil follow:

Linseed Oil—	Raw Imp. gal.	Boiled Imp gal.
1 to 2 barrels, gal.	$1 92-$2 02	$1 95-$2 04½
3 to 5 barrels, gal.	1 91- 2 01	1 94- 2 03½

Add 10c gallon in smaller quantities.

Turpentine in Unchanged Position

Toronto.

TURPENTINE.—Speculation as to how the market may go is rife. The better war news, bringing as it may opportunity for overseas shipments will be a factor to shove up prices. On the other hand under the prevailing conditions of



Help Your Customers to Fix Up Their Cars for the Winter

EVERY year more and more auto owners drive their cars throughout the Winter. But they must make adequate provision for cold weather motoring, and one of the most necessary measures is to protect all exposed surfaces against the destructive action of snow, sleet and zero weather.

The top should be made weather-proof. A coat or two of B-H Leather Dressing or Mohair Top Dressing will do it. The cushions and leather trimmings should be treated in the same way, and the result will be not only a more weather-tight car, but one that will better resist the disintegrating influences of Winter.

Then, of course, the spokes, running gear and the body itself should be coated with B-H Auto Enamel, in a wide choice of attractive shades. Any amateur can apply it with pleasing results.

Put our handsome B-H Auto Enamel Display Card in your window. Show the B-H Auto Enamel store cards in your show-case, urging motorists to "Make your car look like new with B-H Auto Enamel." Place a few cans of it on your counter, and talk it up to your motoring customers. Every can you sell will be a good advertisement for you, and will help you make more sales.

NOTE:—B-H Auto Enamel is one of the products included in our Special Varnish Proposition. Write and ask us to explain how you can make more money by selling more B-H Varnishes and gaining our quantity rebates.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

comparatively good stocks with little demand, the market is likely to continue around its present level or slightly lower. Developments on the Western front will be watched carefully and the possibilities of a comparatively early peace. In the meantime local conditions are unchanged, supplies largely being equal to demands and prices firm and unchanged.

Turpentine—	Imp. gal.
1 barrel (barrel included)	$1 00
2 to 4 barrels (barrels included)	0 99
5 gallon lots	1 10

Outlook for Mixed Paints Fair

Toronto.

MIXED PAINTS.—The outlook for mixed paints for spring trading is generally considered very fair. It is a little early yet to make definite predictions but another week or two will show the trend of the trade. One manufacturer intimated that they hardly looked for as heavy gallonage but that the value of orders would run away above previous figures. Difficulty in financing would result in more frequent orders rather than placing for probably a four to six months' period. Range of quotations on the various brands appears in current market quotations.

White Lead in Oil Firm; Unchanged

Toronto.

WHITE LEAD IN OIL.—No new developments are reported in the situation this week. The outlook for supplies is considered uncertain as production of pig lead to-day is being largely absorbed in war work. Corroders however are exerting every effort to secure all necessary materials and continued good war news may result in a slight improvement as far as commercial requirements are concerned. In ton lots the price of white lead in oil remains at $17.80 per 100 pounds; in less than tons the price is $18.15.

Glass Steady; Putty Moves Well

Toronto.

GLASS, PUTTY.—The situation in glass is without particular feature. The market is unquestionably firm and the time will come when advances must be made. Just how close this is it is a little hard to say. Conditions favored an increase some time ago it is felt, but as yet prices remain on basis shown in current market quotations. Putty is moving forward in quite liberal quantities and the volume of business handled is considered good Prices are firm and unchanged at levels shown herewith:

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

PITTSBURGH MARKET LETTER

(Continued from page 63)

does not look as if the blast furnace capacity was used to the best advantage. Of late the authorities have been making a special effort to curtail the production and use of foundry iron in order to provide more iron for steel making. About a month ago a committee was appointed to seek cases of unnecessary consumption of foundry iron, the object being to shut off the consumption and either supply the foundry iron for making semi-steel shells or discontinue its manufacture in favor of one of the steel making grades.

The Eight-Hour Basic Day

It is well established that, since the Steel Corporation announced adoption of the basic eight-hour day, its adoption will be general in the iron and steel industry. The movement is going farther, however, for the Employers' Association of Pittsburgh, composed largely of foundry and machine shops, has decided to do likewise. In their case the increased wage cost will be relatively small as they do not have a great deal of time beyond eight hours. This association makes the proviso, however, that payment of time and a half shall be on the basis of 48 hours a week straight time, not on the basis of considering each day by itself.

The iron and steel industry has been working out details of application. There will be no double time, and as to regular Sunday work, it is probable that there will be time and a half for the first eight hours. There is much Sunday work that is of regular character, as in the operation of blast furnaces and by-product coke ovens, the men as a rule being given one day off out of the seven. Many men prefer that day to be a week-day rather than Sunday, and in such cases there is no occasion for a bonus for Sunday labor.

Steel Supply Short as Ever

While the War Industries Board has not yet completed its revision of the estimated total steel requirements for the half year, stated early in July at 20,000,000 net tons and later increased to 23,000,000 tons for certain and 25,000,000 tons as a distinct possibility, it now hints that the total will not be reduced. As reported in previous letters, there has been a strong effort to cut down all estimates wherever possible, even shell steel and ship steel being scrutinized to see if they were being furnished in larger tonnages than were being consumed. The intimation that the estimated total is not likely to be reduced does not mean, however, that there has been no opportunity found for curtailing in any direction. Rather it means that new wants have appeared that offset any reductions that may be compassed. For this, General Pershing seems to be chiefly responsible, his demands increasing right along. Probably there are also increased demands from Britain and France. Then the Railroad Administration has been calling for more steel, wanting more rails than the 40,000 tons weekly that have been furnished, and being desirous of placing orders for more cars in addition to the 100,000 ordered a few months ago, and which it is desired to get out of the way before the end of the year.

The Conservation Division of the War Industries Board continues to make agreements with various manufacturers who use more or less steel, with a view to limiting their operations. While these curtailments appear rather impressive, from the viewpoint of the commercial wares that will be cut off from the civilian population, they are not equally impressive from the viewpoint of the tonnage of steel they consume. It does not mean a great deal in point of steel tonnage, and it means much more in point of labor that will be saved in such factories.

Very little definite progress seems to have been made in the matter of arranging for quantity production of semi-steel shells. Foundries do not find that the technics of manufacture have been advanced to such a stage that the work can be undertaken with confidence.

Tin plate production is destined to fall rapidly. The order of a month ago that production be limited in the fourth quarter of 1918 to 70 per cent. of the production in the same quarter of 1917 is in force, but the limitations as to tin plate consumption are so great that nothing like the 70 per cent. could be made. By a general rule tin plate, apart from that bought by the government, can be used only for packing food products, this rule applying equally to the United States, Canada and South America. The perishable foods, however, are about done, and the Food Administration has been making arrangements with packers of non-perishable foods whereby their consumption will be greatly reduced, and the visible market is thus brought far below the 70 per cent. limitation.

Half of Tin Supply Comes From Malaya

One-half of the world's tin supply comes from Malaya, and the smelting works in Singapore are the largest in the world. The bulk of the ore comes from the Federated Malay States, but the non-federated States, Siam, the Dutch Indies, Australia, and even Great Britain, contribute ore. Exports were as follows in the last four years: 1913, £13,171,560; 1914, £9,983,600; 1915, £10,686,800; 1916, £11,392,200.

In 1913 the United Kingdom took £7,039,338 of this, the United States, £3,565,588, and Canada, £54,660. In 1916, the latest date for which returns are available the United States got £4,872,947, the United Kingdom, £3,800,794, and Canada, £6,723.

CATALOGS AND BOOKLETS

A folder just issued by the Kasement Skrene Dore Co., 183 Church st., Toronto, is well illustrated and shows the features of the door manufactured by the firm, and the "Kasement" hardware which goes with them.

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

STEP LADDERS

Two Styles. All Lengths

Curtain Stretchers
Tub Stands Ironing Boards
Clothes Bars
Quilting Frames, etc.

Hand Corn Planters
Drive Well Points
Post Hole Diggers, etc.

Ask for Catalogue

Otterville Manufacturing Co.
OTTERVILLE



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

BERRY BROTHERS' CELEBRATED MADE IN CANADA BRILLIANT DURABLE UNEXCELLED VARNISHES WALKERVILLE, ONT.

A Quality-Economy Trademark

The national need for saving is causing house owners, and all users of varnish to consider more carefully than ever not only the appearance of the finish, but how long it will last.

The long wearing period of Berry Brothers' varnishes, enamels and stains permits economy without any sacrifice of beauty or utility.

The "Berry" trademark is a valuable sales help for the dealer because it is so widely known and trusted by all varnish buyers.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont. (709)

TO THE WESTERN CANADA DEALER

Does a connection with a progressive and aggressive, amply capitalized and fully equipped concern, grown to be the largest paint and varnish factory in Western Canada, appeal to you?

BRITISH AMERICA PAINT CO., LIMITED

Wants more live dealers in Western Canada. It co-operates with its dealers to make bigger and better business. Join up with a pushing selling organization that will help you put 'em over. Send for booklet "The Evidence." Tells the story in fac-simile letters from Bapco dealers.

DISTRIBUTING POINTS

Established at Victoria in 1900 the British America Paint Co., Ltd., has found ever-widening markets. To care for this trade branches have been opened at VANCOUVER, B.C., CALGARY and EDMONTON, ALBERTA, and REGINA, SASKATCHEWAN.

TO SELL AND RE-SELL

Paint MUST give satisfaction.

Bapco Pure Paint and Bapco Varnish are of the highest possible quality. To insure this the raw materials undergo chemical laboratory tests. Skilled makers see that the ingredients are perfectly proportioned and modern machinery insures proper grinding and blending. Rigid machine and chemical tests are made during process of manufacture and the completed mixtures are subjected to comparative tests with the fixed Standards. One big roof of the factory is devoted to weather tests.

The growth of the British America Paint Co. and its constantly expanding trade territory is convincing evidence, not only of the quality of its goods, but of its resourcefulness and enterprise as well.

BRITISH AMERICA PAINT CO., LIMITED

VICTORIA VANCOUVER CALGARY EDMONTON REGINA

If interested, tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25%; B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.			
3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to $1.15 a lb.

BARS, CLOTHES

No. 4, dozen	$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 11, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb. $1.40-$1.75
Cut Lace Leather, lb. 1.60- 1.95
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz.	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ¾ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net lists.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 12-14c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base $0 44
Rods, base ½ to 1 in., round 0 41
Tubing, seamless, base 53-50
Tubing, iron pipe size, base ¾ in. and up to 3 in. 45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in. 0 57
F.O.B. Montreal and Toronto

BOILERS (Range)

30-gal., extra heavy $14.50-$17
30-gal. Standard 14 00

BOARDS (Wash), Zinc

List Doz.	
Pony	$2 25
Improved Globe	4 90
Neptune	4 90
Standard Globe	4 90
Original Globe	5 40
Jubilee	5 50
Newmarket King	5 50
Western King (enamel)	7 00
Beaver (brass)	7 00

List plus 5%. F.O.B. Newmarket.
F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5,000), 33 1-3%
Chicago Relax Floor (6,000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3,000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN	B.B.B. Fire Welded Proof Coil Mont'l	Tor'to	Fire Welded Mont'l	Tor'to
3-16 in.	$22.75	$17.00	$.....	$.....
¼ in.	16.75	14.50	21.75	23.70
5-16 in.	14.15	12.50	19.00	18.35
⅜ in.	13.00	11.50	15.90	14.00
7-16 in.	12.75	11.30	15.65	13.80
½ in.	12.50	11.15	15.50	13.65
5/8 in.	12.35	10.95	15.25	13.45
¾ in.	12.25	10.70	15.10	13.20
⅞ in.	12.05	10.60	15.00	13.10
1 in.	11.90	10.50	14.85	13.00

Electric Welded	B.B.	B.B.B.	
3-16 in.	$18.00	$19.00	$..... $.....
¼ in.	14.95	16.00	16.20 .....
5-16 in.	12.55	13.50	13.80 .....
⅜ in.	11.35	12.25	12.60 .....
7-16 in.	11.10	12.00	12.35 .....
½ in.	10.95	11.80	12.20 .....
5/8 in.	10.70	11.55	11.95 .....
¾ in.	10.40	11.25	11.65 .....

Montreal and Toronto

American Proof Coil Chain	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
5/8 in.	12.25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 5, 10%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement per bbl., $2.80 in carlots; $3.40-$3.50 bbl. in small lots. Paris plaster five-barrel lots $3.50; single barrel, $3.50. F.O.B. Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. Wood Drills, 37½%.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.
St. John, N.B., 20%.

CHOPPERS, FOOD Universal (doz.)

No. 0	$19 25
No. 1	23 30
No. 2	28 35
No. 3	36 45

F.O.B. Montreal, Toronto.

Russwin—	
No. 0	$19 20
No. 1	23 40
No. 2	28 20
No. 3	36 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths.	$7 80
17—7-strand, 50 ft. lengths.	8 00
18 —6-strand, 100 ft. lengths.	5 40
18—6-strand, 50 ft. lengths.	5 45
19—6-strand, 100 ft. lengths.	4 75
19—6-strand, 50 ft. lengths.	5 00

F.O.B. Montreal, Toronto, London.

COPPER

Casting ingot, see weekly report.

Bars, ½ to 2 in.	$43 50	$43 00
Plain sheets, base, 16 oz. and heavier	48 00	50 00
Copper sheet, tinned, 14x60 in., 14 oz.	49 00	.....
Copper sheet, planished, base 16 oz. and heavier	58 00	50 00
Braziers' in. sheets, 6x4 base	46 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal, Montreal Toronto

Ordinary, 52 sheets.	$11 75	$ 9 50
Do., 60 sheets.		9 65

	Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC. 20x28 base	.....
IX. 20x28 base (nominal)	...
IXX. 20x28 base (nominal)	..
IXXX. 20x28 base (nominal)	

F.O.B. Toronto

Raven and Murex Grades—
IC. 20x28 base, 112 sheets..
IX 20x28 base, 112 sheets..
IXX. 20x28 base, 56 sheets..
IXXX. 20x28 base, 56 sheets
(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C. 20x28, 112 sheets. $30 00
F.O.B. Toronto.

COKES, AMERICAN

Bessemer Steel—
20x28 IC. 112 sheets $28 00
F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC. 14x20 base	$20 00
IX. 14x20 base	18 75
IXX. 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.



Goods Well Displayed Are Half Sold

Every Hardwareman Who Sells

BABBITT METALS

May Have a Handsome Show Stand FREE

Write Us for Particulars.

We Manufacture Babbitt, Solder, Lead Pipe, Sheet Lead, and we have Large Stocks of Ingot Metals.

Write Our Nearest Branch for Prices.

THE CANADA METAL CO., LIMITED

Head Office: TORONTO

BRANCH FACTORIES:

HAMILTON	MONTREAL	WINNIPEG	VANCOUVER
34 Jackson St. E.	50 Brennan St.	301 Chambers St.	1428 Granville St.

THE CANADA LINSEED OIL MILLS LIMITED
MONTREAL & TORONTO
WARRANTED PURE LINSEED OIL

"WARRANTED" PURE LINSEED OIL

Backed by our own guarantee

The Canada Linseed Oil Mills

LIMITED

MONTREAL and TORONTO

DOORS,

See Screen Doors.
F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	25-27½%
Black Diamond	25-27½%
Delta Files	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 15-20%; cast bushings, 15-18%; unions, 30%; plugs, 10-15% off list. Net prices: Class B, black, 27-28c lb.; Class C, black, 18-19c lb.; galvanized, Class B, 37-39c lb.; Class C, 27-28c lb.
Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	2 50-3 00
Under 40 lbs.	2 75-3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz. pairs.	Tee Doz. pairs.
4-inch	$2.55-$2.70	$2.18-$2.30
5-inch	3.15- 3.30	2.72- 2.85
6-inch	3.40- 3.55	3.06- 3.20
8-inch	4.60- 4.85	3.49- 3.65
10 inch	8.16- 8.55	6.20- 6.50
12-inch	10.12	9.86-10.35
14-inch	11.56	10.03

Light, Net Prices, figured at discount 10%; 15% discount also offered.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 10	1 00
5-inch	1 25	1 15
6-inch	2 25	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 25%.

F.o.b. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $10 50 11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller Less 20c
Light iron	0-7	$7 25	$7 50
Long heel light iron	3-7	7 25	....
Medium iron	1-8	7 25	7 50
Heavy iron	6-8	7 25	....
Snow	1-6	7 50	7 75
New-light "XL" steel	1-6	7 70	7 95
Fetherweight "XL" steel	0-4	9 10	....
Special-countersunk	0-4	9 60	....
Toe-weight(front only)	1-4	10 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2, and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ¼ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2.30-2.40
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4, and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders Per ft.

Crescent	0 19
Household	0 19
Standard, 4-12 ft.	0 21
Electrician	0 30
Heavy duty	0 47
Extension	0 35
Perfect, 6 to 10 ft. only	$0 31
Hercules, 4 to 10 ft.	0 33
Hercules, 12 to 14 ft.	0 38
Faultless, 4 to 10 ft. only	0 29
Ontario, 4 to 10 ft. only	0 26
Shelf Lock, 4 to 8 ft. only	21

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Extension Ladders Per ft.

Up to 32 ft.	0 23
36 to 40 ft.	0 26

F.O.B. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	7 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$1 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.z; 6 dozz. cases, 30c doz.

Cold blast, genuine ruby $4.75

F.o.b. Toronto, London, Hamilton, and Montreal.

LATCHES

Per doz.

Steel Thumb, No. 2, per doz.	$1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4	4 70
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	$10 00
Dowswell	10 00
Noiseless	15 50
Hamilton	12 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	107 00
Seafoam, engine drive	49 00
New Idea, electric	134 00
Sunshine	9 50
Popular, No. 1	10 50
Economic	12 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	50 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
J X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	10 00
Jubilee	9 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50 $13 25
Pick, doz.	12 50 13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, doz.	$38 10 39 60
No. 8, doz.	46 40 48 60

MOPS

O-Cedar, doz, net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 00 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz.	3 35
Crank wringing, doz.	6 90

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.30 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.35 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $5.42½.

Sault Ste. Marie, Port Arthur, Fort William, $5.05-$5.35 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.85 base; London, $5.85; Hamilton, $5.85; no equalization of freights.

Roofing Nails—American, large head, keg, $9. London, $11.000.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$22 00
No. 6	21 00
No. 7	20 00
No. 8	19 00
No. 9 and up	18 00

Discount, 10%.

TRADE ELASTICA MARK.

A NEW AND COMPLETE LINE

—OF

PAINT AND VARNISH PRODUCTS

BEARING

THIS WELL KNOWN TRADE MARK

Has been perfected by International Varnish Co., Ltd., and is now ready for the market.

ELASTICA VARNISHES have, through years of service, established a reputation for high quality that is beyond reproach. The new line will fully uphold this reputation as the same standard of quality will be maintained throughout.

THE NEW TRADE ELASTICA MARK. LINE

INCLUDES

PREPARED HOUSE PAINT — FLOOR ENAMEL

FLATTINE INTERIOR WALL FINISH

CONCRETE FINISH — INTERNATIONAL BARN RED — SHINGLE STAIN

METAL PAINT — MARINE PAINTS

ORNAMENTAL ENAMEL

CARRIAGE PAINT — WAGON AND IMPLEMENT PAINT

In fact there is an Elastica product for every conceivable purpose. To the many merchants now handling Elastica Varnishes with success this announcement will be good news, as the opportunity will now be theirs to stock the full Elastica line.

Write at once for prices and full particulars.

INTERNATIONAL VARNISH CO. LIMITED.

Vancouver, Halifax — TORONTO — Montreal, Winnipeg

If interested, tear out this page and place with letters to be answered.

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	1⅝"	$19 50
4	1¾"	9 50
5	1 15-16"	4 50
6	2⅛"	4 25
7	2 5-16"	4 00
8	2½"	4 00
9	2 11-16"	3 75
10	2⅞"	3 75
11	3 1-16"	3 75
12	3¼"	3 75

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch...	10 50	36 inch...	$15 00
30 inch...	12 75		

½ inch mesh and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 12½% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	**$ 0 75**
1848	**0 85**
2060	**0 95**

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	$10 00- 10 50

F.o.b. Montreal, Toronto

OIL	Montreal	Toronto
Royalite	0 19½	0 18½
Palacine	0 22½	0 21½
Gasoline, gal.	0 34	0 33
Black oil (Summer)	0 16½	0 15½
Black oil (Winter)	0 18½	0 16
Imperial Cylinder		0 71
Capital cylinder	0 55	0 54
Machine oil, regular grades	31-41	29-39
Standard gas engine oil	0 44	0 43
Paraffine	0 25½	0 24½
XXX machine	0 40	0 39
Polarine Oil, list		0 85
Polarine Oil, heavy, list		0 85
Gargoyle Mobiloil, list		1 10
Fuel oil, bbls.	0 14½	0 13½
Fuel oil, tank cars	0 13	0 12

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft roll
Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 30
Tarred Fibre, No. 2 roll	0 83
Surprise Fibre	0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	0 15
Carpet Felt, 16 oz., per 10 lbs.	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50

Rock—

7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 37

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	$.....
¼ in.	5 22	7 35	5 52	7 65
⅜ in.	5 22	7 35	5 52	7 65
½ in.	6 63	8 20	7 06	8 71
¾ in.	8 40	10 52	8 97	11 09
1 in.	12 41	15 56	13 26	16 41
1¼ in.	16 79	21 05	17 94	22 20
1½ in.	20 08	25 16	21 45	26 54
2 in.	27 01	33 86	28 86	35 71
2½ in.	43 29	54 11	.....	.....
3 in.	56 51	70 76	.....	.....
3½ in	71 76	88 78	.....	.....
4 in.	85 02	105 19	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$31 82	$38 30	$33 70	$40 20
2½ in.	47 97	58 21	50 90	61 10
3 in.	62 73	76 12	66 66	79 90
3½ in.	78 20	96 14	82 80	100 00
4 in.	92 65	114 00	98 10	119 00
4½ in.	112 00	137 00	125 00	149 00
5 in.	130 00	159 00	145 00	174 00
6 in.	169 00	206 00	188 00	226 00
7 in.	219 00	268 00	243 00	292 00
8 L in.	230 00	281 00	255 00	306 00
8 in.	265 00	324 00	294 00	353 00
9 in.	317 00	388 00	.....	.....
10L in.	294 00	360 00	326 00	392 00
10 in.	379 00	464 00	420 00	505 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

List plus 15%.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Medium and extra heavy pipe, 2 to 6 inch	15%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	Net list

F.O.B. Toronto, Montreal

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	**$2 00**
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 40
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Black Diamond tarred felt	4 10
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal. in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal

ROPE	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ¼c; 9-16 to 7-16 in. inclusive 1c; ⅜ in., 1¼c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Italian rope basis	On application
Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	75 77¼
¼-in. and up	74 76¼

F.o.b. Toronto, Montreal, Brantford London, Hamilton.

SANDPAPER

B. & A. sandpaper, 5% to 15% on list.

B. & A. emery cloth, 5% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 5%: Standard scales, 10% discount: Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	15 50

F.o.b. Toronto, London.

SCREEN DOORS

Kasement, No. 1, 2 ft. 8 in., $28.80; 2 ft. 10 in., $30.00; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs	
10¾ oz.	$11 00	$12 00
U.S. 28	10 70	11 70
U.S. 26	10 0	11 40
22 and 24	10 25	11 25
18 and 20	10 10	11 10
16	9 95	10 95
14	9 85	10 85

F.o.b. Hamilton and Toronto

Colborne Crown — **16-20 gauge $12.55; 22-24 gauge, $12.75, 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal**

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$10 85
16 gauge	11 20	10 95
18-20 gauge	11 20	11 10
22-24 gauge	11 40	11 25
26 gauge	11 60	11 40
28 gauge	11 90	11 70
10¾ ozs.	12 25	12 00

Add 25c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorn "best"
16	$12 55		$12 55
18-20	12 55		12 55
22-24	12 25		12 25
26	12 25		12 25
28	13 00		13 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES	Per square
Standard galvanized	$11 00
Shipping weight, 90 lbs	
Standard painted	8 50
Shipping weight, 80 lbs.	

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$9 25
Standard painted	7 50

Discount 7½%.

F.o.b. Montreal, Toronto Ottawa Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount 25% off list.

Freight allowed on shipments of 24 stoves.

McClary Glass Front Oven

No. 70, each, net	4 25

Detroit Glass Front Oven No.

85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list

Freight allowed on shipments of 24 heaters.

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

Alex. McArthur & Co., Ltd.

TRADE MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND

TARRED FELTS

and SHEATHINGS

Made at our own Paper Mills.

SAVE COAL

BY USING

BUILDING PAPER

Your C.C.M. Bicycle Agency for Next Season

Have you secured it?

Contracts for 1919 are now being closed. Agencies awarded and orders accepted for spring deliveries at present prices.

If you are handling bicycles at all, why not sell the best?

To avoid trouble and ensure satisfaction for yourself and your customers, secure the Agency for one of these well-known C.C.M. nameplates:

C·C·M MADE IN CANADA

Massey Columbia Perfect

Cleveland Brantford Red Bird

Ivanhoe or Gendron

Canada Cycle & Motor Co. Ltd.

Montreal, Toronto, WESTON, Winnipeg, Vancouver

Those Who Know Varnishes Know

Dougall Varnish

and will accept no substitute

If you will recommend and sell Dougall Varnish to others who are not so well informed you will ensure satisfaction for them. As for yourself, the profit is a generous one and you will be paving the way to repeat orders.

Drop us a line for details.

The Dougall Varnish Co., Ltd., Montreal

QUALITY DOUGALL VARNISHES FIRST

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	....
Hollow Back Scoops	25 and 25	....	25 and 25
Sand Shovels	25 and 25	....	25 and 25
Hollow Back Shovels	25 and 25	....	25 and 25
Hollow Back Coal Shovels	25 and 25	....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing	$43 00
Boudoir, Nic., Cyco B.B.	40 00
Club, Jap. Cyco Bearing	96 00
Champion, Nickeled Fittings	35 00
Champion, Japanned Fittings	31 00
Elite, Nic., Cyco B.B.	46 00
Grand, Nic. ,Cyco B.B.	56 00
Grand, Jap., Cyco B.B.	52 00
Grand Rapids, Nic., Cyco B.B.	40 00
Grand Rapids, Jap., Cyco B.B	36 00
Parlor Queen, Nic., Cyco, B.B.	46 00
Princess, Nic., Cyco B.B.	41 00
Standard, Nickeled Fittings	37 00
Standard, Japanned Fittings	33 00
Universal, Nic., Cyco Bearing	38 00
Universal, Jap., Cyco Bearing	34 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	$84 00
Household, Jap.	72 00
Superba, Nic.	99 00

F.o.b. factory Niagara Falls, Ont., and other jobbing points in Eastern Canada.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b Toronto, Hamilton, London.

TACKS

	Discount
Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917—Net list. List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wires.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List plus 15%	

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

	Doz. with chain
Victor, No. 1	2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	4 70

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER)

	Per lb.
500 ft.	$0 23½
550 ft.	0 25¼
600 ft.	0 26½
650 ft.	0 28

In 5-ton lots ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 75-77-80¾

4-ply, wrapping, lb. 79-81¼-85

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES

	%
Ground work	42
Compression work, standard	47
High grade	41
Cushion work	40
Fuller work, standard	45
High grade	38
Basin cocks, No. 0 Standard	40
High grade	40
Bath cocks	50
Flatway stop and waste cocks, standard	50
High grade	47
Roundway stop and waste cocks, standard	50
High grade	47
Brass steam cocks, standard. 10% advance on list	
Radiator valves, standard	10
High grade	Net
Patent quick opening valves.	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc, 5% advance on list	

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 40-10%.

Colonial, 27½%.

Imperial Ware, 27%.

Pearl, 27½%.

Premier, net list.

Canada Ware, net list.

Diamond, net list. White Ware, 45%

Japanned Ware, list plus 30%.

Japanned Ware, White, list, plus 40%.

Plain and Jap Sprinklers, list plus 30%.

Barb $6.75

Stamped Ware, plain, 45%.

Stamped Ware, retinned, 40%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 45%.

Tinners' Trimmings, retinned, 40%.

Tinners' Trimmings, general, list plus 20%.

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list ,plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 70%.

Sheet Iron Ware, list, plus 20%.

Pieced Ware, ordinary, list, plus 50%. Fry Pans, 40%.

Spiders, steel, net list; cast iron, 10%.

Fire Shovels, Japanned, list, plus 20%.

Steel Sinks, painted, list plus 25%.

Steel Sinks, galvanized, list plus 25%.

Light Galv. Pails and Tubs, list plus 30%.

Heavy Galv. Pails and Tubs, list, plus 20%.

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 40%.

Galv. Coal Hods, list, plus 50%.

Paper Lined Boards, 30 and 10%.

Wood Lined Boards, 30%.

Stove Pipe, patent, per 100, 6 in., $22.38; 7 in., $23.87.

Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.

Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...

Stove Pipe Thimbles, 45%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼-in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.20; ⅞ in., $18.20; 15-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 33 1-3 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.35
Section, ½ lb. per 100 lbs.	5.50-5.85	5.50	6.00
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	4.25

WHEELBARROWS

Navvy, steel wheel, doz.	$60.00
Garden, steel wheel, doz.	71.40
Light garden, doz.	64.20

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire Per 100 lbs.

No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	9 00
No. 19	9 50

Hay Wire in Coils

No. 13	6 85
No. 14	7 00
No. 15	7 20
No. 16	7 45

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or paperings	0 16

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

Retinned Kneading Pans, 12½%.	
No. 9 pl. glav.	5.35- 6.00
No. 12 pl. galv.	5.50- 6.15
No 13 pl. galv.	6.00- 6.25
No. 9 coil sp.	5.50- 6.00
No. 12 coil sp.	5.80- 6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright	$5 50
Fence staples, galvanized	$6.25-6.50

In 25-lb. boxes add 25c extra

Poultry Netting Staples

Poultry netting staples, galvanized, list	$12 00

Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus	10%
Brass wire, 8 to 24 gauge, add	40%
25 to 36 gauge, add	25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	$3 50
In 50-ft. rolls	3 55
Galvanized, per 100 sq. ft. in 100 ft. rolls	4 75 5 50
Bronze, sq. ft.	0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$15 60	18 in.	$35 00
10 in.	17 40	24 in.	50 60
14 in.	24 45		

Coes—	Doz. net		Doz. net
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		

Stillson—	Each	Doz. net
6 in.	$1 20	$14 00
8in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 35	50 60
36 in.	....	94 20
48 in.	....	139 20

EMPIRE SELF-CLOSING BIBBS

BALL BEARING

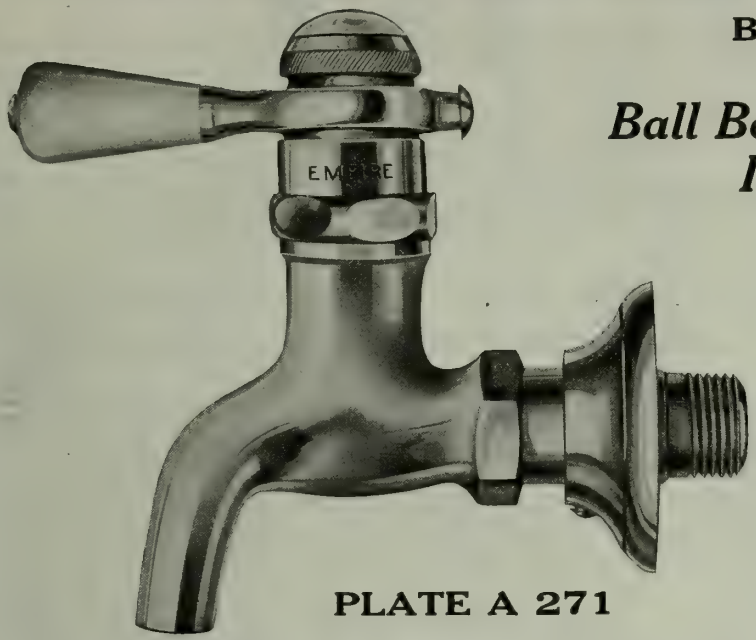


PLATE A 271

Ball Bearing Lever China Index Handle

If you want to build up bigger business, you need dependable goods. You need to install those goods that are made right and fully guaranteed.

Empire Self-closing Bibbs are made right; they are fully guaranteed, and do not waste water. One of the greatest economic wastes in our towns and cities is water. Most office and factory buildings and public institutions are on the meter system, and wasting water is a serious matter.

Empire Self-closing Bibbs will save the price in water rates in less than a year. It is unpatriotic to waste water, particularly these days, because every gallon of water needs some kind of power to pump same.

Get full information from us about this line right now, it's a real winner.

Empire Manufacturing Company Limited
LONDON TORONTO



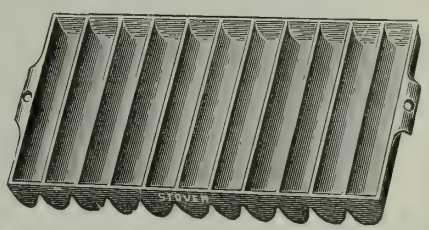
Keep *Sani-Flush* before the eyes of your customers. Many of them have been convinced by the manufacturer's advertising that they need

Sani-Flush

They will buy it as soon as you let them know you handle it.

Harold F. Ritchie & Co., Limited
10-12 McCaul Street, Toronto, Ont.

CORN BREAD PANS



Fast Selling Hardware Specialties

The use of corn meal as a substitute for wheat has created a large demand for these pans.

Every dealer should have them. Be sure you get the STOVER brand. It is a guarantee of clean, smooth castings.

This is also the time of year to lay in your waffle irons. STOVER waffle irons keep on the move and do not lay in stock. Send for our special waffle iron circular.

Some of the Stover Hardware

- Waffle Irons
- Mop Sticks
- Lemon Squeezers
- Ice Picks and Shaves
- Saw Vises
- Door Latches
- Chest Handles
- Door Pulls
- Foot Scrapers
- Cast Pliers
- Fire Place Fixtures
- Stove Pokers and Lifters
- Stove Pipe Dampers
- Pulleys (All Kinds)
- House Numbers
- Cast Hammers
- Harness, Coat and Robe Hooks
- Wind Mills
- Feed Mills
- Gasoline Engines

Stover Mfg. & Engine Co.
709 East Street
Freeport, Ill.

Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.
Send undersigned information regarding your
Name .....
Business .....
Address .....

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1.$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE Montreal Toronto
Per lb. 13-14 14-16

BRUSHES
Acme, 15 lbs. each..... $2 25
Acme, 20 lbs., each..... 2 75
Acme, 25 lbs. each..... 3 25
F.o.b. Toronto.

COLORS (DRY) Per lb
Raw Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Raw Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Imp. green, 100 lb. kegs.... 0 25
Chrome green, pure 0 35
Chrome yellow 17-31
Brunswick green, 100 lb. k.. 0 12
Indian red, 100-lb. kegs.... 0 15
Indian red, No. 1, 100 lb. k.. 0 06
Venetian red, best bright... 0 04
Venetian red, No. 1 ..... 0 02½
Drop black, pure dry..... 0 15
Golden ochre, 100 lb. kegs.. 0 06½
White ochre, 100 lb. kegs.. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 3½-5
French ochre, barrels 0 06
Spruce ochre, 100-lb. kegs... 7-8c
Canadian red oxide, bbls....2 -2¼
Super magnetic red..... 2¼-2½c
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE
1 lb. tins—
Venetian red 0 21
Indian red 0 35
Chrome yellow, pure 0 53
Golden ochre, pure 30-32
French spruce ochre, pure...25-28
Greens, pure 28-35
Siennas 0 32
Umbers 0 32
Ultramarine blue 0 52
Prussian blue 1 50
Chinese blue 1 50
Drop black 0 30
Ivory black 0 31
Signwriters' black, pure 0 40
Lampblack 0 40
Marine black, 5 lb. irons..... 0 20
F.o.b. Montreal, Toronto

ENAMELS (white) Gal.
Duralite $6 50
Albagloss 3 50

GLUE Per lb
Brantford All Round Glue—
Case No. 7—50-lb. pkgs.....$28 00
Case No. 8—100 ½-lb. pkgs.. 31 00
Case No. 9—200 ¼-lb. pkgs.. 38 00
Discount.
French medal (prices withdrawn)
English common sheet..... 32-34
English prima 35-38
White pigsfoot 0 50
Cake bone, 112-lb. bags..... 0 35
Hide, 112-lb. bags 0 45
Gelatine, 112-lb. bags..... 45-60
Ground glues, 112-lb. bags, No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags.. 24

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 25%.
Sheet glass, 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each		$0 80
Plates from	1 to 2 feet, each	0 90
"	2 to 3 "	0 95
"	3 to 4 "	1 15
"	4 to 5 "	1 35
"	5 to 7 "	1 50
"	7 to 10 "	1 70
"	10 to 12 "	1 75
"	12 to 15 "	1 85
"	15 to 25 "	1 95
"	25 to 50 "	2 15
"	50 to 75 "	2 20
"	75 to 90 "	2 25
"	90 to 100 "	2 30
"	100 to 120 "	2 60
"	120 to 140 "	2 90

Plates 101 to 110 wide containing not over 100 ft. each... 3 00
Plates 111 to 120 wide containing not over 100 ft., each... 3 40
Plates 101 to 110 wide containing over 100 ft., each..... 3 40
Plates 111 to 120 wide containing over 100 ft., each..... 3 75
Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 10 0lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure	$17 50	$17 80
Crown Diamond	17 50	17 80
Crown, pure	17 50	17 80
Green Seal	17 50	17 80
Ramsay's Pure	17 50	17 80
Moore's Pure	17 50	17 80
Tiger, Pure	17 50	17 80
O.P.W. Dec. Pure	17 50	17 80
Red Seal	17 50	17 80
Decorators' Pure	17 50	17 80
O.P.W. English	17 70	18 00
Elephant Genuine	18 00	18 30

B.B. Genuine Lead, less than tons, $19.70, Toronto; $19.40, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	16 00	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Pound	Pound
Barrels, 600 lbs.	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto. Montreal and Hamilton

MURESCO
Tints, 5-lb. packages, per 100 lbs., $8.40; white, 5-lb. packages, $7.80.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 40
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 30
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 05
Moore's House Colors, colors	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 25
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 30
O.P.W. Flat Wall, white	3 30
O.P.W. Flat Wall, colors	3 10
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white	4 30
Martin-Senour, 100%, colors	4 05
Martin-Senour, Porch aint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams Floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros. H.S., colors	4 05
Lowe Bros. Hard Drying Floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 15
Pearcy's Prepared, white	3 50

F.o.b. Montreal, Toronto.

PARIS GREEN

	C.P.	Berger's and Munro's
	Per lb.	
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250		
In 50 lb. and 100 lb. drums	0 61¼	0 62
In 25 lb. drums	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY

	Montreal Standard	Toronto Less than tons
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk, 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less: five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c. Hamilton 30c, London and Windsor 40c per 100 lbs. over Montreal quotations.

ROSIN
Barrels, 100 lbs. $6 90
Less, per lb. 0 08

SHELLAC
Pure White, gal.... $4 75-$4 90
Pure Orange, gal.... .... 4 50
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER
Taxite, 1 gal. cans $3 30
B.H. Vanisher 3 00
Cumoff 3 30
Takof 3 25
O.P.W. Presto 3 00
Lingerwett 2 80-3 25
Solvo 3 00
F.o.b. Montreal, Toronto.

VARNISHES Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins .....$1.32-$1.44
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz... 1 40
Depend-on, list 3 50
B.H. Maritime Spar, list.... 7 00
Everlastic, Depend-on and Maritime Spar subject to discount of 40%
Elastilite 3 25
Granitine Floor Finish 3 25
Hydrox Spar 3 60
Sun Varnish 2 60
Sun Spar 4 60
Sun Waterproof Floor..... 3 40
Jasperite Interior and Exterior 2 65
Jasperite Pale Hard Oil ... 1 90
Jasperite Indestructo Floor Finish 2 65
Jamieson's Copaline 3 02
M-S Marble-Ite Floor 3 29
M-S Wood-Var 3 29
M-S Double Spar 4 57
M-S Finest Interior 3 86
Elastic Interior 2 64
Mar-not 3 40
Quick Action House 2 47
Rexspar 4 62
Sear-Not 3 34
Kyanize Spar 4 95
Kyanize Cabinet Rubbing .. 3 85
Kyanize Interior 3 85
Luxeberry light 3 30
Luxeberry granite 3 52
Luxeberry spar 4 95
Ramsay's Universal 2 92
Crown Diamond Floor 2 60
F.o.b. Montreal, Toronto

WATER PAINTS
Opalite, 300 lb. bbls..... 0 13½
Opalite, 100 lb. kegs..... 0 14
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg... 0 40
Coralite, 5-lb. pkgs., white 0 07
Coralite, 5-lb. pkgs., colors 0 07½
B.H. Frescota, 5-lb. pkge., white 7 80
B.H. Frescota, 5-lb. pkge., colors 8 40
F.o.b. Montreal, Toronto

WASTE
Cream, Polishing $0 21

WHITE
XXX 0 20
XX 0 18
X 0 17
XC 0 16
Japanese 0 15
XXX Extra 0 21
X Grand 0 19¾
XLCR 0 18½
X Empire 0 17¼
X Press 0 16

COLORED
No. 5 15
No. 1 14
No. 7 13
No. 1A 11½
No. 1B 10½
Fancy 16¼
Lion 15
Standard 13¾
Popular 12
Keen 10½
Above lines subject to trade discount for quantity.

WAX Per lb
C. & B. Floor Wax $0 40
B.H. Wax 0 40
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 34
Imperial Floor Wax 0 40
Anchor 0 33
O.P.W. Lion Brand 0 35
Old English 0 53 0 62
Johnsons 0 57 0 62
Jamieson's liquid wax, gal... 2 75
Gold Medal 0 42
Edwards, lb. 0 40
Ramsay's 0 45
S. & W. 0 54
Crown Diamond 0 45
F.o.b. Montreal and Toronto

WHITING
Plain, in bbls. $2 50
F.o.b. Montreal, Toronto, London
Gilders, bolted, in bbls..... 3 00

WOOD ALCOHOL . per gal.
In five gallons.....$1.80-$1.90
In barrels ....- 1.79
$4 extra for barrels
F.o.b Montreal, Toronto, London.

GLASS

Now is the time to sort up on

WINDOW GLASS

We can take care of your requirements from our branch warehouses and make prompt shipments.

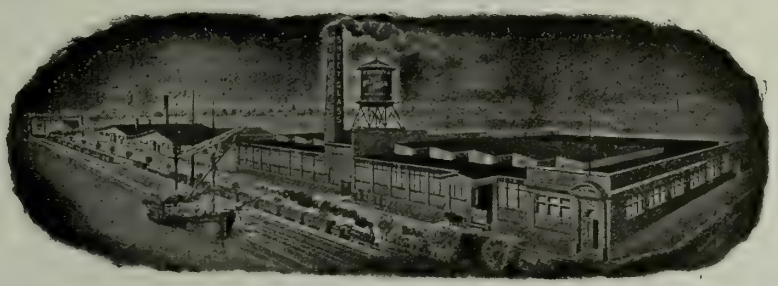
We stock and manufacture Plate, Bevelled Plate, Mirrors, Window, Figured, Leaded, Wired and Prism Glass.

Catalogues and price lists will be sent free upon application.
WRITE, PHONE OR WIRE your wants.

HOBBS MANUFACTURING COMPANY, LIMITED

Montreal Toronto London Winnipeg

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Dougle Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.50 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 37½% off list.

Standard, 30% off list. 25% extra.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.65 per lb.; cut, $1.85 per lb.; rawhide, sides, $1.60; cut, $1.80.

Blue Stone (Vitriol) 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 20%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil,: 3-16 in., $18.40; ¼, $16.00; 5-16 in., $13.60; ⅜, $12.40; 7-16, $12.20; ½, $12.00; 9-16, $12.00; ⅝, $11.75; ¾, $11.50; 1 in., $11.25; Logging, 5-16 in., $15.40; ⅜, $14.20; ½, $13.80; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 65

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. bbls., 30c lb.; 100-lb. bbls, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $2.75.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, net list.

Corrugated Strap Hinges — 4, $1.75; 5, $2.35; 6, $3.10; 8, $4.95; 10, $7.35; 12, $11.35.

Corrugated Tee Hinges—4, $2.15; 5, $2.65; 6, $3.50; 8, $6.00; 10, $10.10; 12, $14.40.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.	$12 50	$12 50
28 Am. or 26 Eng.	12 00	12 00
26 Am. or 26 Eng.	11 70	11 70
24	11 55	11 55
22	11 55	11 55
18 and 20	11 40	11 40
16 Am.	11 25	11 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 10
Mrs. Pott's No. 50, set	2 25

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 30
3	2 95
4	5 25
Barn Door	
5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 65
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 25

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 7 75	$ 8 25
Empress	10 00	10 60
Daisy	6 25	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.80 base; Winnipeg, $6.25 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x	24 in.	$6 30
	30 in.	9 65
	36 in.	9 00
2 in. mesh x	24 in.	3 05
	30 in.	3 60
	36 in.	4 20
	48 in.	5 60
	60 in.	6 95
	72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 37½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 37c; Family safety coal oil, 24½c; "Engoline" engine coal oil, 20½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 20c; Standard gas engine oil, 48c; Prairie Harvester oil, 49½c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.65; Silkstone, $3.15; Stephens' Barn Paint, $2.10.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)



A Specially Prepared Wall Paint

That Gets and Holds Patronage Wherever It is Shown

"It's So Easy to Apply"

Let's Send You An Interesting Booklet

G. F. STEPHENS & CO.

LIMITED

WINNIPEG and CALGARY

If interested, tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 00	$ 8 35
⅜ inch	6 05	8 45
½ inch	7 85	9 60
¾ inch	9 95	12 30
1 inch	14 70	18 20
1¼ inch	20 00	24 70
1½ inch	23 75	29 35
2 inch	32 00	39 50
2½ inch	51 25	63 15
3 inch	66 20	82 60
3½ inch	86 85	.....
4 inch	103 00	.....
4½ inch	118 50	.....
5 inch	138 00	.....
6 inch	179 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $11; full polished $12.50; 18 x 24, half polished, $11; full polished, $12.50; 20 x 28, half polished, $11; full polished, $12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½ x 14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39¾c base; British Manila, 33¾c base; lath yarn, 28¼c base; African hemp, 33¾c base; cotton rope ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0 ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $10.00; Watch Spring, $10.40; Lance Tooth or Lightning Blades, $10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00
SNATHS—	
No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$ 87 00
Household, Jap.	75 00
Superba, Nic.	102 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 30
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 64 to 65.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $8.00 base; other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $8.50; ¾ in., $8.75; ¾ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE—

20 x 28 I.C.	$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.C.	40 00
Terne plates	24 00

TRAPS, GAME— Doz.	Victor	H.& N.	Jump
No. 0	$1 95	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$23 80
No. 1	18 80	20 45
No. 2	16 40	16 95
No. 3	14 00	14 45

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 0% discount.

Premier, Canada, Diamond, plus 12½%.

Whiteware, 40% discount.

Japanned Ware, list, plus 40%.

Japanned Ware, white, list, plus 50%.

Japanned Sprinklers, list, plus 40%.

Stamped Ware, plain, 40% discount.

Stamped Ware, ret'd, 33 1/3% discount.

Pieced Tinware, ordinary, list, plus 65%.

Pieced Tinware, copper bottoms, list, plus 85%.

Sheet Iron Ware, list, plus 30%.

Light Galv'd Pails and Tubs, list, plus 40%.

Heavy Galv'd Pails and Tubs, plus 30%.

Jap. Coal Hods, list, plus 50%.

Galv'd Coal Hods, list, plus 60%.

WASHERS—

Iron, small lots, 33% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $18.40; less than ton lots, $18.75.

WIRE, BARB—

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William $5.10 Winnipeg; Baker, 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized Ft. William, No. 9, $5.65; No. 12 $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 50
8 in.	7 80
10 in.	9 10
12 in.	11 70
15 in.	15 60
Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$ 1 10
8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45
Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

	Dozen	
Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $58.85 per doz.; Reliance, $70.50 per doz.; Emperor, $182.

Royal Canadian, $54.50 per doz.;

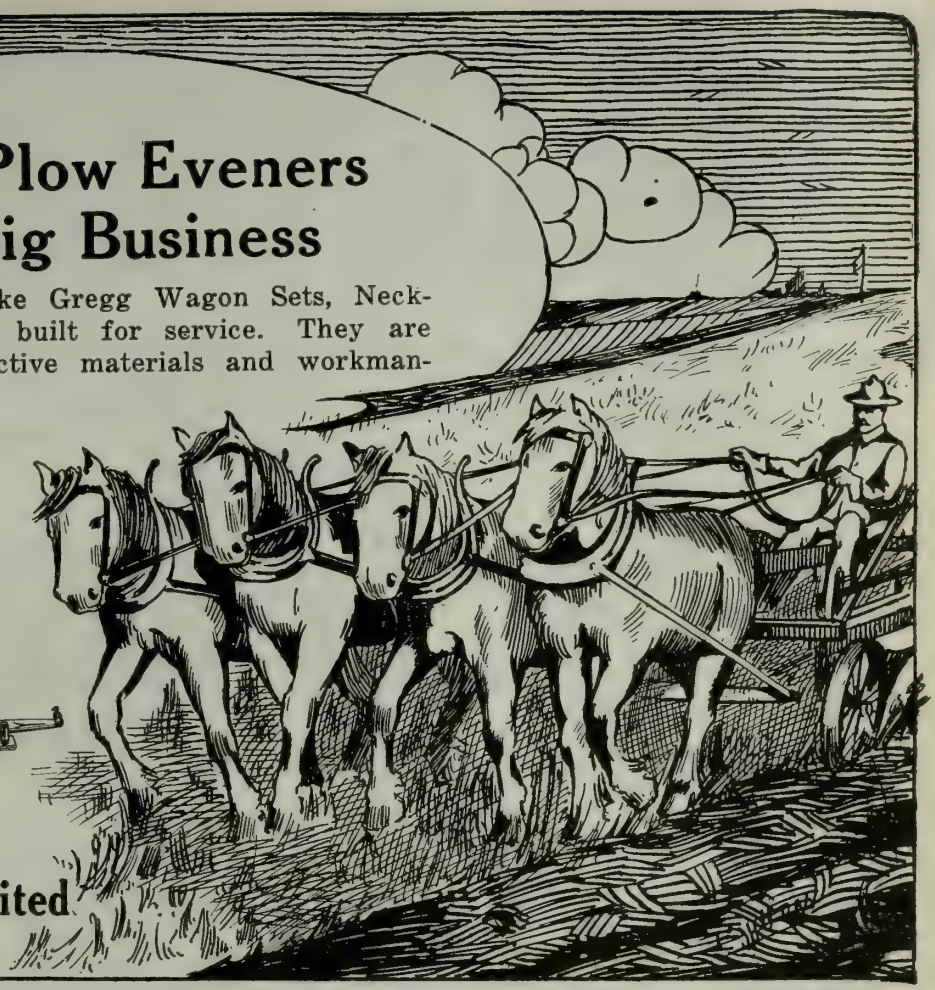
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Canadian National Carbon Co., Toronto.
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Thermoid Rubber Co., Trenton, N.J.
Samuel Trees & Co., Toronto.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties Co., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Carriage Factories, Ltd., Brockville, Ont.
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
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Caverhill, Learmont & Co., Montreal.
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Owl Metal Co., Ltd., Winnipeg.
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Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg Co., Ltd., Otterville, Ont.

Barrel Liners
J. N. Warmington & Co., Montreal, Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
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Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
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Empire Mfg Co., London, Ont.
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United Brassfounders, Ltd., Manchester. Eng.
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Brass, Sheets and Rods
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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Gutta Percha & Rubber Ltd., Toronto
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Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes Ltd., Winnipeg, Man.

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D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Bolts and Nuts
Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
Northern Bolt & Screw Co., Owen Sound
Wilkinson & Kompass, Hamilton.

Boiler Tubes
Baines & Peckover, Toronto.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Eye
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
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Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
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Bale Ties
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Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

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Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
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Barn Door Hangers
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Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands
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Caverhill, Learmont & Co., Montreal.
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Goodell-Pratt Co., Greenfield, Mass.
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Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.
The Toronto Lock Mfg. Co., Toronto, Ont.

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The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

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Caverhill, Learmont & Co., Montreal.
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National Mfg. Co., Sterling, Ill.
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The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs
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Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
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Stanley Rule & Level Co., New Britain, Conn.
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Bits, Auger
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Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
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Blowers, Blacksmiths'
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Thos. Birkett & Son Co., Ltd., Ottawa.
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Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng
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National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont.
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Stratford Brass Co., Ltd., Stratford, Ont.
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Bumpers, Rubber
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Carhartt Gloves

All Hardwaremen Should Stock
CARHARTT GLOVES

The hardware dealer is the logical distributor of work gloves. He meets the farmer, the laborer, the driver, the trainman in his store and is in a position to sell Carhartt gloves with their many exclusive features, their superior workmanship and materials.

There's a good margin in selling Carhartt gloves.

Display a range of these gloves in your store and show window.

Carhartt samples mailed on request. Mention in writing the class of trade you have.

Note.—We Make Leather Gloves Only.

Hamilton Carhartt Cotton Mills, Limited

TORONTO UNIT.

Hamilton Carhartt Cotton Mills Co.

If interested, tear out this page and place with letters to be answered.

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Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

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Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Canoes
Canadian Canoe Co., Peterboro, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

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Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co. Windsor.

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The Toronto Lock Mfg. Co., Toronto, Ont.

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Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
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Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
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Chicago Flexible Shaft Co., Chicago, Ill.

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Closet Seats
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Toronto Lock Mfg. Co., Toronto.

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National Mfg. Co., Sterling Ill.
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THE BUYERS' GUIDE

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Superior Electrics, Ltd., Pembroke, Ont.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Plewes Ltd., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.

Horse Nails
C. Kloepper, Limited, Toronto, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Empire Mfg. Co., London, Ont.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron and Steel, Structural
Baines & Peckover, Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extention, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
Evan L. Reed Mfg. Co., Sterling, Ill.

Lath, Metallic
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
Basters Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Churton & Taylor, Toronto.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lath, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.
Lumber Products Ltd., Winnipeg, Man.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Leather Belting and Soles
Beardmore & Co., Toronto.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.
Toronto Lock Mfg Co., Toronto, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.

Mantles, Gas
Hamilton Gas Mantle Co., Hamilton, Can.

Marine Brass Work
Empire Mfg. Co., London, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Expanded
Baines & Peckover, Toronto, Ont.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mica
A. G. Martin, Ottawa, Ont.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.
Toronto Lock Mfg. Co., Toronto.



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THE BUYERS' GUIDE

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Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Tarbox Bros., Toronto, Ont.
Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.
Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Que.
Ford Motor Co., Ford Ont.
Motors
Canadian General Electric Co., Ltd., Toronto.
Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.
Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.
Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.
Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.
Neckyokes
Gregg Mfg. Co., Ltd., Winnipeg, Man.
Oakum
Scythes & Co., Ltd., Toronto, Ont.
Oil Cans
Cannon Oiler Co., Keithsburg, Ill.
Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.
Oil, Coal
Imperial Oil Co., Toronto.
Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
Oil Hole Covers
Canadian Winkley Co., Windsor.
Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.
Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.
Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.
Orange Derinders
J. E. Beauchamp & Co., Montreal.
Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.
Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.
Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville
Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville
Ornamental Iron and Wire Work
Dennis Wire & Iron Works, London, Ont.
Packings
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.
Paint, Ready Mixed, Barn, Roof, Flat Wall Concrete, Floor, Cement, Aluminum, Marine
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.
Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.
Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.
Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.
Paper Bags
Walter Woods & Co., Hamilton.
Paper, Wrapping
Walter Woods & Co., Hamilton.
Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.
Pads
D. Ackland & Sons, Winnipeg.
Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.
Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.
Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.
Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.
Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.
Piston Rod Pocking
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pitch
Scythes & Co., Ltd., Toronto, Ont.
Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.
Phonographs
Canadian Phonograph & Sapphire Disc Co. Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg
Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton
Pins, Escutcheon
Parmenter & Bulloch, Gananoque
Pipe Cleaner (sewer and drain)
Chamberlain Desolvo Co., Ltd., Toronto, Ont.
Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.
Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt
Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Lewis Bros., Ltd., Montreal
Pipe, Galvanized, Conducter
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.
Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto
Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto
Planters, Corn
Otterville Mfg. Co., Otterville, Ont.
Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Goodell-Pratt Co., Greenfield, Mass.
Plowshares
D. Ackland & Son, Winnipeg
Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal
Plumbers' Tools
Empire Mfg. Co., London, Ont.
Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.
John Stevens Co., Ltd., Winnipeg, Man.
Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.
Plates, Plain and Chequered
Baines & Peckover, Toronto.
Polishes, Auto and Furniture
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Polishes, Knife
Jno. Oakey & Sons, London, Eng.
Poles, Electric Light
Northern Electric Co., Montreal
Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.
Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.
Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.
Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.
Powder, Gun
Hercules Powder Co., Delaware.
Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.
Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.
Pumps
Aylmer Pump Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.
Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.
Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal
Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto
Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.
Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Radiators
Empire Mfg. Co., London, Ont.
Radiator Valves
Jenkins Bros., Ltd., Montreal
Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.
Rakes
Ward & Payne, Sheffield, Eng.
Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.
Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.
Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.
Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto
Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.
Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Rifles
Harrington & Richardson Arms Co., Worcester, Mass.
Rivets
Parmenter Bulloch Co., Gananoque, Ont.
Stowell Screw Co., Ltd., Montreal.
Roofing, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.



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MEHASCO

ANOTHER MEHASCO MESSAGE
14

Another Mehasco Message

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THE BUYERS' GUIDE

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Rope
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Fred Smith, Toronto, Ont.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Sawset
Chas. Morrill, Inc., New York.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Siding, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Machinery Co., Ltd., Renfrew, Ont.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stowel Screw Co., Ltd., Montreal.

Screw and Bolt Cases
Duluth Show Case Co., Duluth, Minn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Montreal, Que.

Separators
Dominion Sewing Machine & Phonograph Co., Winnipeg, Man.
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
B. & S. H. Thompson, Montreal, Que.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

Shingles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Shower Baths
Empire Mfg. Co., London, Ont.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Skylights, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.
Supplies Ltd., Kentville, N.S.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
Northern Electric Co., Ltd., Toronto
Sharp Spark Plug Co., Cleveland, Ohio.

Spanners
Williams & Co., J. H., Brooklyn, N.Y

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Stampings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Clare Bros., Preston, Ont.
Bert Conway, Winnipeg, Man.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
Galt Stove & Furnace Co., Ltd., Galt, Ont.
Gurney Foundry Co., Toronto
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary
D. Moore Co., Ltd., Hamilton, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves and Ranges, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
O-Rib-O Mfg. Co., Winnipeg, Man.
Safety Stove Pipe Co., Ltd., Toronto, Ont.
Sheet Metal Products Co. of Canada, Toronto.

Steel, Cold Rolled Band
J. N. Warmington & Co., Montreal, Que.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Staves, Friction
Toronto Lock Mfg. Co., Toronto.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Supply Pipes, Iron and Brass, Bath and Basin
Empire Mfg. Co., London, Ont.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Cistern
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Empire Mfg. Co., London and Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Scythes & Co., Ltd., Toronto, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q.

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Vokes Hardware Co., Ltd., Toronto, Ont.

Tires and Tubes, Bicycle
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q
Kribs, Wm. A., Hespeler, Ont.

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal, Q

Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg
Can. Blower & Forge Co., Ltd., The, Kitchener
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

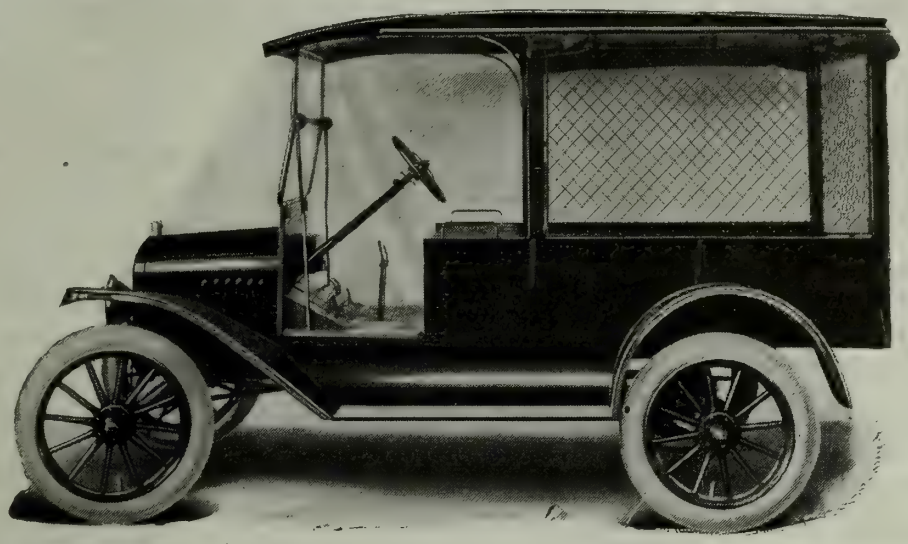
Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beanchamp & Co., Montreal
A. C. Gilbert Co., New Haven, Conn.
Lumber Products, Ltd., Winnipeg, Man.

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THE BUYERS' GUIDE

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Towel Bars
Kinsinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont
The Veterans Mfg. Co., East Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
North American Hardware Co., Ltd., Montreal,
Vivid Electric Lamp Co., Toronto.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Eddy & Co., E. B., Hull, Que.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Turpentine
Brown Corporation, Portland, Maine.
Fred Smith, Toronto.

Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Vaccuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Milwaukee Valve Co., Milwaukee, Wis.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
Jenkins Bros Co., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.

Varnishes
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Glidden Varnish Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Vehicles, Business
Canada Carriage Factories, Ltd., Brockville, Ont.
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Veneer Seats
Canadian Veneering Co., Montreal, Que.

Ventillators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Wagons
Woodstock Wagon Mfg. Co., Woodstock, Ont.

WALLBOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Walnut Seats
Canadian Veneering Co., Montreal, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
The Toronto Lock Mfg. Co., Toronto, Ont.
Otterville Mfg. Co., Otterville, Ont.
Wilkinson & Kompass, Hamilton

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cushman Motor Works, Ltd., Winnipeg, Man
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg Man
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Maytag Co., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary Alta.
Nineteen Hundred Washer Co., Toronto, Ont.
Northern Electric Co., Montreal
John Watson Mfg. Co., Winnipeg, Man.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont

Wash Tubs
E. B. Eddy & Co., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Water Supply Systems
Empire Mfg. Co., London, Ont.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Swan Mfg. Co., Winnipeg

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wholesale Hardware
Thos. Birkett & Co., Ottawa, Ont.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice, Lewis & Sons, Ltd., Toronto
Wm. Stairs, Son & Morrow, Ltd., Halifax, N.S.
W. H. Thorne & Co., Ltd., St. John, N.B.
White's, Ltd., Collingwood, Ont.
Wood Vallance & Co., Winnipeg, Man.
Vokes Hardware Co., Ltd., Toronto, Ont.

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Windows and Doors, Kalameined and Metal
Metallic Roofing Co., Toronto and Winnipeg

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Wire Rope
Baines & Peckover, Toronto.

Wrapping Paper
Alex. McArthur & Co., Montreal, Que.

Wrenches and Accessories
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
Plewes Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y.

Wrench Sets
Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Connor & Son, Ltd., J. H., Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary, Alta.
White Mop Wringer Co., Fultonville, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

"No, Sir, said Graydon"

GRAYDON is a hardware dealer. He said, "No, Sir," to a traveller who had asked five minutes of his time in which to demonstrate a new incubator that the M—— Mfg. Co. were putting on the market. "No, I don't know your firm," Mr. Graydon continued in a chilling tone that matched the winter weather without, "I have never heard of it before nor of your incubator, and I have no time just now to listen to you."

But the traveller persisted, asking, "How, then, am I to make the merits of our incubator known to you if you won't take time to hear my explanation?"

"Well, I'll answer that question, since you ask me," replied the dealer in a more genial tone. "Your firm should advertise your incubator in the trade paper that all we hardware men read every week, Hardware and Metal. They should keep on advertising it until we have had time to gain the main points about it and have become sufficiently interested to want to sell the line. Then you could call, talk prices, etc., and little time would be wasted. You know merchants nowadays, because of scarcity of clerk help, have very little time to give to travellers. You should get your firm to do its missionary work in advance through the trade papers. That's the way to save our time and yours, too."

This is what Ross of Lucan, wrote the manager of DRY GOODS REVIEW

J. M. Ross & Co., General Merchants, Lucan, Ont.—The fact that we have been subscribers for THE REVIEW for over ten years is sufficient evidence of our appreciation of its value to us.

Our staff takes advantage of many valuable suggestions appearing monthly.

We see advertisements of certain classes of merchandise that would escape our attention if it were not for THE REVIEW.

Our mail usually consists of 50 per cent. circulars and booklets that find their way to the baler without being read. Were they consolidated with all the interesting matter found in the columns of THE REVIEW, they would not only come under the observation of the retailers but the members of their staff as well and we are sure better results would be obtained.

$300-$1,200 a year to back up and prepare for traveller's calls, when worked down to lowest terms, becomes a very small sum.

Spending	To support the solicitation work of	Means in a year
$300	5 travellers	$60 per traveller or $5 a month
$600	10 "	$60 " " $5 "
$1,200	12 "	$100 " " $8.33 "

A traveller will make probably 125 calls in a month. So it works out about 4c-7c a call to support him. His actual call (salary and expenses) probably cost the firm on an average $2. That is to send a man out will cost, for his salary and expenses quite $10 a day. We suggest that, in McCurdy's case above, an extra $1 spent on making known his incubator and the firm making it would have been well spent money.

Besides which one must take into consideration the resultful influence of advertising on firms travellers never call on and whose business must be courted by advertising.

To spend $300-$1,200 a year for an all-the-year-round campaign of page spaces in one or other of the following retailers' newspapers is cheap business insurance:

CANADIAN GROCER	(Weekly)
HARDWARE AND METAL	(Weekly)
DRY GOODS REVIEW	(Monthly)
MEN'S WEAR REVIEW	(Monthly)
BOOKSELLER AND STATIONER	(Monthly)
SANITARY ENGINEER	(Semi-Monthly)

Keep a page advertisement in the business paper your customer and wanted customer read. Your travellers will get business more easily, and the $10 or so a day it costs to keep them out will be getting you bigger orders.

Send for copies, etc., of the above-named retailers' newspapers. Find what firms are using them and how they are using them, and study the papers on their editorial side, observing their downright money value to retailers; addressing the publishers.

The MacLean Publishing Company, Limited

Toronto, Canada

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

WHY have our sales increased 200% over last year?

BECAUSE our prices, quality equal, are 10 lower than others

OUR GRADES

Colored---1B, 1A, 7, 1, 5

White---Jap, XC, X, XX, XXX

ACME WASTE MFG. CO.
LIMITED
482 WELLINGTON ST. W., TORONTO
5 Queen Street, Montreal 1206 McArthur Bldg., Winnipeg

C. KLOEPFER, LIMITED
Edward Halloran, General Manager
44-50 Wellington Street East, TORONTO
And at Guelph

IRON and STEEL
HEAVY HARDWARE
AUTOMOBILE ACCESSORIES

GULF BRAND
Pure Gum Turpentine and Rosin
of highest Quality, guaranteed at destination to Equal *Government Standards*

Nothing but selected pure Gum Products from Distilleries using the most Modern methods of manufacture and handling and following a strict set of specifications to insure the Highest Uniform Quality.

Shipments made direct from Distilleries. Grades guaranteed at destination to equal Government standards. Stocks carried in Toronto, car or less car lots. Write for quotations.

FRED SMITH
Mail Building, Toronto, Can.

COLD ROLLED BAND STEEL



Specify De Havens'

Made from flat cold rolled steel and used for all purposes as wooden handles, etc., and light stamping.

Box Strapping,
Lead Seals,
Tin Boxes, etc.

J. N. Warminton & Company
207 St. James St.
Montreal

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

THE BRITISH ALUMINIUM COMPANY, Limited
OF LONDON, ENGLAND

PRODUCERS OF ALUMINIUM IN ALL COMMERCIAL FORMS

CANADIAN HEAD OFFICE:
60 WEST FRONT STREET, TORONTO
Eastern Agents: Spielmann Agencies Montreal

If interested, tear out this page and place with letters to be answered.

Look for the full name

Russell Jennings

stamped on the round of our

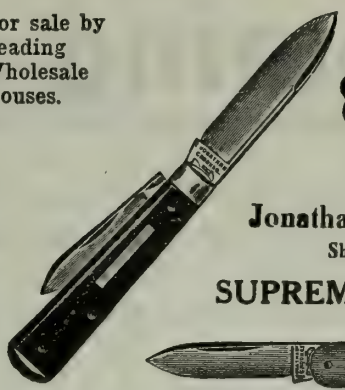
Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

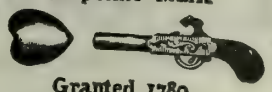
Russell Jennings Mfg. Co.

CHESTER, CONN., U.S.A.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son

Sheffield, England

SUPREME CUTLERY



JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that thi exact mark is on each blade

REGISTERED TRADE MARK

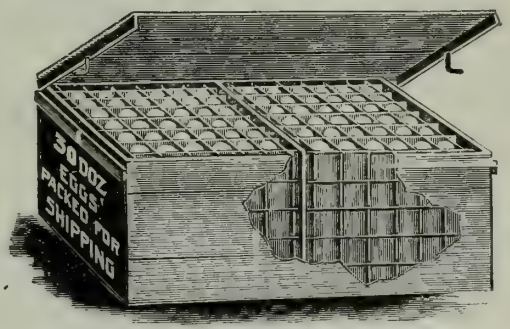
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

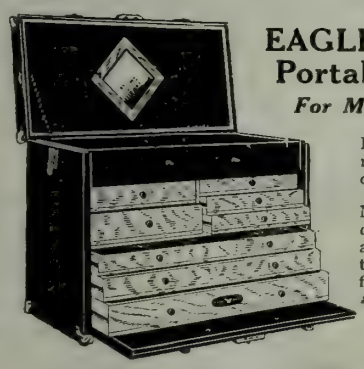
THE MILLER BROS. CO., LIMITED



Manufacturers of

White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, - MONTREAL, CANADA



EAGLE
Portable Tool Cabinets

For Mechanics, Toolmakers!

Every live Mechanic and Toolmaker will want one of these cabinets when he sees it.

More than twenty styles to choose from in quartered oak and leatherette covered. Leatherette cases have mahogany finished drawer fronts.

Write for prices and descriptive folder.

EAGLE MANUFACTURING COMPANY

HAMILTON ONTARIO

It's Your Patriotic Duty To Sell Weather Strip This Winter!

Coal Shortage makes weatherstrip an urgent need. There's a demand for it! Any junior clerk can Sell Best's because there are so many selling points that show the way to certain sales.

The only all metal weatherstrip that can be applied without removing windows.

Best Weather Strip Co., Ltd.

Fits any window—easy to instal.



Hamilton Ontario Canada

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.



Becoming a Bigger Man

WHAT is the difference between some men you know and others known to you? Why are some men earning $3,000 a year and some $30,000? You can't put it down to heredity or better early opportunities, or even better education. What, then, is the explanation of the stagnation of some men and the elevation and progress of others?

We are reminded of a story. A railroad man, born in Canada, was revisiting his home town on the St. Lawrence River. He wandered up to a group of old-timers who sat in the sun basking in blissful idleness. "Charlie," said one of the old men, "they tell me you are getting $20,000 a year," "Something like that," said Charlie. "Well, all I've got to say, Charlie, is that you're not worth it."

A salary of $20,000 a year to these do-nothing men was incredible. Not one of the group had ever made as much as $2,000 a year, and each man in the company felt that he was a mighty good man.

Charlie had left the old home town when he was a lad He had got into the mill of bigger things. He developed to be a good man, a better man, the best man for certain work. His specialized education, joined to his own energy and labor sent him up, up, up. To put it in another way: Charlie had always more to sell, and the world wanted his merchandise—brain, skill and ability. Having more to sell all the time, he got more pay all the time.

Charlie could have stayed in the old home town; could have stagnated like others; could have been content with common wages. In short, Charlie could have stayed with the common crowd at the foot of the ladder. But Charlie improved himself and pushed himself, and this type of man the Goddess of Fortune likes to take by the hand and lead onward and upward. Almost any man can climb higher if he really wants to try. None but himself will hold him back. As a matter of fact, the world applauds and helps those who try to climb the ladder that reaches towards the stars.

The bank manager in an obscure branch in a village can get out of that bank surely and swiftly, if he makes it clear to his superiors that he is ready for larger service and a larger sphere. The humble retailer can burst the walls of his small store, just as Timothy Eaton did, if he gets the right idea and follows it. It is not a matter of brain or education so much as of purpose joined to energy and labor. The salesman or manager or bookkeeper or secretary can lift himself to a higher plane of service and rewards if he prepares himself diligently for larger work and pay. The small manufacturer, the company director, the broker—all can become enlarged in the nature of their enterprise and in the amount of their income—by resolutely setting themselves about the task of growing to be bigger-minded men.

Specialized information is the great idea. This is what the world pays handsomely for. And to acquire specialized information is really a simple matter, calling for the purposeful and faithful use of time. This chiefly.

One does not have to stop his ordinary work, or go to a university, or to any school. One can acquire the specialized information in the margin of time which is his own—in the after-hours of business. Which means: If a man will read the right kind of books or publications, and make himself a serious student at home, in his hours—the evening hours or the early morning hours—he can climb to heights of position and pay that will dazzle the inert comrades of his youth or day's work.

IF business—BUSINESS—is your chosen field of work, we counsel you to read each week THE FINANCIAL POST. It will stimulate you mentally. It will challenge you to further studious effort. It will give you glimpses into the world of endeavor occupied by the captains of industry and finance. With the guidance of the POST, and with its wealth of specialized information, you, a purposeful man, aiming to go higher in life and pay, will find yourself becoming enlarged in knowledge and ambition, and will be acquiring the bases and facts of knowledge which become the rungs of the ladder you climb by.

It is the first step which costs. But this cost is trivial—a single dollar: We offer you the POST for four months for a dollar. Surely it is worth a dollar to discover how right we are in our argument. If yoou have the will to go higher in position and pay, sign the coupon below.

THE MACLEAN PUBLISHING COMPANY, LIMITED,
—143-153 University Avenue, Toronto.

Send me / us THE FINANCIAL POST for four months for one dollar.

Money to be enclosed / remitted

Signed .....

H.M. .....

London Bar Iron

Has a reputation in the Canadian market, thoroughly established for the last eighteen years.

Compares in quality with the best imported brands, but is considerably lower in price.

Copy of tests made by Strength of Materials Laboratory (University of Toronto) March 27th, 1918, prove our claims as to quality.

	9-16 Sq.	⅝ Rd.	1 Sq.	1⅛x⅝
Elastic Limit, per sq. in..	39.000	33.300	33.000	35.300
Ultimate Strength	54.600	54.300	52.000	50.000
Elongation in 8 in.	25%	27%	29%	26%
Reduction	47%	49%	50%	50%

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

All wholesale hardware dealers carry **London Bar Iron**

Drop us a line for full particulars and prices

Manufactured in Canada by

London Rolling Mills Co.

LIMITED

LONDON, ONTARIO

SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds

OWL BABBITT METALS

There's a good amount of business in your town in Babbitt Metals that you could capture by stocking Owl Babbitts.

Owl Traction Babbitt for Tractors

Owl Babbitt Metal for Thrashers



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases All kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL

Sole Manufacturers Toronto, Canada

Serious Shortage of Hydro Power in Ontario

THROUGH a sudden reduction of power delivered under the Hydro-Electric system last week industry was heavily handicapped, and as a result manufacturers and domestic consumers in Toronto and other centres are making strenuous protest. The outlook is that the situation may become even worse as the autumnal load increases, and winter difficulties have to be faced. What is being done in the interests of better hydro-service, and what must be done quickly, are subjects treated in a vigorous article on the matter in THE FINANCIAL POST, dated Oct. 5th. Send for a copy.

Shell Industry Will Keep Up

THE POST also tells in a strong, concise article reasons why the Canadian shell-making industry may be expected to keep up to full earning power for a considerable time yet, though war news is so much better of late. This is an encouraging article. Read it in THE FINANCIAL POST dated Oct. 5th. Send for a copy.

Sulphur Queen a German Canadian

FRIEDA FRASCH was her name. She owns the Louisiana Sulphur Mines which her father developed, and which furnish the world's supply of sulphur. Her dad was Saxon, not Prussian, and had a heart as well as business ability. Now she is Mrs. ———, but read the fascinating story of the sulphur industry and its wealth in THE FINANCIAL POST for Oct. 5th. Send for a copy.

Other Contents of This Issue

ONLY a few leading items in the contents list of THE POST for Oct. 5th are mentioned here, but every item in THE POST is well worth your attention. Pick out your interests amongst these subjects. They are all in the Oct. 5th issue of THE POST. Send for a copy.

Developments Follow Fast in Paper Industry.

Regulations re Butter and Grain Agitate West.

Operating Costs Are Depressing Railway Profits.

Root Evil of Farm Loan is Emphasized.

The Problems of East and West—National Policy.

Butter Supply Commandeered.

Railway Boards' Strange Attitude as to Dividends.

Steps Taken to Insure Increase of 'Phone Rates.

How National Efficiency is Being Sapped.

Strict Economy to Save Fuel Supply.

News of Canadian Securities—Latest Facts.

Germany's Developing Financial Difficulties.

New Bond System Will Mean Work for the Banks.

National Cheque Collecting System Advocated.

Hamilton Will Have Large Size Overdraft.

As mentioned, these items are only a few out of many valuable and interesting subjects clearly and concisely dealt with in THE FINANCIAL POST dated October 5th. Send for a copy.

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me a sample copy of THE FINANCIAL POST. I am interested in.....

.....

Name .....

Address .....

H.&M. 10A

If interested, tear out this page and place with letters to be answered.

The Publisher's Page

TORONTO OCTOBER, 1918

Canadian Company Secures Foreign Trade

We need foreign trade as an outlet for the work of our people. A goodly percentage of foreign trade is a remarkable stabilizer. Authorities say that every business should export at least one-third of its production.

Canada Foundries & Forgings, Limited, one of Canada's largest industrial concerns, owning and operating Canadian Billings Spencer Plant, Welland, Ont.; Canada Forge Plant, Welland, Ont., and James Smart Plant, Brockville, writing to HARDWARE AND METAL, state:

"We are very pleased to inform you that we have received one inquiry through your recent export number which has paid us sufficiently to carry our full-page ad for one year.

"As a medium for reaching the hardware trade, your paper certainly performs all the functions you claim.

Yours very truly,
Canada Foundries & Forgings, Limited,
B. J. McCORMICK,
General Sales Manager.

One inquiry through HARDWARE AND METAL has paid for a year's advertising—52 full pages. We make strong claims for HARDWARE AND METAL, and we made strong claims when selling the above firm advertising space in HARDWARE AND METAL. Our claims are backed up by the support and confidence of practically every worth-while hardware buyer in Canada. In addition to covering our unique circulation in Canada, we send out, four times a year, 1,200 extra copies to buyers in foreign countries. Next Export Number Nov. 2. Write us for further proof of the pulling power of the Export Numbers.

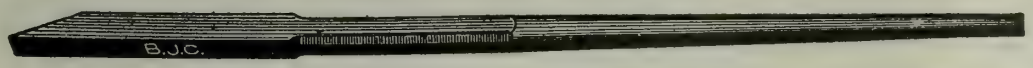
HARDWARE AND METAL

One of the 14 MacLean publications

143-153 University Ave. Toronto, Canada

Offices at Winnipeg, Montreal, Boston, Chicago, New York, London, Eng.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

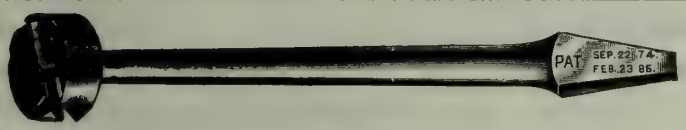
TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED

Manufacturers of all kinds of Building Paper, Pitch and Coal Tar

MONTREAL



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized

FENCE STAPLES – WIRE NAILS – WOOD SCREWS

PUMP RODS – Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL



The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

If interested, tear out this page and place with letters to be answered.

The Story of War Under the Earth

THE German sappers had discovered and broken into a Canadian tunnel. They had planted a machine gun at their end and sent a shower of bullets down the dark, narrow passage whenever the Canadians made any effort to enter their underground galleries. The story of how two Canadians nailed steel snipers' shields to the front of a push cart and shoved it ahead of them up to the very teeth of the gun, and how they dropped a can of deadly explosive, hopped on to the cart, and let it coast back down the tunnel, while bullets rattled on the shield like hail and, finally, how the explosive blew up the machine gun and its crew and blocked the passage again—this remarkable story is told by Lieut. C. W. Tilbrook (who was one of the two) in the course of an article, "An Underground Tank," in October MACLEAN'S.

Recently a Toronto newspaper declared editorially that the public was tiring of war books and war stories because of the sameness of them. The newspaper was right. But the public literally devours any story of the war that is new. The series of articles that Lieut. Tilbrook has done for MACLEAN'S have been read with an astonishing amount of interest *because they are different from anything that the public has yet read.*

Warfare in the tunnels is a terrible business—grim, silent, cruel. It is a strangely technical phase of warfare and the "sappers" go about their business with queer instruments that might have figured in a Jules Verne phantasy. To read of underground fighting, as Lieut. Tilbrook tells of it, is to get a vision of a new kind of war altogether—something gripping, fearsome and mystifying.

"An Underground Tank," is the best of his series. But, after all, it is only one feature in a long array that makes the October issue of MACLEAN'S one of unparalleled interest.

A STRANGE CHANGE IN WOMAN'S WORLD. By Agnes C. Laut.
The new status of women, arising out of the war, is treated in the powerful style of this famous writer, who came from the Canadian West. It introduces a new thought.

CONSCRIPTION AFTER THE WAR. By Brigadier-General A. C. Critchley.
A young Canadian who rose from Lieutenant to General in three years and originated the "Critchley Method" of military training, tells what he thinks about the need for compulsory service after the war.

THE LIFE OF MARY PICKFORD. By Arthur Stringer.
The second of a series of articles on Canada's most famous woman. No expense has been spared to produce the beautiful illustrations specially posed for the photographs.

THE FOUR FACTIONS AT OTTAWA. By J. K. Munro.
That the House will split into four, more or less, distinct groups is the guess of the author, a trained political observer. He outlines the reasons humorously, pungently and impartially. It is a political article on new lines and will be found refreshing.

BONEHEAD BILL—Another Service Poem.
Robert W. Service, most popular of poets, sends all his war verse to MACLEAN'S. In "Bonehead Bill" he depicts the grief of a soldier for his fallen foe.

THE EVENTS OF A MAD WORLD.
are summed up in the "Review of Reviews" which gives reprints of the best articles from the magazines of the world. All the best and most important articles are selected—five dollars' worth for twenty cents!

OCTOBER MACLEAN'S

20c. per Copy, $2.00 per Year. **Now on Sale at all News Dealers**

THE MACLEAN PUBLISHING COMPANY, LIMITED
143-153 UNIVERSITY AVENUE, TORONTO

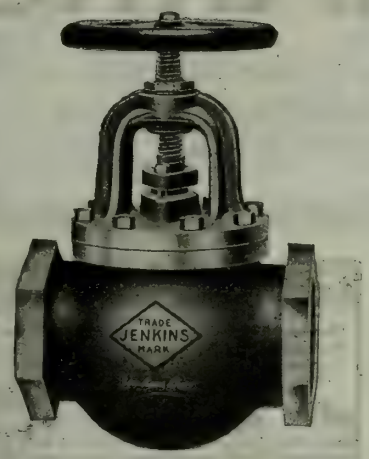


FIG. 141
JENKINS BROS.
Standard Pattern Iron Body Globe Valve Screwed with Yoke.

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.

Globe and Angle Valves

Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8.

103 St. Remi St. **JENKINS BROS., Limited** MONTREAL
6 GREAT QUEEN STREET, KINGSWAY, LONDON, W.C. 2, ENGLAND

Hardware Merchant's Influence

¶The local hardware merchant exerts a great influence throughout the district in which his store is located. The majority of hardware merchants have been established for many years; they are reputable merchants who have built up their businesses on sound business principles and who have endeavored in every possible way to give the best possible service to their customers and supply them with goods which will give satisfaction.

¶Is it any wonder, therefore, that when customers visit the store of a well-known and long-established hardware merchant, they consider him an authority on lines which he is selling and will usually follow out his recommendation regarding the lines which they wish to buy. Actual investigations have proven that in the majority of cases customers place absolute confidence in the recommendation of their local dealer.

¶The chief problem, therefore, confronting the manufacturer who wishes to distribute products to the hardware trade or to introduce new lines, whether direct or through wholesalers, is to sell the hardware merchant and his sales staff. When you sell the hardware merchant and his salesmen on your line, you can rest assured that you have then gained the co-operation of the strongest retail selling force in the Dominion.

¶Practically every worth-while buyer and seller of hardware in Canada can be reached through the advertising pages of HARDWARE AND METAL. The keenest hardware buyers in Canada are the closest readers of the advertising pages in HARDWARE AND METAL, because it pays them.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BADGES

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

Sodered Joints Testing Over 16,000 Llbs. to the Square Inch

Regular 50-50 soder in the hands of an ordinary workman using Allan Sodering Flux has been shown to make joints pulling 15,000 to 17,000 lbs. to the square inch; while the same soder in the hands of the same workman on the same kind of joints shows a tensile strength averaging below 7,000 lbs. to the square inch. Send for our circular and sample of Flux. Bissett & Webb, Ltd., 126 Lombard St., Winnipeg, Canada.

TRADE **SAWYER** MARK
Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG
A good concern to do business with

PATENTS

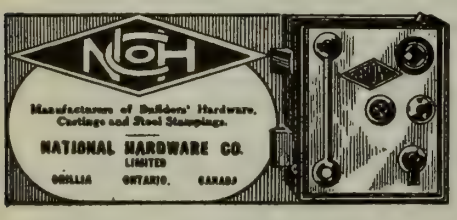
PATENT YOUR IDEAS

Get list wanted by manufacturers and our "Reference Guide for Inventors." Send sketch for free report as to patentability. Patents secured or our fees returned.

Harold C. Shipman & Co., Patent Attys.
Central Chambers, Ottawa, Canada

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

STERLING

Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

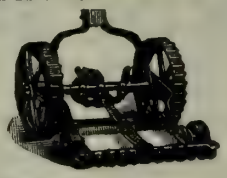
BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO
135 WILLIAM ST. NEW YORK

THE CLIPPER

There are three things that destroy your lawn. Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO. Dixon, Ill.



NORCROSS
Garden Cultivator-hoe

"Used the World Over"
Send for Catalog

C.S. Norcross & Sons, Bushnell, Ill.

WASTE PAPER BALERS



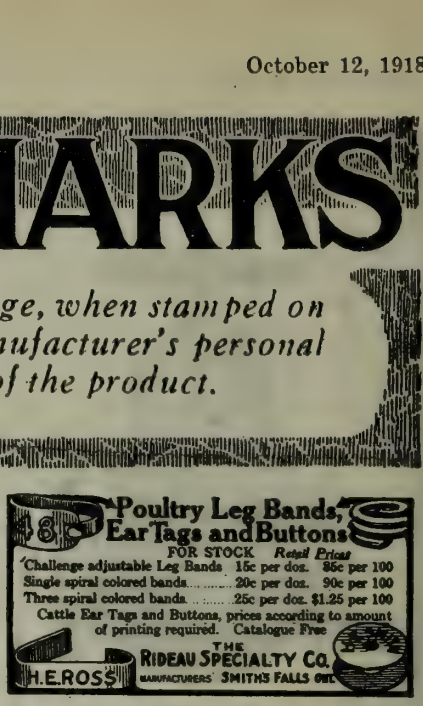
"Turn Waste into Profit."

Reduce your fire risk and keep your place clean.

Made in 12 sizes.

Send for catalog.

Climax Baler Co. Hamilton, Ont.





BRITANNIC MILLS
Manchester England

Blue Twill Cloth



Emery Ground Floor Made from Pure Turkish Rock

De Ro Brand
Canadian Distributors
DesRochers, Limited Montreal, Que





STOVE & ELECTRICAL
MICA
Stove mica in assorted sizes for the trade
A. G. MARTIN
234-236 Besserer St.
OTTAWA, ONT.



The INFALLIBLE GLAZIER'S DIAMOND
Just the Tool for Inexperienced Glass Cutters

MADE BY
A. SHAW & SON, London, England.
Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL

Wanted

HELP WANTED

WANTED—HARDWARE SALESMAN, APPLY giving plenty of information, experience and salary expected to Mills Hardware Co., Hamilton.

HARDWARE MANAGER—TO TAKE CHARGE of an old-established, live retail hardware store. A man with experience and energy and capable of assuming full control. Business is connected with a large wholesale house. Apply P.O. Box 427, Halifax, N.S.

A COUPLE HUSTLING YOUNG MEN WITH some experience in retail hardware store. Apply P.O. Box 427, Halifax, N.S.

AGENCIES WANTED

I WISH TO GET IN TOUCH WITH A MANUfacturer who is desirous of having a representative always "on the spot" in Toronto and district. Can satisfactorily further your interests here but will only consider lines of merit. Box 104, Hardware and Metal.

AGENCY WANTED FOR QUEBEC. SALARY or commission. First-class references. Write A. S., 154 Desfranciscains, Quebec.

FOR SALE

HARDWARE BUSINESS IN PORT DOVER. Stock and fixtures about $4,500. Reason for selling, ill health. J. G. James, Port Dover, Ont.

HARDWARE IN ONE OF BEST SMALL towns in Saskatchewan, in splendid district that has never known a crop failure. Stock, fixtures and property, $15,000; turnover, $30,000 annually. No better buy in Canada. Half cash, balance easy, or will take choice half section improved land at good value, with or without stock and implements and balance cash. Box 98, Hardware and Metal.

FOR SALE—HARDWARE AND FURNITURE business in the best district in the West. Stock about $5,000, fixtures $500. Building can be bought or rented. Owner must sell. Very little cash will handle this. Box 92, Hardware and Metal.

FOR SALE—QUICK—HARDWARE, FLOUR and feed business and buildings. Good farming district. An A1 chance. Apply Box 101, Hardware and Metal.

HARDWARE BUSINESS, COUNTY ONTARIO, on Hydro line. Steady farmers' trade. Stock $4,500. Yearly turnover about twenty thousand. Low rent for store and dwelling. Box 102, Hardware and Metal.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms is to sell the manufacturers who read Hardware and Metal all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

SITUATIONS WANTED

EXPERIENCED HARDWARE AND FURNIture man will be open for engagement December 1st as Retail Manager or Travelling Salesman. Good references. Box 99, Hardware and Metal, Toronto.

EXPERIENCED HARDWARE SALESMAN desires position as city traveller preferred, to call on the retail trade or factories. A1 salesman. Box 103, Hardware and Metal.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

STOVE REPAIRS FOR GARLANDS, PEN Esthers, Acmes, Sunlights, Silver Kings, Souvenirs, Welcomes, Crown Hurons, Peninsulars, Jewels, Pandoras, Favorites, Imperial Oxfords, and all kinds of Ranges and Heaters. Write for list and prices. Grundy Bros., Strathroy.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

WANTED—A SECOND-HAND FREIGHT ELEvator, with or without motor. State lowest cash price. Apply P.O. Box 648, Saskatoon.

Hockey Stick Specialists

Our hockey sticks are made in the largest factory in Canada. They are manufactured out of select 2nd growth air-seasoned Rock Elm.

Write for latest price list.

St. Marys Wood Specialty Co., Ltd.
ST. MARYS, ONT.

CANADA

Makers of all staple patterns. Three-ply veneer chair seats.



in all sizes from 10 to 20 inches square also imitation walnut.

CANADIAN VENEERING CO., Inc.
Actonvale, Que., Canada
RICHARDSON & BUREAU
55 St. Francois Xavier Street, Montreal
Distributors
Write for price list.

The Cost of Selling

SCARCELY necessary, is it? to protest that you must spend some money, much or little, to keep yourself and your merchandise known to your customers and should-be customers.

This you admit, but—DO YOU FOLLOW CLOSE UP THE LEAD OF YOUR CONVICTION?

Are you spending the money?

Let's look at the cost of close up work in

The FARMER'S MAGAZINE

A half-page 12 times will cost you $367.20 ($30.60 per insertion). A full page, $714.00 ($59.60 per insertion).

Not a heavy annual cost to canvass the choicest class of farmers in this country—farm homes of greatest prosperity, progressiveness and capacity.

But—are you keeping a salesman always on the job?

You should—and can, at so low a price.

Write in about it.

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Pyrene
KILLS FIRE
SAVES LIFE



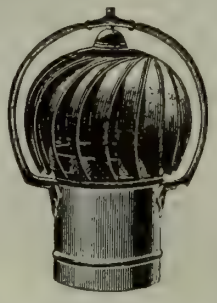
Every Dealer in Canada

is asked daily for this wonderful little fire fighter.

It is being advertised, that every home, auto, factory etc., will want, and get one. You will be asked for it to-morrow. . . stock it to-day.

Your nearest jobber can supply you or write for literature.

Pyrene Mfg. Co., Ltd.
3 St. Nicholas St.
MONTREAL



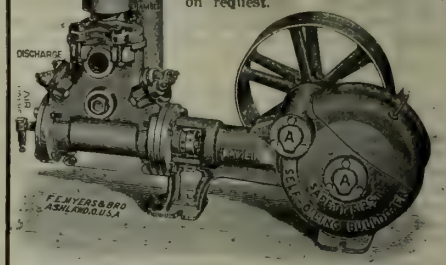
Our Specialties Are---

Eavetrough
Conductor-pipe and Fittings
Ventilators and Corrugated Iron

WHEELER & BAIN
TORONTO

MYERS POWER PUMPS

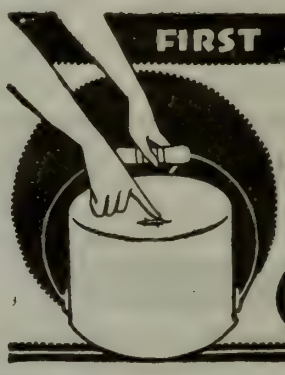
For home, farm, or other service. Standardized, simplified, dependable. Styles and sizes for every pumping service. 25,000 sold last year. Ask your jobber or write us. Catalog on request.



F. E. MYERS & BRO., ASHLAND OHIO

Every reader will see the ads in the Buyers' Market Guide.

FIRST AID IN THE KITCHEN



Tell your customers about Vol-Peek. Tell them how easy the mending of leaky pots, pans, etc., becomes when Vol-Peek is used. No tools necessary. And the mended vessel is ready for use in two minutes or less. Vol-Peek is put up in very attractive display cartons. Your wholesaler can supply you.

H. NAGLE & CO., BOX 2024, MONTREAL.

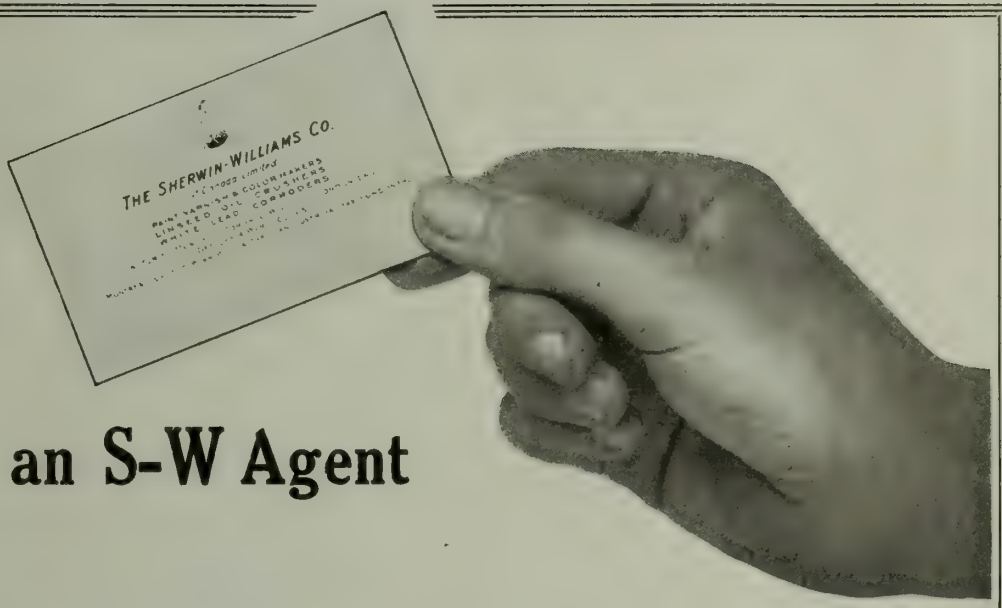
VOL-PEEK

Watch For Our Representative

and

What He Has To Tell You About Our New Plans

Your Business Will Grow If You are an S-W Agent



Property owners and householders are getting busy with fall cleaning; they will be requiring a little paint, varnish, stain or enamel to brighten things up. Don't wait until it is too late, be sure you have a good stock of S-W Paints and Varnishes on your shelves.

Our big national magazine and newspaper campaign will start in a few days, increasing the demand for S-W products. Be prepared to get this business by having a good stock on hand.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.



Starrett Micrometers

Speed with Accuracy

With munition factories working overtime, shipyards rushing ships, and other war activity calling for equipment of all kinds, the metal working trades have to hustle. To do this and still maintain the necessary accuracy, the machinist will find

Starrett Tools

an invaluable aid.

Whether using the micrometer, caliper, vernier caliper, combination square, or other tools, the user can *know* absolutely that he is getting the utmost in accuracy and service.

Catalog No. 213 describing 2100 fine tools sent on request.

The L. S. Starrett Co.

The World's Greatest Toolmakers

Mfrs. of Hack Saws Unexcelled.

ATHOL, MASS.

New York, London, Chicago

42-819



HARDWARE AND METAL

Vol. XXX
No. 42

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

October 19
1918

The Sign of Quality

A prosperous and profitable paint business can only be built up with QUALITY Products. Full value must be given for money invested to bring in repeat orders.



MARTIN-SENOUR
PAINTS AND VARNISHES

are all of the very highest quality.—Our guarantee assures this.—Then besides quality in the product, we also provide the highest quality selling helps, such as nation-wide Newspaper and Magazine Advertising, Poster Showings, Window Trims, Outdoor Signs, etc. This combination makes the Martin-Senour Dealer Agency proposition worth your earnest consideration.

We are ready to place our proposition before you. If interested write us now.



The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX





ONE dealer to a town and that one SUPPORTED

Years ago we believed that by placing the Kyanize line with *one live dealer* in each locality—getting behind him and pushing, protecting him always—we would build up a profitable Kyanize business for him and ourselves. Our belief was well founded—it has been tested and proved absolutely correct. Ask *any* Kyanize dealer *anywhere*.

Kyanize KY-AN-IZE **Products**

are the highest quality varnishes and enamels it is possible to produce. Satisfaction to the consumer is unqualifiedly guaranteed or "money back for the empty can."

Backed by the strongest advertising campaign in the industry *for exclusive agents*, the Kyanize proposition gives to *one dealer in each locality* real sales-plans that bring *new customers* and a national magazine advertising campaign that covers the whole country in a dominant way.

You can't afford to overlook Kyanize — write us to-day for our *exclusive agency proposition* if there is no dealer in your town.

Boston Varnish Company KY-AN-IZE

Fine Varnishes and Enamel

Everett Station, Boston, U.S.A.

CHICAGO
Warehouse and Office:
519 W. Twelfth Street

SAN FRANCISCO
Warehouse and Office:
269 Eighth Street







BE READY IN SEASON!

Football Goods
Soccer and Rugby Balls
Football Jerseys, Pants
Head Harness, Nose Masks,
Etc.

We are ready with a complete line of apparel accessories and sporting goods for fall and winter trade,

Skates, Hockey Sticks
Pucks, Shin Pads, Etc.

Skis, Toboggans, Sleighs, etc. Large stocks of guaranteed quality to choose from ready for prompt delivery.

Be ready! Get in touch with us without delay.

Guns and Rifles
Ammunition



CROWN
SOVEREIGN
REGAL
CANUCK

Loaded Shells in Metallics

in

Dominion, Winchester and Remington U.M.C. Makes

Iver Johnson Revolvers, Harrington & Richardson Automatics.

Don't wait for the Rice Lewis & Son Traveller—mail your order at once.

RICE LEWIS & SON, LIMITED

VICTORIA STREET, TORONTO

If interested tear out this page and place with letters to be answered.

Food—Food—Food

Is the Nation's Call







The Food Board does not insist that the populace deprive themselves of food; eat what is needed—but don't waste it.

When the cry came from "Over There" for food, what a stupendous question faced us. The whole nation denied itself and voluntarily undertook the task of feeding the world, yet, nobody has gone hungry. Thousands of housewives have discovered that Winning the War in the kitchen is not a sacrifice, and that it is made easy, by the use of

UNIVERSAL

"Win-the-War" Home Needs

UNIVERSAL Bread Maker—saves wheat, makes war bread easily and without waste.

UNIVERSAL Food Chopper—saves food, makes left-overs into palatable dishes.

UNIVERSAL Percolator—makes better coffee from less coffee with all its strength and aroma preserved.

Landers, Frary & Clark

New Britain, Conn.

Canadian Representative: **A. MacFarlane & Co., Montreal**

Bread Maker

Percolator





Food Chopper

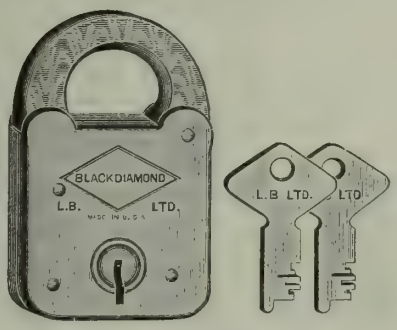


LOOK FOR THIS TRADE MARK **UNIVERSAL** ON EACH PIECE OR LABEL

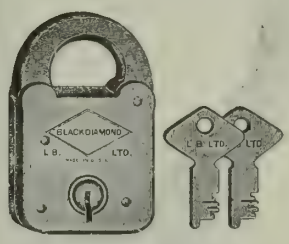
BLACK DIAMOND

SOLID BRASS

PADLOCKS



BLACK DIAMOND—2 inch
SOLID BRASS—No. BD 2



BLACK DIAMOND—1½ inch
SOLID BRASS—No. BD 1½

Solid Brass Case

Heavy Brass Shackle Locks at Both Ends

4 Brass Levers

2 Heavy Polished Flat Steel Keys

24 Different Changes

For further particulars please refer to No. 50 Catalogue

Pages 399 to 410

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If interested tear out this page and place with letters to be answered.



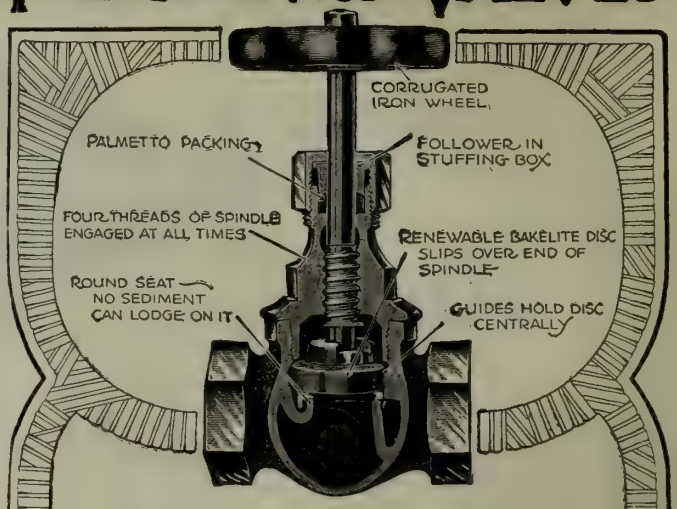
Priest's Toilet Clippers

Making Clippers for fifty years has given us an experience that reflects in the quality of our line. Ask your jobber about Priest's Clippers.

A. MacFarlane & Co. Montreal, Canada
Wiebusch & Hilger, Ltd. New York City

Selling Agents

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto: Hamilton, Windsor, Winnipeg. Saskatoon, Calgary Vancouver, Victoria.



"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company

BELLEVILLE **ONTARIO**

If interested tear out this page and place with letters to be answered.

ARMCO IRON

To keep its railroad equipment out of the rust-heap, and to restore broken and worn parts to war-emergency use, is a vital service that Armco (American Ingot) Iron is performing for America-at-war.

Many of the nation's metal cars and other products of the rails are made of Armco Iron. From the standpoint of metal conservation, they symbolize America's grim purpose to hang on until "The world has been made safe for democracy."

For no other metal of its kind hangs on in service as does Armco Iron. The assurance of rust-resistance, of durability, of long-run economy is branded deep into every pound of Armco Iron. Armco Iron is also the quickest and smoothest welding material, because of its purity, its evenness, its uniform melting-point. Whatever it joins, the hardest service can't put asunder. It has no equal for welding fractures in locomotive fire-boxes, welding in place new side-sheets, repairing worn engine wheels and the like.

Specification Steel Castings
300 lbs. to 50,000 lbs.
Rolling Mill Castings, Engine Castings, Ship Castings, Machinery Castings—"The kind the men like to work on."

The American Rolling Mill Company
MIDDLETOWN, OHIO

AMERICAN ARMCO INGOT IRON

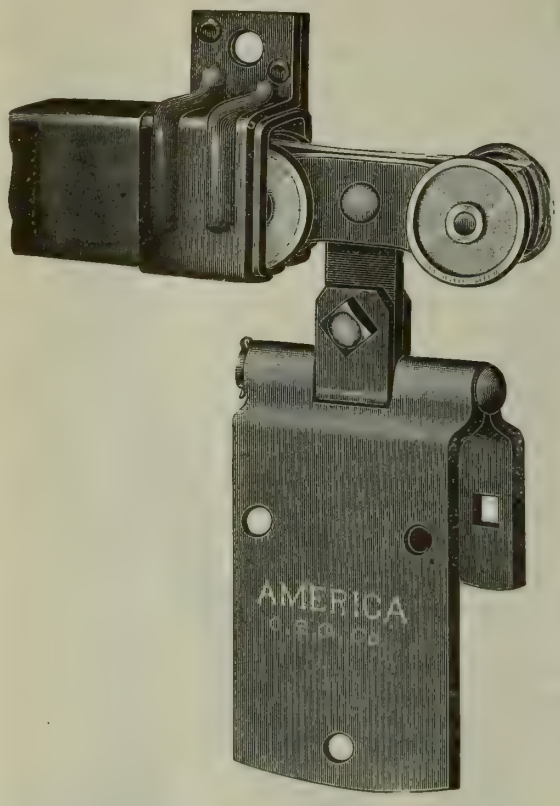
The trade mark **ARMCO** carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers Under Patents Granted to The International Metal Products Co.

Armco Iron Blue Annealed Sheets, Black, Galvanized, Polished and Special Finish Sheets, Roofing, Pipe and Metal Lath.

Branch Offices at New York, Washington, Pittsburgh, Chicago, Cincinnati, Cleveland, Detroit, St. Louis, Atlanta, San Francisco and Buffalo.





Canada Steel Goods Co. Hangers Is Live Merchandise

Concentrate your purchases of hangers and track upon such established and successful brands as CANADA, NATIONAL, HATCH, AMERICA and GREAT WEST and you have a hanger to meet every demand.

Barns, factories and warehouses all require sliding doors; the above brands with their adjustable, flexible, roller bearing, weather-resisting qualities provide them in a most satisfactory way.

Are you selling them? If not, write us immediately for catalogue and prices.

Canada Steel Goods Co., Limited
Hamilton, Canada

THE COAL SHORTAGE AND THE NECESSITY OF UTILIZING ALL OF WHAT THERE IS MEANS A HEAVY DEMAND FOR ASH SIFTERS THIS WINTER



DAVIDSON'S "CANADA" ROTARY ASH SIFTER

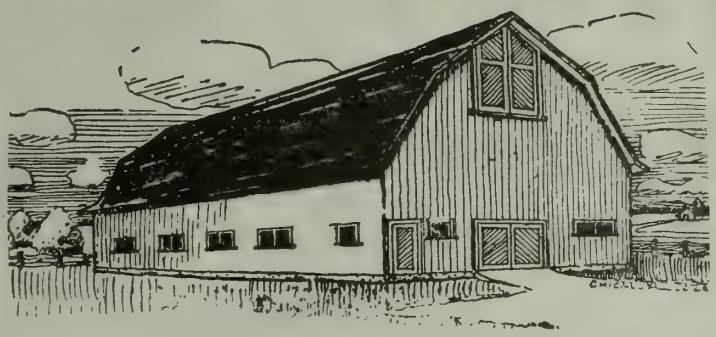
is substantially made of heavy steel, galvanized after being made up.

It separates the ashes from the cinders quickly and efficiently. Is easy to operate and there is nothing to get out of order.

Order to-day to ensure prompt delivery.

THE THOS. DAVIDSON MFG. CO., LIMITED
Toronto **MONTREAL** **Winnipeg**

If interested tear out this page and place with letters to be answered.



To Save

on roofing, buy for quality, and not price.

Buy the roofing that will wear the longest and give the greatest amount of satisfaction.

You will save if you buy

Samson Roofing

H. S. Howland, Sons & Co.
Limited

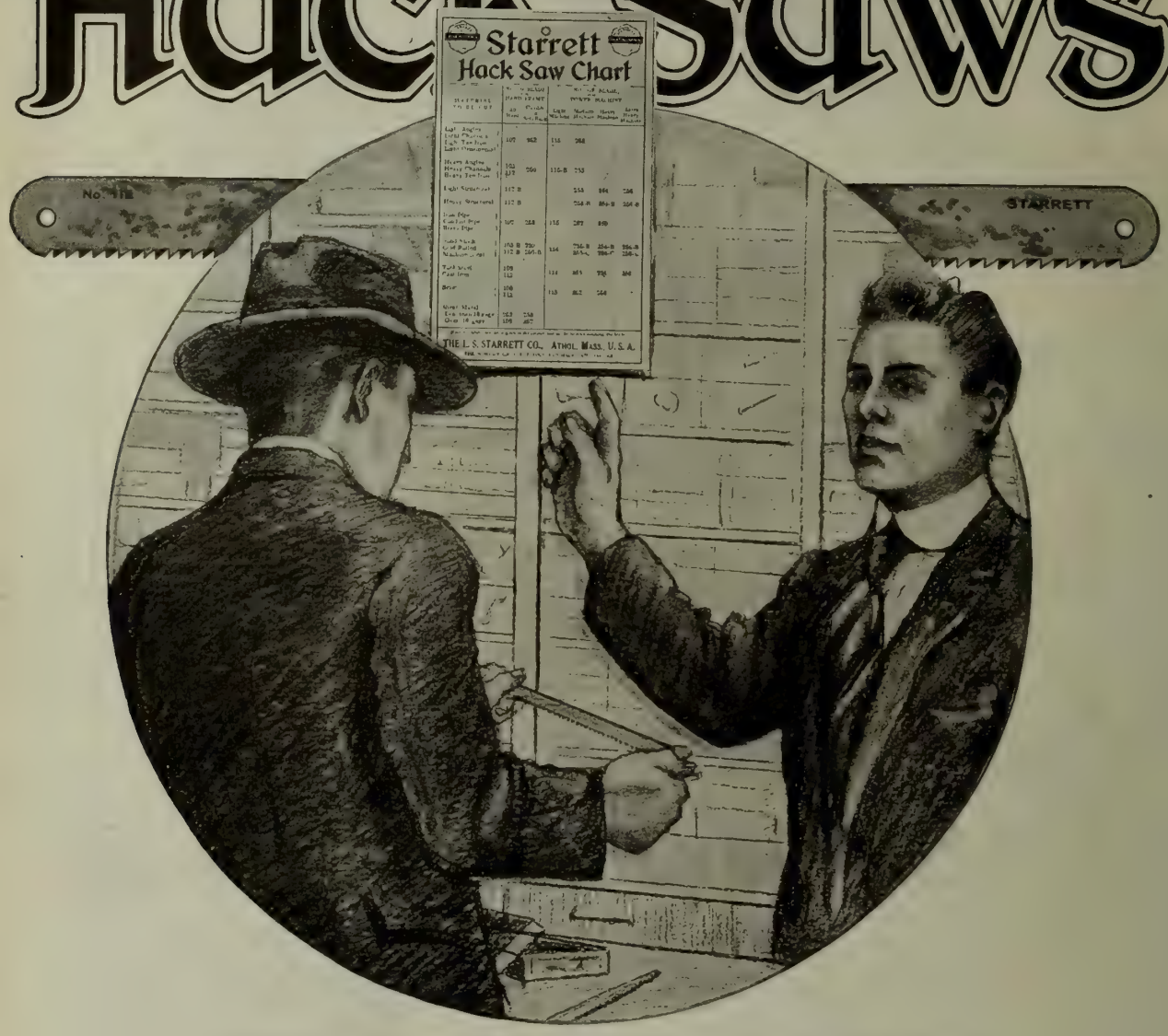
Wholesale Hardware

TORONTO



If interested tear out this page and place with letters to be answered.

Starrett Hack Saws



Help Your Customers Select

the right saws for their particular requirements.

This Starrett Hack Saw Chart will help you give your customers the kind of service they will appreciate.

Ask for Chart MA.

The L. S. Starrett Company, Athol, Mass.

The World's Greatest Toolmakers
Mfrs. of Hack Saws Unexcelled

STARRETT HACK SAWS CUT QUICKER LAST LONGER

42-831

If interested tear out this page and place with letters to be answered.

TACKS



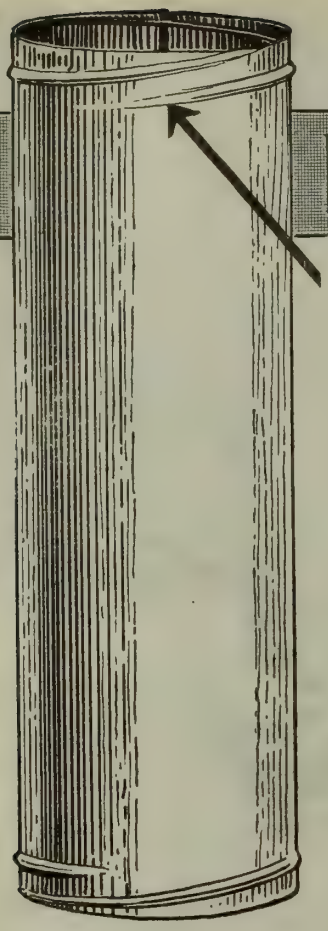
TACKS FOR EVERYBODY

AUTO TRIMMERS
CARRIAGE TRIMMERS
BASKET MANUFACTURERS
CARPET LAYERS
SHOE MANUFACTURERS
UPHOLSTERERS

Heads that will not break off
And Points that meet the demand

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON **MONTREAL**



NEW SAFETY STOVE PIPE

Look Over the Features of This Pipe—*and See Why!*

Even the casual observer can see at a glance the superior advantages of Safety Stove Pipe.

It is made **stronger,** needs no wiring—is easier to put up—and yet is not sold at a fancy price.

Made in 6 and 7-inch sizes. Made of 29 Gauge Iron. Telescope Pipe does away with half lengths. Pipe is nested, saving freight rates and storage room in store. New patent lock effects saving on each pipe, making a saving of one length in every 12 of ordinary pipe. Can be used any place where ordinary pipe is used, or can be used along with ordinary pipe.

Patented in Canada and the United States, and "Made in Canada" by Fairgreave & Sons, Toronto, Ont.

Just what you need for bigger sales.

Safety Stove Pipe Company, Limited
50 Dovercourt Rd. **Toronto**



A and B Size
Correct Lamp Burner

BURNERS BURNERS BURNERS

"CORRECT" Lamp and Lantern Burners GIVE:—

25% to 50% More light than any other Burner manufactured.

WHITER and BETTER light.

And, mainly, they give SATISFACTION.

The Burner with the Patented FLAME SPREADER.

Every Hardware Merchant should carry them.



No. 2 Cold Blast
Correct Lantern Burner



Photo Reproduction
Illustrating Flame of B or No. 2
Correct Lamp Burner



Photo Reproduction
Illustrating Flame of No. 2
Cold Blast Correct
Lantern Burner

Manufactured Only by

The SCHULTZ MFG. CO., Limited
HAMILTON, ONTARIO

Sold by all Wholesalers and Jobbers.
Give us your Wholesaler's name and we will send you a sample.

If interested tear out this page and place with letters to be answered.

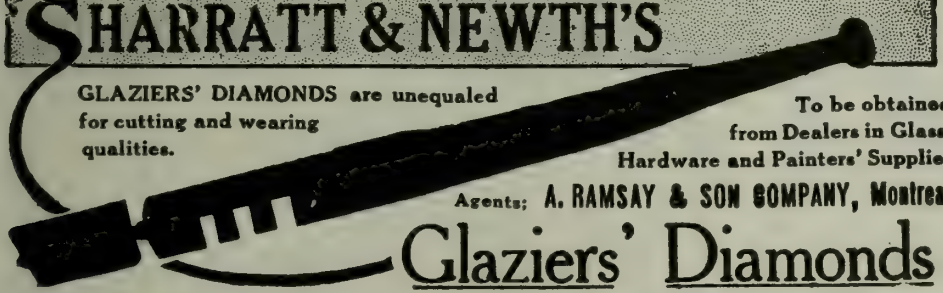
LONDON HIGH GRADE BARIRON

We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.
The consignments you receive from time to time are the same through and through.
Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

London Rolling Mills Co., Limited, London, Canada

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzel, Vancouver.

SHARRATT & NEWTH'S

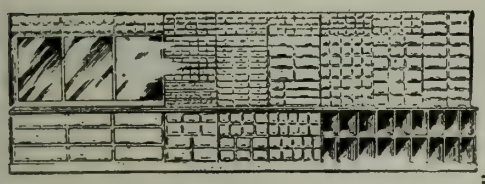


GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases
All kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL
Sole Manufacturers Toronto, Canada

The Great Business of Selling

MULTIPLYING users of your product, commodity or service—this is your great business. The more, the merrier.

The factor of multiplication is advertising. Nothing else can get you new users in the shortest possible time at lowest cost.

Use magazines for long-living publicity effects.

Use them for Economy's sake.

Use them for Prestige.

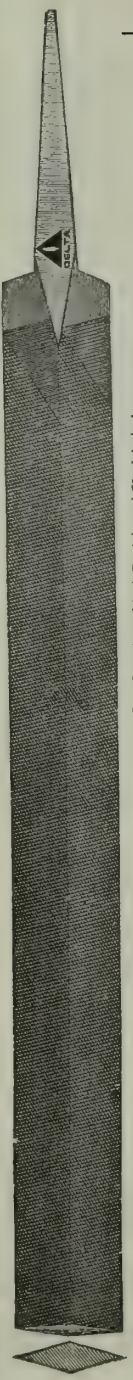
In Canada, the one conspicuous magazine is

MACLEAN'S MAGAZINE

It is an all-the-family magazine of the highest class—clean, esteemed, established
Can you name a better?
The conclusion is plain.

Published by
The MacLean Publishing Co., Limited
143-153 University Avenue, Toronto, Ontario

"Delta" Files



— we'll help you sell them

TRADE MARK
DELTA

If the "Delta" Dealer never said a word about these good files but just kept handing them across his counter day by day he would gradually build up an enviable reputation for the quality of files he sells. But we believe in hurrying up that good reputation by telling our agents' customers facts about "Delta"—facts which interest file users and induce them to buy "Delta."

If you want to take on the "Delta" File Agency in your district we will help you make it the most profitable line in your stock. We'll help you interest all the big users of files and show you how to close them up.

This is a genuine plan we want you to try, so write and get full particulars.

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS.

If interested tear out this page and place with letters to be answered.

Getting the files your customers need to give the results they want is merely a matter of selling them "Famous Five" files.

There is a shape and grade of "Famous Five" files to do any kind of work on metal or wood.

You can supply that shape and grade of "Famous Five" file to your customers every time.

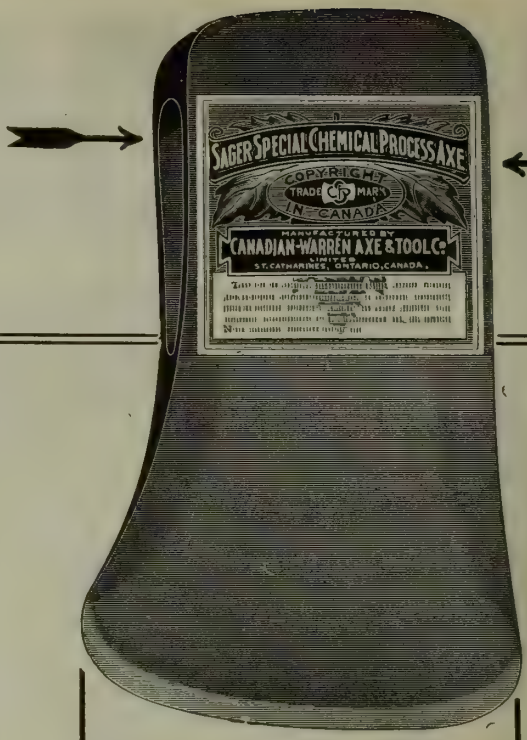
And you may depend upon them to give satisfaction.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



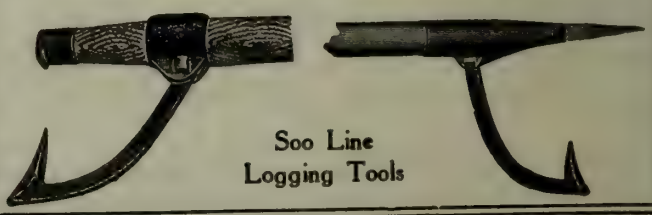


WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian Warren
Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

If interested tear out this page and place with letters to be answered.

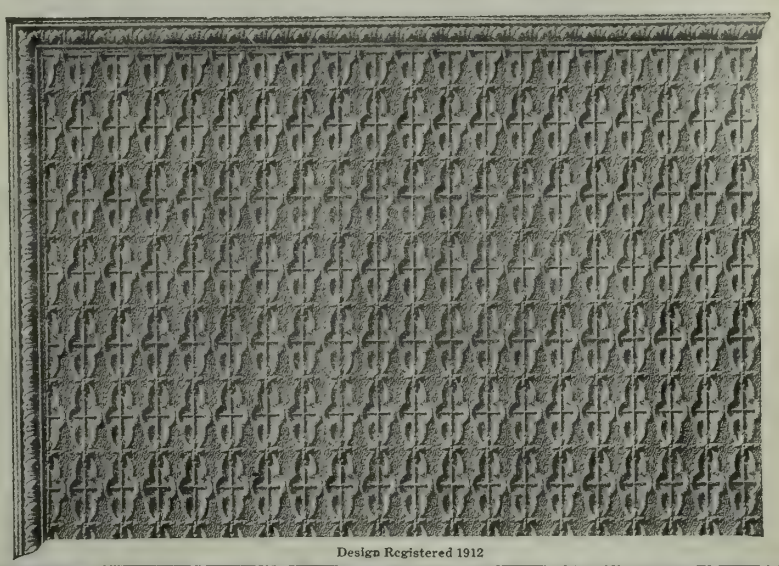
"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

Beautiful, yes, but accurate too

All "Metallic" plates and cornices are deeply stamped on steel dies with machine-cut beads and we re-square them *after stamping* so they'll be sure to lay quickly and easily.

It's a pleasure to *put* them up. It's a pleasure to *have* them up. Let us send *you* our latest catalogue and service-information to-day

Stock carried by
GEO. W. REED & CO., LTD.
37 St. Antoine Street Montreal



Design Registered 1912

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger profit*. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

Make DOUBLY SURE *of* Every Catch



Photographed from Life

WITH fur prices as high as they are to-day, it *pays* to use DOUBLE GRIP VICTORS and make *doubly sure* of every catch. It pays to know that every 'rat is caught *twice*—with no chance of escape.

The double jaws catch high on the animal's leg without bone breakage. No twisting out—no pulling out. No lost fur charged against traps that aren't right.

ONEIDA COMMUNITY LIMITED
NIAGARA FALLS, ONT.

Manufacturers of Newhouse, Hawley & Norton, Victor and Oneida Jump Traps



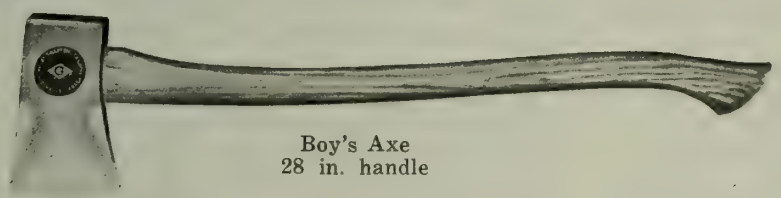
The Double Grip Victor is made in two sizes:

No. 91
Spread of Jaws, 4¾"

No. 91½
Spread of Jaws, 5⅝"

CANADA
FOUNDRIES & FORGINGS
LIMITED

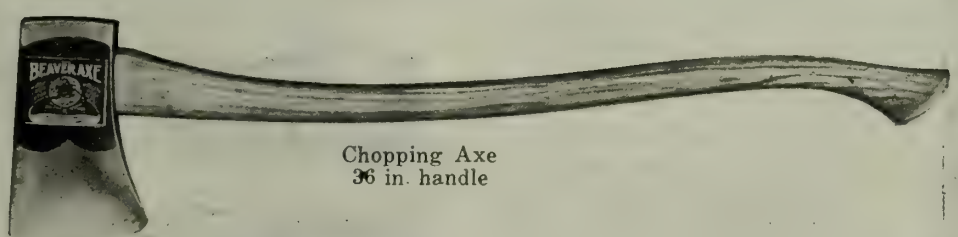
Hunter's Requirements



Boy's Axe
28 in. handle



Hunter's Axe
14 in. handle



Chopping Axe
36 in. handle

The hunting season is rapidly approaching and we would ask you to order your supplies *at once* so as to receive delivery, as the growing scarcity in the material markets make later shipments uncertain.

Produced at

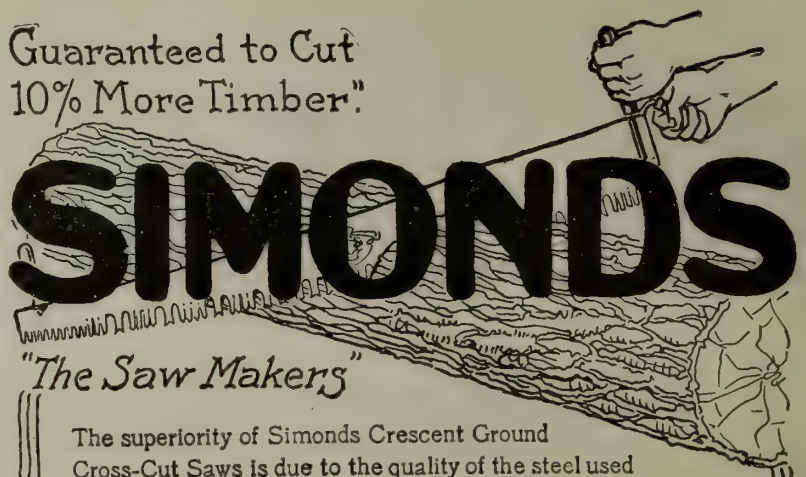
THE JAMES SMART PLANT

BROCKVILLE, ONT. WINNIPEG, MAN.

HARDWARE DEALERS

This sketch illustrates the Simonds No. 237 One-Man Cross-cut Saw with Lion Handle. We would like to send you our descriptive booklet and complete discounts covering Simonds Cross-cut, Hand and Jack Saws.

SIMONDS CANADA SAW CO., LIMITED



The superiority of Simonds Crescent Ground Cross-Cut Saws is due to the quality of the steel used in them and the method of grinding. Crescent grinding is an exclusive process, used only in Simonds Saws. It means teeth of even thickness throughout the length of the saw, and the blade tapered for clearance to the greatest degree consistent with strength. This grinding makes cutting easy because it prevents binding in the kerf. Write for Booklet.

Simonds Canada Saw Company, Limited,
St. Remi Street and Acorn Avenue,
MONTREAL, Quebec. S-3
VANCOUVER, B.C. ST. JOHN, N.B.

OFFICIAL AWARD RIBBON
PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915
PRESIDENT
PRESIDENT OF THE SUPERIOR JURY
DIRECTOR OF EXHIBITS
SECTY OF THE INTERNATIONAL AWARD SYSTEM
MEDAL OF HONOR
DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES
CHIEF

TRIMO TOOLS

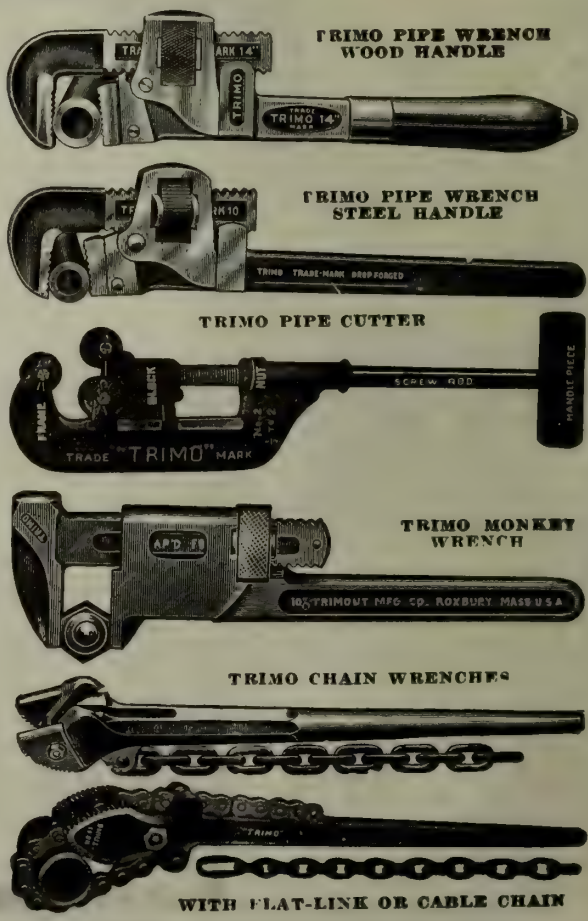


Nut with Nut Guards

BE sure to ask for the Trimo Wrenches. both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.
55-71 Amory Street
Roxbury, Mass.
U.S.A.





Let's Cash In Together on Millers Falls Advertising

Millers Falls Bit Braces have been as staple in the hardware trade for forty years as sugar in a grocery store.

Now we are pushing Millers Falls Bit Braces in a nation-wide consumer advertising campaign which reaches 4,000,000 men—mechanics and amateur users.

We are featuring our bit brace as "The Third Tool" for every householder—the universal boring tool that should come next after the hammer and the screw-driver in every man's tool box.

War time starts new economies. Men are making household repairs themselves to-day who used to call in a carpenter every time they had a screw to drive or a hook to put up.

Amateur users are your best tool prospects, and it pays to get after them strong. Begin by getting behind our advertising and feature our bit braces and other tools. Put Millers Falls Braces and other tools in your windows and out in the front of your store where people can see them.



Here's a counter display stand that shows the same No. 732 brace that we are featuring in our advertising. Free with a half-dozen braces. We also supply mailing slips that feature our braces and connect your store with our big advertising.

Our booklet, "How to Sell More Tools," is full of money-making pointers. Free on request.

Write us to-day, giving the name of your local jobber.

MILLERS FALLS COMPANY

"Toolmaker to the Master Mechanic"

Millers Falls, Mass. **N.Y. Office, 28 Warren St.**

Wakyte Closets and Wakyte Powder Chemical Are Two Good Lines That Sell

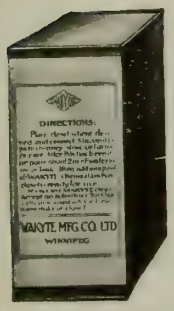
Hardware Jobbers and Dealers all over Canada now handle Wakyte Closets and Chemical in preference to other makes.

Wakyte Closets are made in three sizes: No. 2, No. 3 and Special. The two former are oval in design, and the Special is round. Body of all Wakyte Closets is finished in Maroon Enamel, and Seat in Mahogany. All Wakyte Closets bear our well-known Trade Mark —an absolute guarantee of Quality and Satisfaction.



No. 2 WAKYTE CLOSET

WAKYTE POWDER CHEMICAL



This Chemical is rapidly being adopted to replace the liquid chemical formerly supplied. It is considerably cheaper to use, and may be shipped under Winter weather conditions without damage.

In order to give prompt service to the Trade throughout Canada, Wakyte goods are carried in stock by Jobbers at Winnipeg, Moose Jaw, Calgary, Edmonton, Saskatoon, Fort William, London, Toronto, Montreal and Moncton.

Wakyte Mfg. Co., Limited - Winnipeg

Butterfield

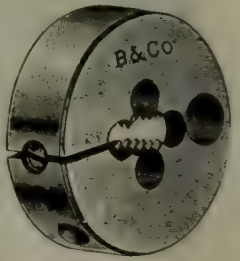
"My Money Always Buys Butterfield Tools---*Because*





—Because I know what they have done."

Butterfield Tools, Taps, Dies, Reamers and Twist Drills have established sounder basis for growth, and will yield a bigger net than cheaper substitutes. The name "Butterfield" embraces tools of sturdier, stronger and more capable qualities that squarely meet the present-day demand.



Butterfield & Company, Inc.

ROCK ISLAND, QUEBEC, CANADA



Ward & Payne's W P Socket Firmer Chisel

This Socket Firmer Chisel is made without a weld, entirely of one piece of steel. It will stand more than ordinary heavy work, takes a keen edge and holds it, is nicely finished and of the usual *W. & P.* high quality.

W. & P. Anvil Brand Light-Edge Tools are recognized as dealers throughout the world.

CANADIAN REPRESENTATIVES:

ALEXANDER GIBB
St. Nicholas Bldg., Montreal

SHERMAN F. AINSLIE
Spadina Avenue - Toronto

ANTHONY FERGUSON, LTD.
Vancouver, B.C.

Wentworth Hot Water Bottle

This Letter Tells the Story



Toronto, Ont.,
Sept. 20, '18

Messrs. The Wentworth Manufacturing Co.,
Hamilton, Ont.

Dear Sirs:
The old saying that "it pays to advertise" is a good one. Your recent correspondence has attached to it your advertisement referring to a hot water bottle, and as I have had no end of trouble, not only at home, but on the yacht, with the rubber ones, I made up my mind to try your product. If you can supply me I would like you to send to me, addressed at my home (blank), four of them, and addressed to me c/o yacht (blank), six of them, and on receipt of your account I will immediately forward cheque.
Thanking you for your attention.

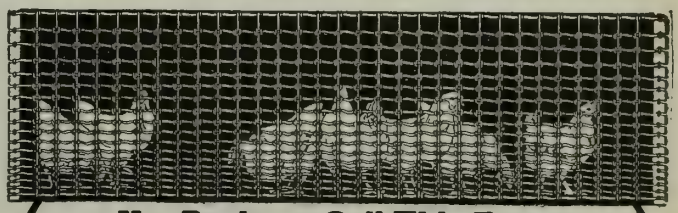
Yours very truly,

This letter is but one expression of the many favorable comments on the merit of famous Wentworth products.

Let us tell you how you can represent it profitably.

Made in Canada only by

Wentworth Manufacturing Co., Limited
HAMILTON, CANADA



Mr. Dealer: Sell This Fence

Establish a trade that will stay with you and at the same time will show a substantial growth. Compare this strong, rustless, unyielding fence alongside flimsy netting, and every poultry raiser will flock to your store. Note the close spaces at bottom that turns the small chicks and keeps out intruders.

SEND FOR LITERATURE

Get our catalogue of fencing for all purposes. Every foot of it guaranteed. Write today for agency in open territory. Our fence in every instance backs up our advertising.

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg Man. Hamilton, Ont.



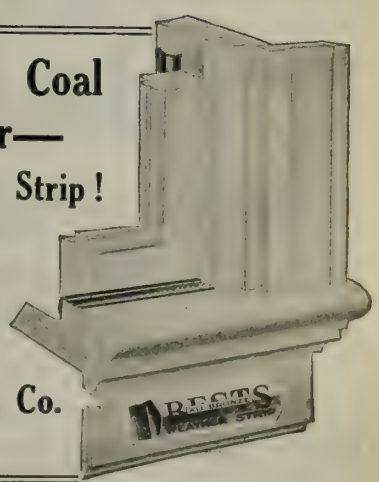
Help Conserve Coal Piles this Winter—

Sell Best Weather Strip!

Best is the only all-metal weather strip that can be applied without removing windows—the easiest to instal and the only weather strip that you or your clerk can sell satisfactorily over the hardware counter.

Prices within reach of all.

Best Weather Strip Co.
LIMITED
Hamilton



If interested tear out this page and place with letters to be answered.



"Get a skate on, we can fit you in price, style and size."

Thos. Birkett & Son Co., Limited
OTTAWA, ONTARIO

P H
TRADE MARK

ONE of the largest buyers of tools in the Dominion said to us the other day, "After the war we shall sever many business connections we have been obliged to make in order to keep our stock in shape for our customers. The manufacturer who has in these past four years kept up the quality of his product in spite of the temptation to sacrifice quality for quantity output is the only man with whom we shall maintain business relations."

Which is sound "Hoss Sense"

Confidence is the basis of all trade, and a buyer can only place reliance on the product which has stood up under the war strain.

P.H. and Imperial Files have been and will be marketed solely on the basis of service.

"THEY CUT FASTER AND WEAR LONGER"

Port Hope File Mfg. Co.
LIMITED
PORT HOPE - - ONTARIO

"Ask Your Jobber"

IMPERIAL
TRADE MARK

I Am Champion of the World



I am Segis Fayne Johanna,

THE LIQUID VENEER COW

valued at $150,000. I want to send you my beautifully colored picture easel for you to display in your window, free.

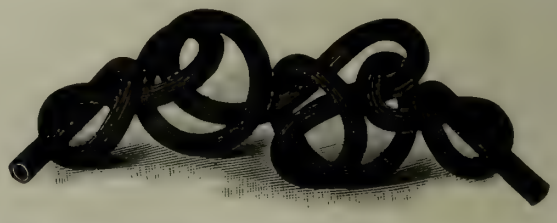
This will attract crowds and arouse great interest in Liquid Veneer and other articles that you sell.

Let me hear from you.

SEGIS FAYNE JOHANNA
c/o Buffalo Specialty Co.
BUFFALO, N.Y. BRIDGEBURG, ONT., CAN.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria

If interested tear out this page and place with letters to be answered.

Used Everywhere to Increase Efficiency In Hot Water Heating

THE KNICKERBOCKER HEAT GENERATOR!



Increases radiation 25 to 30%.

A safe remedy for faulty hot water systems.

This generator has been manufactured since 1907, Patented 1909, and is used on hundreds of installations of the most difficult types of heating, such as trolley cars, railroad stations with boiler and radiation on same floor, and radiators at a lower point than boiler.

Also for house heating.

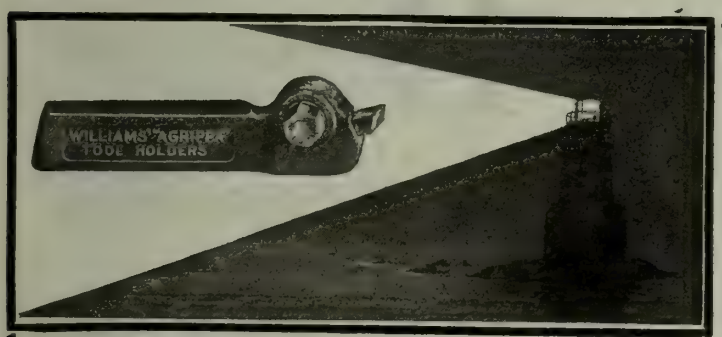
Write for particulars TO-DAY.

Manufactured and Sold by

James Morrison Brass Mfg. Co., Ltd.

93-97 ADELAIDE STREET WEST, TORONTO

SOLE AGENTS FOR CANADA



Turn on the Light!

Nothing that is good fears the light and there is nothing but good in

WILLIAMS' "AGRIPPA" TOOL HOLDER

"THE HOLDERS THAT HOLD"

Good design, good material, good workmanship and good service.

Tool Holders for

TURNING	PLANING	THREADING
BORING	SIDE WORK	KNURLING
	CUTTING-OFF	

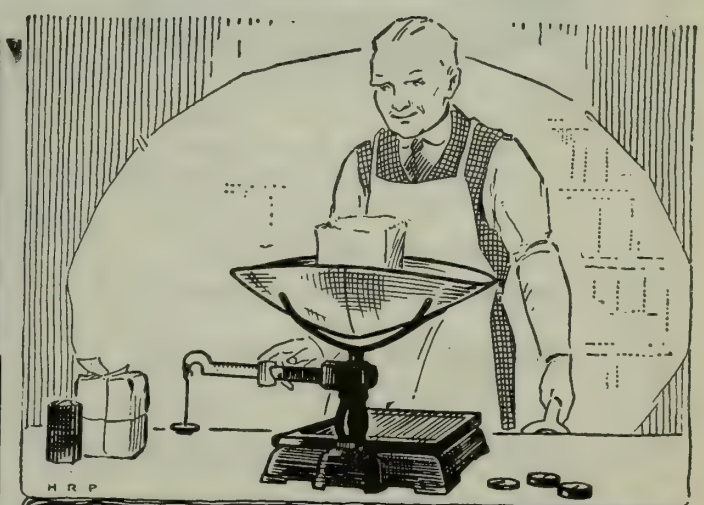
Ask for Booklet—it's free

J. H. WILLIAMS & CO.

"The Drop-Forging People"

30 Richards St., Brooklyn, N.Y.

The A. G. Low Co., Ltd.,
30 Pacific Ave., Saskatoon, Sask.
Agents for Manitoba, Saskatchewan, Alberta and British Columbia



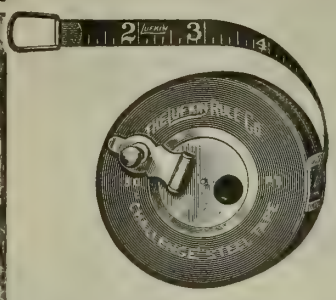
Fairbanks Scales

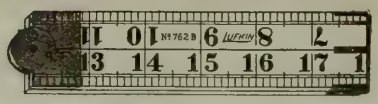
For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.





BOXWOOD RULES



SPRING JOINT WOOD RULES

MEASURING TAPES

On these lines

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

can give you the very best of service and satisfaction.

LUFKIN GOODS ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR ACCURACY AND FAULTLESS SERVICE

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

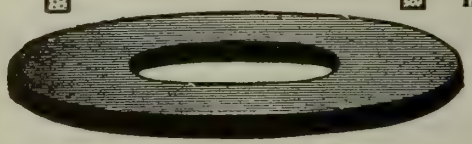
Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

MILWAUKEE, WIS.

When in need of

Wrapping Paper

Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.

Hamilton & Winnipeg

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

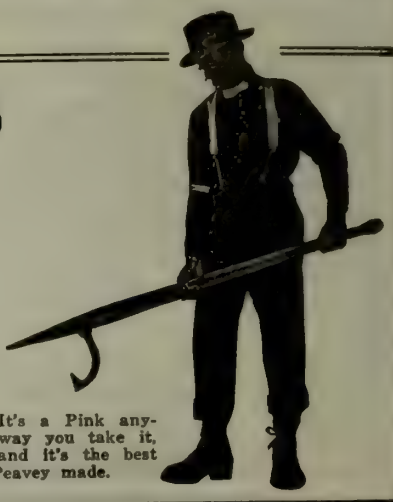
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - - - - - ONTARIO

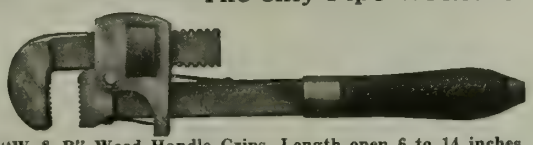


It's a Pink anyway you take it, and it's the best Peavey made.

The "W & B" Line of Screw Wrenches

MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA



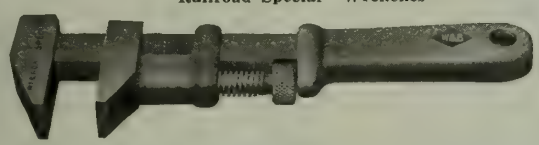
"W & B" Wood Handle Grips, Length open 6 to 14 inches



"W & B" STEEL Handle Grips, Length open 10 to 48 inches

"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches



This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W & B" EASY ACTING SCREW.

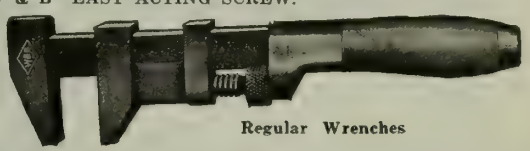
Machinists' Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W & B" EASY ACTING SCREW.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 90 on request.



Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH "W & B" EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company

ST. CATHARINES, ESTABLISHED 64 YEARS ONTARIO



Are You Ever Asked For Something in Metals Not Included in Your Stock?

If you must answer the above question in the affirmative, remember that Hoyt's not only turn out huge quantities of the best babbitts you can buy, but that also they make bar and wire solder, sheet lead, came lead and all manner of specialties.

If ever you are asked for a lead specialty, or something out of the ordinary in mixed metals, write at once to

HOYT METAL CO., Toronto

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

These Wholesale Hardware Merchants Sell

MENDETS
A PATENT PATCH

A Household Necessity!

Mendets—the quick and permanent kitchen ware and utensils repairers—are sold by these progressive Hardware firms:—

Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Alexander & James, Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; L. H. Hebert & Co., Montreal, Que.; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal; A. Chown & Co., Kingston; The Gray-Harvey Co., Limited, Ottawa, Ont.; H. S. Howland Sons & Co., Ltd., Toronto; Mills Hardware Co., Limited, Hamilton; Revillon Wholesale, Ltd., Edmonton, Alta.; W. B. Dalton & Sons, Kingston, Ont.

Collette Mfg. Company, Collingwood, Ont., Canada

Consult Hardware and Metal Buyers' Guide

If what you want isn't advertised in this issue, consult our Buyers' Directory. If it isn't listed in our Directory, write us and we will give you the information.

K K

Who Does The Washing?

In Ancient Times they pounded out the dirt and the life of the garments on flat stones in the river.

Later on came the era of the back-breaking and finger-tearing tub and washboard — still wearing out the clothes.

The Modern Way is to use an up-to-date washing machine, saving clothes, health, temper and time.

WHEN YOU SELL A KRIBS WASHING MACHINE YOU MAKE A NEW FRIEND.

IT'S PROFITABLE, TOO!

Ask your jobber for the Kribs—most of them carry our lines—all the way from $10 to $90. If he isn't up-to-date, write us direct.

WILLIAM A. KRIBS - Hespeler, Ont.

Makers of Freight Handling Trucks of all Kinds

K K

Manufacturers

OF

WIRE

HEADQUARTERS FOR

Wire Bale Ties

LARGEST CAPACITY AND STOCK IN CANADA

Prompt Shipment

LAIDLAW BALE TIE COMPANY, Limited

HAMILTON, CANADA

Winnipeg Toronto Montreal

London, England

If interested tear out this page and place with letters to be answered.

Reed's *Economy* Rotary Ash Sifters

"Made Better so as to Sell Better"



New features in Reed's Economy Rotary Ash Sifters make it hard to beat, from quality finish and customer satisfaction point of view.

The Economy Sifter is made of heavy galvanized steel. Of the same dependable standard famous in other Reed products.

Manufactured by

Geo. W. Reed & Co., Limited
37 St. Antoine Street, Montreal

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

MADE IN CANADA

Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

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More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



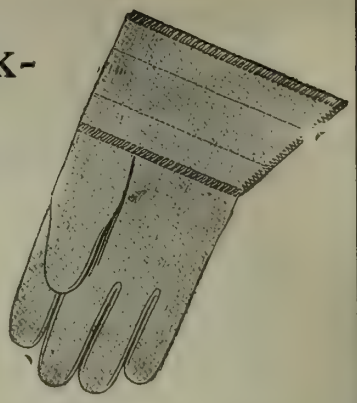
"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

For the working men of your town

In fact for every man because practically every man needs a good roomy serviceable pair of working gloves.



TAPATCO
REGISTERED BRAND TRADE MARK



You can get this profitable extra trade by stocking the Tapatco lines—There's a style and a weight to suit every requirement.

Your jobber can supply Tapatco Gloves.

The American Pad and Textile Company
Chatham, Ontario

IF you like HARDWARE AND METAL, talk about it, tell your friends, drop a word or two here and there as you go along the line of your daily activities.

If you don't like it, or if you think it could be made of greater service to you, tell us.

The old saw about silence being golden has its limitations.



"DOMINION"

COTTON AND WOOL WASTE AND COTTON WIPERS, WASHED AND STERILIZED

A WASTE FOR EVERY USE

6 Grades White Cotton Wiping Waste.
5 Grades Colored Cotton Wiping Waste.
4 Grades Wool Packing Waste.
3 Grades Cotton Wipers, Washed and Sterilized.

Samples with Prices on Request

Scythes & Company Limited
Montreal TORONTO, ONT. Winnipeg

If interested tear out this page and place with letters to be answered.

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.



4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

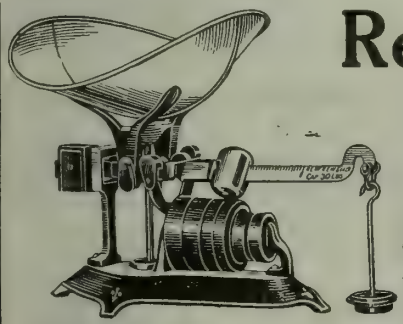
NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

Stirs up Business

Precious few housewives realize the many uses of an accurate scale in the kitchen—saving losses in careless weighing at butchers and grocers—weighing produce before marketing—weighing flour and other ingredients while baking, etc., etc., etc. It is surprising what a little bit of salesmanship and displaying will accomplish in stirring up big business in Renfrew Scales! The Renfrew is compact, handy, and stands hard knocks. It doesn't get out of order and always tells the truth. A government inspector's certificate accompanies every Renfrew. These features make the Renfrew a lively seller these days. Push business with the



Renfrew

HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs. Government inspector's certificate accompanies every scale.
Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.
Eastern Branch: Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.



Everything in Builders' Hardware

Send for your copy of the Stratford Brass Company's new, beautiful, illustrated catalogue. The very latest ideas in furniture trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash, Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc. Everything new.

Let us co-operate with you in reaching out after new business.

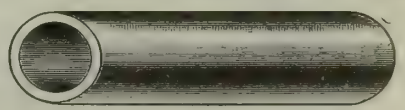
The Stratford Brass Company, Limited

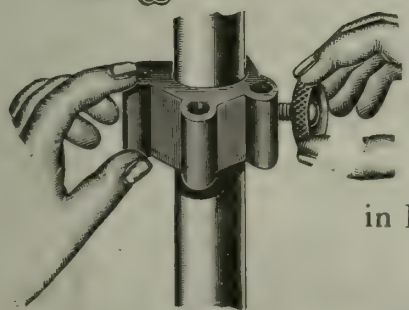
STRATFORD, ONTARIO

TRADE MARK. W.B.&C.

WILLIAMS BROS. & PIGGOTT, LTD.

Small Heath, BIRMINGHAM

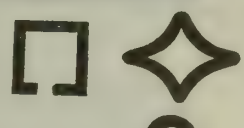




Specialists in TUBES

Seamless, Brazed Iron-cased Mouldings, Beadings, Rolled Metals in Brass, Copper, Nickel Silver, and other Metals.

Over 1000 different sections



Patent Grip-Tight Socket

GENERAL BRASSFOUNDERS

SHOP WINDOW FITTINGS MANUFACTURERS

TRADE MARK. W.B.&C.

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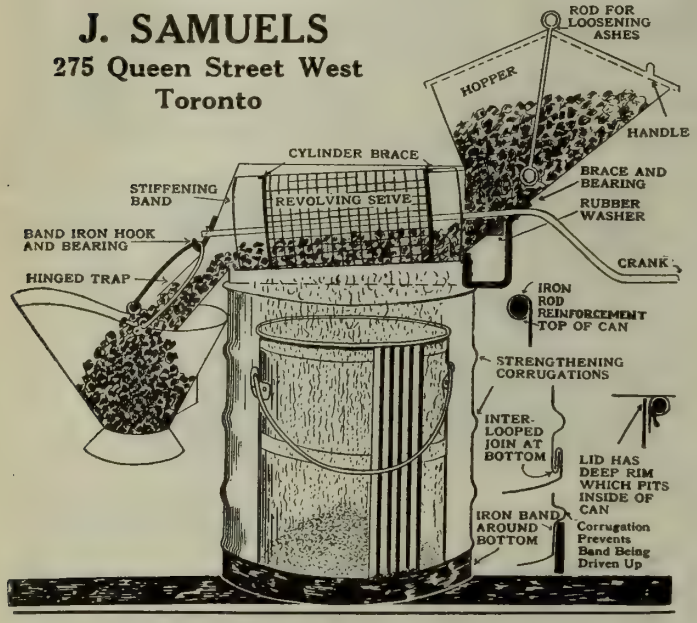
The Samuels Sifter Has a New Appeal!

Fine screen has been adopted in making the Samuels Sifter which saves much more of the fine cinders, and is stronger. As the illustration indicates, the smaller ash can or pail may be placed inside the waste can and so catch all the screenings which can then be removed more easily than when the larger can had to be carried out. The new feature also makes for longer life for the Samuels Sifter since the waste can is not subject to the ash-man's abuse. With this new method of collecting the screenings, the Samuels leaves all other sifters hopelessly behind.

You can become a Samuels representative in time for Fall and Winter trade by sending us a post card of enquiry to-day.

J. SAMUELS

275 Queen Street West
Toronto



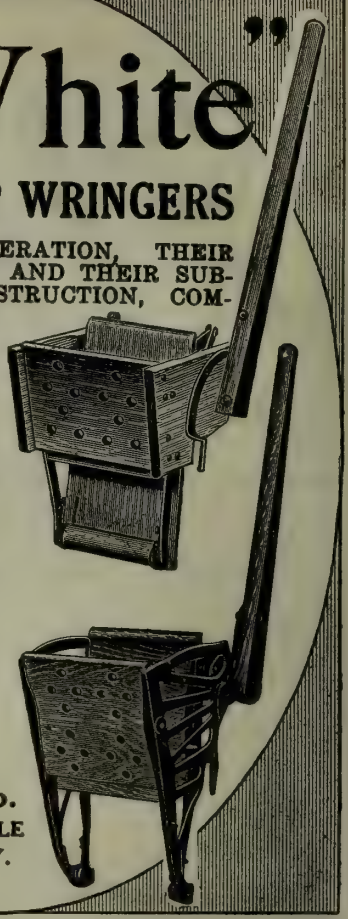
"White"

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.
FULTONVILLE N.Y.

CANE'S Clothes Pins



NOT "Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket **Ontario**

It's Only Natural That You Would Handle BISHOPRIC STUCCO BOARD

Because almost everything else you carry is for the home—and Bishopric Stucco Board is the ideal material for stucco homes.

Architects are recommending Stucco in place of brick and wood, and specifying *Bishopric* Stucco Board because of its durability and economy.

Bishopric Stucco Board saves at least 50% of the time and cost, as compared with sheathing lumber, building paper, furring strips and metal laths—when used as a background for stucco outside or plaster inside.

Let us show you how you can make money by handling the Bishopric Line. Write us. 529AB.

THE
Bishopric Wall Board Co., Ltd.
Ottawa, Canada

Stanley Tools



Stanley Adjustable Spoke Shave No. 151

This new and improved Spoke Shave has a Lever Gap fastening the cutter in such a manner as to bring an even pressure on the cutting edge.

The important feature is that the cutter can be quickly adjusted both endwise and sidewise by means of the adjusting screws which engage the slots near the end.

The Cutter is made from a high grade of steel, well tempered and sharpened ready for use.

The handles are japanned and through each a hole is made to enable the owner to hang the tool up out of the way.

10 in. long, 2⅛ in. Cutter.

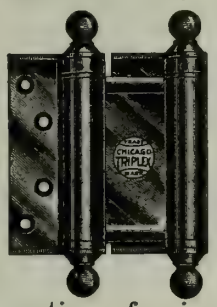
STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO NEW YORK



KEYSTONE BRAND

ABOUT YOUR BRUSH TRADE

Are you content with the profits from your brush counter?

There's big money waiting for you in

KEYSTONE HOUSEHOLD BRUSHES

Quick turnovers, moderate prices, good profits and satisfied customers all combine to make the Keystone line one of the most profitable lines you can handle. Write to-day for particulars and prices on Keystone Brushes and Nugget Brooms.

Stevens - Hepner Co., Limited
Port Elgin, Ontario

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

If interested tear out this page and place with letters to be answered.

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

WHY have our sales increased 200% over last year?

BECAUSE our prices, quality equal, are 10 lower than others

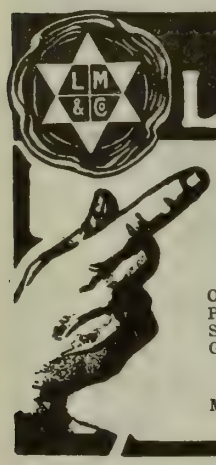
OUR GRADES

Colored---1B, 1A, 7, 1, 5

White---Jap, XC, X, XX, XXX

ACME WASTE MFG. CO.
LIMITED
482 WELLINGTON ST. W., TORONTO
5 Queen Street, Montreal 1206 McArthur Bldg., Winnipeg

C. KLOEPFER, LIMITED
Edward Halloran, General Manager
44-50 Wellington Street East, TORONTO
And at Guelph
IRON and STEEL
HEAVY HARDWARE
AUTOMOBILE ACCESSORIES



GERMANTOWN LAMPBLACK
THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA
Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.
THE L. MARTIN CO.
Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.



Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers,** assures quickly filled orders and prompt shipment. **Our quality and price please everybody.**

LONDON BOLT & HINGE WORKS
LONDON, CANADA

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

LACE LEATHER
in
Sides, Backs and Cut;
Raw-Hide and Tanned
W. TAYLOR
TANNER
PARRY SOUND, ONT.

If interested tear out this page and place with letters to be answered.

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that thi exact mark is on each blade

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

GLUE

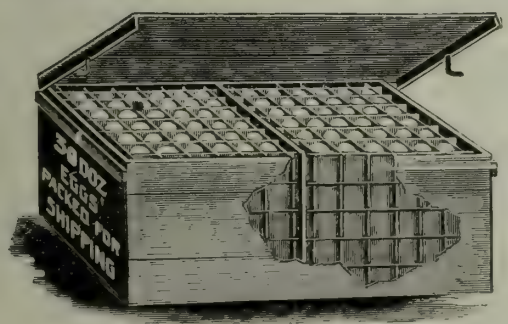
IN PACKAGES

Put up in the way that best appeals to the people—that's "Brantford" GLUE

It's an all 'round glue and makes good profits for dealers.
In ¼, ½ and 1 lb. packages at your jobbers.

CANADA GLUE CO., Limited, Brantford, Ont.

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, - MONTREAL, CANADA



Have You Figured It Out In This Way?

Your salesmen running thus for change, fifty times in a day, requires 3,000 seconds or fifty minutes, which are equal to nearly one hour for each salesman each day—and is that much time needlessly lost—and which might have been devoted to the selling of goods had you our Cash Carriers.

P.S.—Nothing in the above is stated about the advantages of having the cash in your office, and under the supervision of one person (the cashier), who is solely responsible for it.

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BUY VICTORY BONDS.

Standard Tube & Fence Co.

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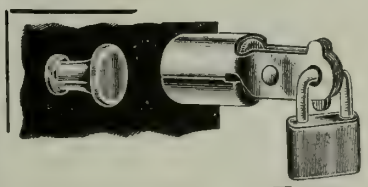
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Woven Wire Fencing for Farm and Ornamental purposes, Farm and Ornamental Gates, Steel Tube Fence Posts, and a full line of fencing materials,

also

Butted and Welded, sizes ⅜" to 2", 14 to 20 gauge.

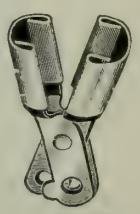
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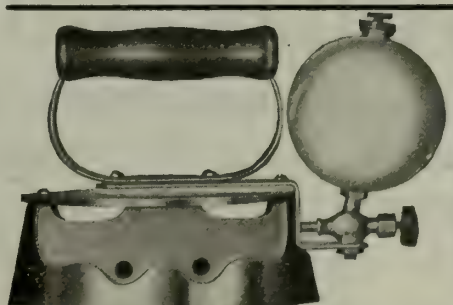
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Every Chevrolet owner will want this lock. Easy and simple to operate. Inexpensive.

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Manufactured by
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Big Spring and Summer Seller



Every housekeeper—city or country—a likely purchaser of the

"Comfort" Iron

Makes its own gas, two-pointed, self-heating, self-cleaning. Operates easily at low cost. Looks good and makes good, guaranteed. Sells fast.

Ask your jobber for particulars or write direct.

Dept. 16.

National Stamping and Electric Works
410-424 S. Clinton St. - Chicago, Ill.

The Publisher's Page

TORONTO OCTOBER, 19, 1918

Business on Cash Basis

DESPITE the fact that ***Hardware and Metal*** receives the highest subscription price of any hardware trade newspaper in the world, because we give a real practical service each week, subscribers in arrears of six months to one year, in the period ending June 29, 1918, are less than two-thirds of one per cent. (confirmed by audit report of Audit Bureau of Circulations). Shrewd advertising managers will realize the significance of this most unique record.

HARDWARE AND METAL

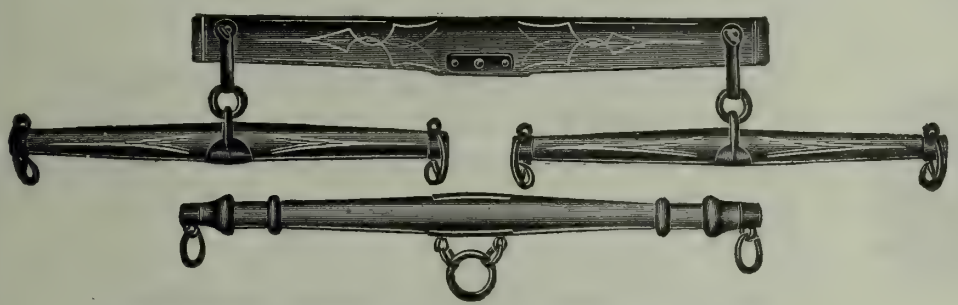
Canada's National Hardware Weekly

Montreal **TORONTO** Winnipeg

MEMBER AUDIT BUREAU OF CIRCULATIONS. ***Published Every Saturday for Thirty Years***

Every Dealer Should Handle Westwo Products

All Westwo lines are guaranteed. They must give satisfaction. Westwo manufacturers stand back of every dealer with products that must measure up to the highest standard of perfection—that must contain only the best materials, and that must be finished by the most expert workmen in their own plant. Be ready for big business on these more seasonable Westwo lines.



Wagon Sets

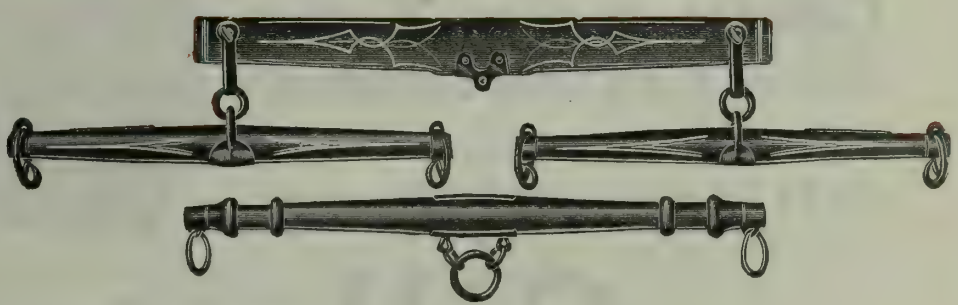
Made of selected material, well finished and ironed as in cut. Painted two coats, striped and varnished, put up in sets as follows:

Number	Size Doubletree	Size Whippletree	Size Neckyoke
50	2x4½x48	2⅝x36	2¾x42
60	2x5 x48	2¾x36	3 x48
50½ (special)	2x4 x48	2⅝x36	2⅝x42

With Special Reinforced Doubletree

Made of selected woods, well finished, painted two coats and striped and varnished. Front iron on doubletree gives full strength of tree and distributes the strain over length of plate.

Number 50—Size doubletree, 2 x 4 x 48; size whippletree, 2¾x36; size neckyoke, 3x48.



PLACE YOUR ORDER EARLY WITH YOUR JOBBER. IF HE IS UNABLE TO SUPPLY YOU, WRITE DIRECT TO THE FACTORY.

WEST-WOODS, LIMITED

Winnipeg, Manitoba

Useful Gifts
THIS YEAR



You, who can read the signs of the times, know that the Gillette Safety Razor is going to head the list of "Suitable Gifts for a Man" this coming Christmas.

The fifth War Christmas will be celebrated with gifts of real utility. Newspapers and magazines—every avenue of publicity—will ring out with the cry — "Give USEFUL Gifts."

The call finds Gillette Razors prepared—the accumulative force of 1918's strong advertising in the newspapers and mazines; the dominant billboard campaign; excellent window displays from coast to coast—all have prepared the way for a harvest of Christmas business, to begin right away!

Will the call find you ready, with a complete stock of Gillette Razors and Blades?



Gillette Safety Razor Co. of Canada, Limited

Office and Factory:
65-73 St. Alexander St., Montreal

Gillette
Safety Razor

"Member Audit Bureau Circulations."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, OCTOBER 19, 1918 No. 42

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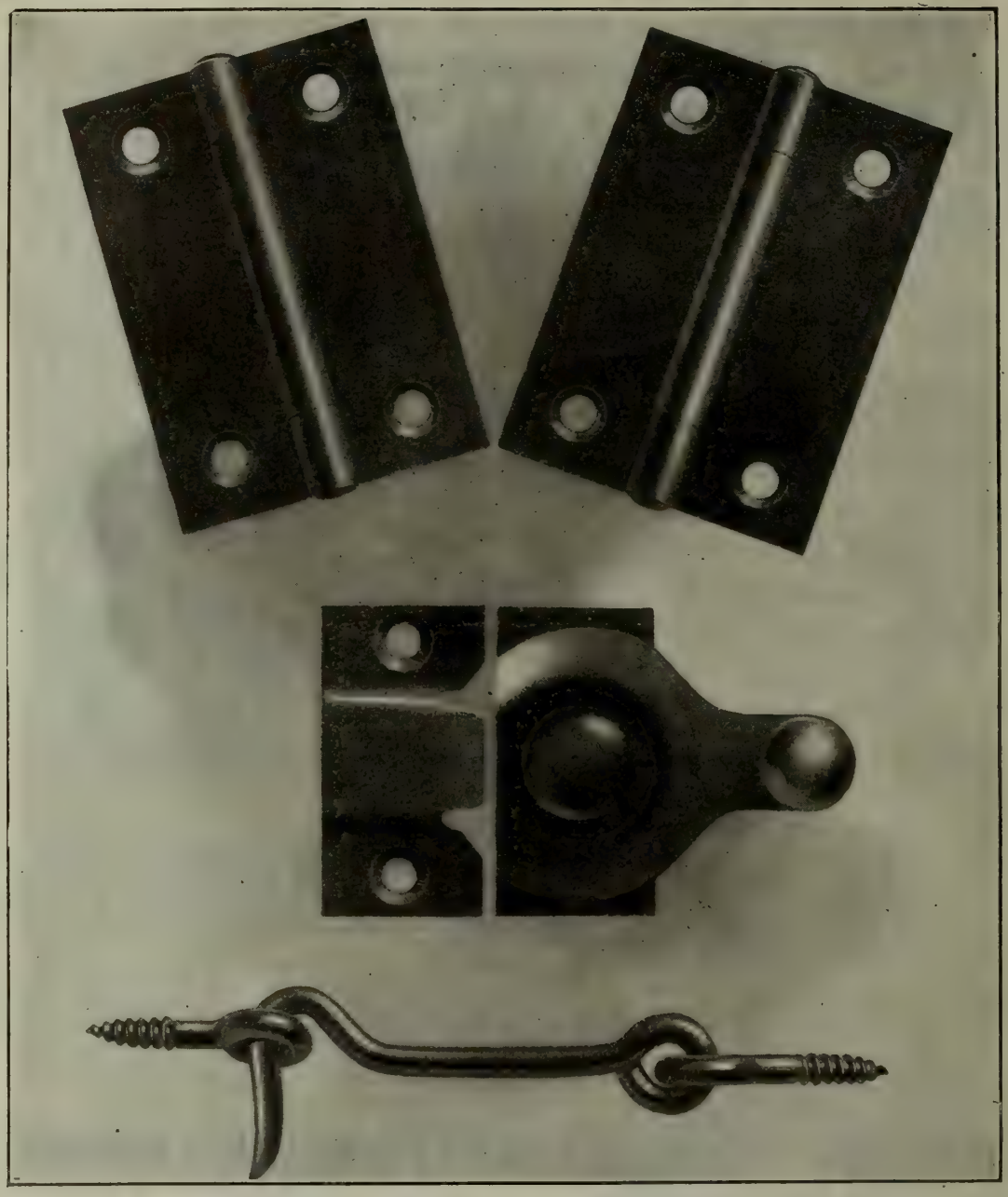
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No. 1762 Wrought Steel Cellar Window Set

NOTICE the **comfortable** cam catch handle. Observe the strike plate is shaped so as not to catch or tear clothing, nor gather dirt, nor become clogged. The cam surface permits of **unusual leverage** to release a stuck window. This set is substantial in construction and a pleasure in service.

STANLEY means reliability and your customers want STANLEY Hardware. To-day write for complete catalog. Free on request.

THE STANLEY WORKS

NEW BRITAIN CONN., U.S.A.

Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball Bearing Butts. Also Pulls, Brackets, Chest Handles, Peerless Storm Sash Hangers and Fasteners; Screen Window and Blind Trimmings; Twinrod Box Strapping, and Cold Rolled Strip Steel.

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If interested tear out this page and place with letters to be answered.

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, OCTOBER 19, 1918. No. 42

New Regulations for Freight Shipments

Canadian Freight Association Will Not Accept Goods After November 1 Unless They Are Properly Directed—New Rules Are Aimed to Reduce Losses of Retailers and Many Annoying Delays

NEW regulations which will be put into effect on November 1 by the Canadian Freight Association will affect all shippers, particularly manufacturers, the wholesalers and all retailers. The new regulations are aimed to reduce to a minimum losses of goods and delays in delivery directly traceable to carelessness in marking and addressing. Officials of the Canadian Freight Association stated to HARDWARE AND METAL that it was remarkable the number of parcels they receive which are not addressed at all.

Take It For Granted

"Some of the very worst offenders are the big wholesale houses," said a freight official. "They may have a dozen parcels or crates for one man whose store is perhaps a thousand miles away. They seem to work on the theory that because one parcel or crate is addressed and the others piled with it, that all will travel together to their destination. Every little while we have shipments of this kind. They get scattered, of course. Then the parcels that are addressed are forwarded while those without any addresses have to be held. There is a lot of time lost in finding out who shipped them and then in re-directing them properly. The new regulations are in the interests of the shippers themselves and the retailers, and will save the transportation companies endless trouble."

Just Mark Initials

Another railwayman stated to HARDWARE AND METAL that hundreds of parcels and crates are received daily marked with nothing but the initials of the consignee, and the town or city in which he lives. This often leads to delay and confusion, especially at the present time when help is scarce and many untrained men are handling the goods. In future every piece for shipment must be fully and properly addressed or it will not be accepted.

The New Regulations

A copy of the latest regulations as given to HARDWARE AND METAL reads as follows:

The attention of all concerned is directed to the following rules regarding marking and addressing of freight, framed for the purpose of minimizing so far as possible, loss or miscarriage of the property.

1. Freight, when delivered to carriers to be transported at less than carloads, or any quantity ratings, must be marked in accordance with the following requirements and specifications, except as provided in Rules Nos. 7 and 8, or in the Board of Railway Commissioners for Canada Regulations, for the transportation of Explosives and other Dangerous Articles by freight.

2. (a) Each package, bundle, or loose piece of freight, except as provided for in Rules No. 7, 8 and 9, must be plainly, legibly and durably marked by brush, stencil, marking crayon (not chalk), rubber type, metal type, pasted label (see note 1), tag (see note 2), or other method which provides marks equally plain, legible and durable, showing the name (not initials) of only one consignee, and (except as provided in Rule 2 (b) of only one town or city, and Province or State to which destined.

When consigned to a place of which there are two or more of the same name in the same Province or State, the name of the County must also be shown.

Must Be Stated

When name and address of shipper is marked on freight, it must be prefixed by the word **"From."**

(b) When consigned to a place not located on the line of a carrier, each package, bundle, or loose piece required to be marked by this rule must be marked with the name of the station at which the consignee will accept delivery, in addition to the name of final destination, if routed in connection with a Water Line via which there are no joint rates in effect, the name of the station at which delivery is to be made to such Water Line must also be shown.

(c) When consigned "To Order" each package must also be marked, and further marked with an identifying symbol or number which must be shown on shipping order and bill of lading.

Note 1. Labels must be securely attached with glue or equally good adhesive.

Note 2. Tags should be used only when the nature of the freight will not readily permit the use of labels, or other suitable marking. Tags must be made of metal, leather, cloth or rope stock or sulphite fibre tag board, sufficiently strong and durable to withstand the wear and tear incident to transportation; and

When such cloth or board tag is tied to any bag, bale, bundle or piece of freight, it must be securely attached through a reinforced eyelet.

Tags used to mark wooden pieces or wooden containers must be fastened at all corners and centre, with large headed tacks or tag fasteners; or

May Use Tags

Tags may be securely tied to wooden pieces when the freight would be injured by the use of tacks or tag fasteners.

Tags tied to bags, bales, bundles or pieces must be securely attached by strong cord or wire, except that when tied to bundles or pieces of metal, they must be securely attached by strong wire or strong tarred cord.

3. The marks on bundles, packages or pieces must be compared with the shipping order or bill of lading and corrections, if necessary, made by the shipper or his representative before bill of lading is signed by Agent of the Carrier.

4. Marks on bundles, packages, or pieces must correspond with those shown on shipping order or bill of lading. For example, on a shipment to Winnipeg, the package must be marked "Winnipeg," **and not some other destination for which the goods may be ultimately intended.** If packages are intended for reshipment, a special designating mark may be used for the guidance of those attending to the reforwarding but **only the destination** given in the shipping order or bill of lading must be shown on the goods.

5. **Old consignment marks must be removed or effaced by the shipper.**

6. Freight in excess of full cars must be marked as required for less than carload freight.

Continued on page 54

RETAILERS CONSIDER CO-OPERATIVE DELIVERY

THE Retail Merchants' Association of St. John, N.B., is considering a co-operative delivery system. On invitation of the association, J. A. O'Donnell, Cleveland, Ohio, of the National Deliverymen's Association, addressed the members this week on the subject. He is an enthusiastic advocate of co-operation in deliveries, and his address was a strong argument for the introduction of the system. In order to carry out the plan he suggested, the merchants would pool their delivery plant, retain the best and dispose of the balance for the mutual benefit of those concerned. A central depot would be established, and this depot would be the centre for all delivery operations. The teams or auto-trucks would call at each store, collect the goods to be delivered, carry them to the depot, where they would be sorted, and thence delivered in a systematic fashion, similar to that by which postal matter is distributed. Mr. O'Donnell asserted that a better service could be given at a saving of from twenty-five to fifty per cent. of the cost. The association will deal with the proposal at its next meeting.

BICYCLE BUSINESS IS STEADILY EXPANDING

THE annual report of the Canada Cycle and Motor Company, Limited, Weston, Ontario, which will be presented on October 25, will say in part:

"The bicycle business has again been active throughout the year, and with our new factory and improved factory facilities we have been able to make satisfactory deliveries and secure an increasing proportion of the trade."

A company now affiliated with the Canada Cycle and Motor Co. is the Machine and Stamping Co. Control of this company was secured with a view to preparing for after-the-war business. This company will machine and stamp small metal parts not made in Canada before the war. It is understood it will soon start making a number of bicycle parts.

Bicycle chains will also be made in the Dominion in the near future, it is expected, while a comparatively recent development has been the perfection of machines for the making of spoke nipples.

STOCKS OF TURPENTINE STEADILY DECREASING

SEVENTY per cent. of the turpentine production of the United States is now in, and about sixty per cent. of the rosin production. The figures show that at the three main ports there were 102,566 barrels less of rosin September 30 than at the opening of the season, April 1. This decrease in stocks is apt to become even more noticeable as the season progresses.

Market conditions are stable, with rosins generally showing a tendency to advance, despite the existing high levels of values. Turpentine has had slight fluctuations during the week, but the market on the whole has been without any distinctive features. There are a few weeks yet of fairly large receipts of turpentine, but the time is drawing closer and closer when fresh supplies will not be worth considering, and with the next crop to be of no larger dimensions than the present one—and probably smaller—conditions will favor the holders of stocks and induce higher prices. Consumers certainly have nothing to gain by postponing meeting their winter requirements with the market regarded as almost sure to move to higher levels.

A meeting which was to have been held in Washington Wednesday to have the turpentine industry put on the "essential" list has been postponed.

CUTTING OUT CREDIT IN LINSEED OIL BUSINESS

THE linseed oil manufacturers of the United States are the latest firms to fall in line with the "Put Your Business on a Cash Basis" idea. They have accepted the recommendations of the National Association of Credit Men, and important changes will go into effect on November 1. For shipments of carloads sight drafts will be made attached to documents, with no discount, and for less than carloads which are not remitted for on receipt of shipping advices, trade acceptances will be issued due thirty days from date of invoice, with interest at 6 per cent. and no discount. In doing this the American firms are profiting by the experience of Canadian firms who have been doing business on terms of thirty days net for some time.

RESTRICTING IMPORTS OF MANY VARNISH GUMS

CANADIAN firms will be affected by a ruling of the American War Trade Board just made by which the importation into the United States of varnish gums (Kauri, Copal, Damar, Zanzibar, Manila, Congo, Fentiansk, Bengurlla, Sandarao, and East India or Borneo gum) is restricted as to shipments made after October 10, 1918. All outstanding licenses have been revoked as to ocean shipment after that date and no new licenses will be issued except to cover the following: (1) Shipments made from abroad on or before Oct. 10, 1918; (2) shipments for the use of the United States Government; (3) shipments from Mexico or Canada by other than ocean transportation; (4) shipments from Europe or Mediterranean Africa when coming as return cargo from convenient ports where loading can be done without delay; (5) shipments of Copal or Manila gum when shipped from the Philippine Islands, and (6) shipments of Kauri gum not to exceed a total of 3,000,000 pounds during the calendar year 1918.

Licenses for the amounts of varnish gums permitted to come forward, pursuant to the fore-

going, will be allocated by the Bureau of Imports of the War Trade Board in accordance with the recommendations, as to distribution and price, of the War Industries Board. Varnish gums are accordingly added to the list of commodities excluded from the terms of license PBF 27.

TURNING HUN GUNS ON THE KAISER'S SOLDIERS

ANOTHER important step in turning the Huns' own guns upon himself was taken this week by A. Mitchell Palmer, Alien Property Custodian of the United States, when he took over the Bridgeport Projectile Co. of Bridgeport, Connecticut. By his investigation he bared the efforts of Count von Bernstorff, Dr. Albert, Dr. Dernburg, Capt. von Papen, and other German propagandists to use the Bridgeport Projectile Co. to prevent the manufacture and shipment of arms and munitions to the allies.

Germany planned to have this corporation buy up all the available supplies of powder, antimony, hydraulic presses, and other supplies and materials essential to the manufacture of munitions. The plan also involved the negotiation of contracts with the allied Governments to supply them with materials of war, apparently in good faith, but in reality with no intention of fulfilling them.

It was found that the company had made a contract with German agents not to sell any munitions to any country with which Germany was at war, and that the company contracted for the entire output of powder of the Aetna Explosives Co. (Inc.) of January 1, 1916, for which approximately $5,000,000 was expended. It was also found that the company had contracted to manufacture for Germany 2,000,000 shrapnel cases, the obvious purpose of which was to furnish a plausible excuse for its purchase of powder, presses, etc.

From now on the plant will likely be operated to produce supplies for the allies.

FIFTY PER CENT. CUT IN OUTPUT OF OIL STOVES

ADDITIONAL curtailments in the manufacture of articles not essential to the prosecution of the war are announced by the United States War Industries Board as a part of the general program for the conservation of material, labor, transportation and capital. During the six months' period from October 1, the manufacture of electric heating appliances, oil stoves and sewing machines will be curtailed to fifty per cent. of six months' production during 1917, watches and watch cases to seventy per cent., and metal stamps and stencils, rubber stamps, metal tags or badges to seventy-five per cent. No roadmaking machinery can be manufactured except for the Government railroads, public utilities or municipalities and counties. The manufacture of all light and fancy harness or saddlery is prohibited, but production of heavy saddlery and harness used by the United States and its allies, or in agriculture and industrial work, will not be curtailed.

ALLEGED DOPESTERS ARE IN THE TOILS.

STATING it had reason to believe they are practicing misleading advertising, the United States Federal Trade Commission has issued formal complaint against the following paint and oil concerns of Cleveland:

Consolidated Oil Company, and Nathan Weisenberg and A. Bernstein, co-partners trading under the firm name and styles of: Standard Linseed Co.; Manchurian Linseed Co.; Standard Paint & Lead Works; Southern States Turpentine Co.; Eastland Linseed Co.

The complaint alleges that the concerns—the Consolidated Oil Company, being controlled by Weisenberg and Bernstein—have sold products adulterated with low-grade mineral oil and other ingredients under the misrepresentation that they were composed of "second-run" turpentine and Manchurian and Japan seeds and gums, with the purpose and effect of deceiving the trade and the public into believing the products are pure and unadulterated.

The complaint also alleges that stationery is used bearing cuts of an extensive plant with buildings marked "laboratory" and "cooperage," whereas "in fact and truth" the concerns do not own or operate any such large plant as is pictured.

The concerns were cited to appear before the commission in Washington, November 14.

STEEL PRODUCTS CO. TO DISTRIBUTE PIG TIN

CANADIAN firms who have to depend on the United States for supplies of tin will be affected by the latest ruling of the American War Board. Under the recent decision of the Board to take control of the domestic pig tin situation by a license system the United States Steel Products Co. only is granted import licenses, this company to act under Government direction and in the interest of consumers.

All users and dealers in pig tin will be licensed, and will secure their future requirements of pig tin from the United States Steel Products Co., which will make distribution under the direction of the War Industries Board.

The Inter-Allied Tin Executive, who will carry out the terms and agreements of the Inter-Allied Pig Tin Pool recently arranged in London, will control the buying price in each producing market. The War Industries Board will control the prices and terms under which the pig tin is to be sold to the domestic users and dealers.

Preliminary to the issuance of licenses to the users and dealers an inventory of stocks on hand and contracts unfilled by the two thousand odd individuals and plants affected is being made. If necessary, there will be a redistribution of the stocks on hand to equalize them according to essential uses.

Cutting Costs By Standardizing

Importance of Eliminating Many Unnecessary Lines Shown by Leading Manufacturers at Annual Meeting of the Canadian Wholesale Hardware Association— J. W. Dowling is President For Third Term

THE vital importance of standardizing many lines of hardware goods, conservation, and economy, and a broad discussion along particularly helpful lines to the trade, were features of the annual meeting of the Canadian Wholesale Hardware Association held in Montreal. There was a large representation of the members, especially from Eastern Canada, and full advantage was taken of the big gathering to make a thorough survey of the present unique conditions affecting the trade.

A tribute to the good work of J. W. Dowling, of Caverhill, Learmont & Co., was paid when he was re-elected as president of the association for a third term. C. A. Whitwam of the Hobbs Hardware Co., of London was re-elected as vice-president.

Warmly Welcomed

President Dowling extended a warm welcome to the delegates and referred to conditions. The year had been one of the most trying in the history of the trade he said especially from the standpoint of securing supplies.

A general discussion took place in regard to standardization. The remarks of many of the manufacturers who explained fully why they had followed the course they did were listened to with the keenest interest. Some of the speakers explained why it had been necessary for them to eliminate as high as fifty per cent. of some lines.

Economy in Steel

F. H. Whitten, general manager of the Steel Company of Canada, discussed standardization and economy in the use of steel, emphasizing the value of standardizing. One of the immediate and important advantages he pointed out is that raw material would be available for the manufacture of lines really essential. From the standpoint of the jobber and the merchant too money would go farther, not being tied up in a variety of slow-selling lines many of which they could get along without. In the third place, because of the smaller stocks that all would be carrying, the manufacturer would have more material to go ahead with in making ready for repeat business on the standardized lines.

Reducing Costs Too

He also pointed out that the standardizing of steel goods would result in producing more reasonably the goods that were in demand and of standard pattern. With production increased, the unit cost would be much less, and the price depends on the production attained. It was desirable for the manufacturer, the jobber and the retail dealer that the manufacturing costs in Canada should be reduced to the minimum. Greater production all around would accomplish this.

What Has Been Done

As an instance of what conservation can do, the scale makers of the United States have eliminated 68% of the styles. In the first instance 60% reduction was made and a further effort raised this to 68%. The trade is still being supplied with all essential scales and this went to prove that concerted action was effectual in the present period of stress and generally abnormal conditions. It may, he thought, work much permanent good.

The stove makers have attained a real advantage in eliminating styles and finish on many stoves. By so doing the trade has been well taken care of and dealers have had a fair suply forthcoming all season. The same applied to makers of bedsteads and various other lines.

The Buyer Helpful

It was pointed out to HARDWARE AND METAL in this connection that the user of various steel goods had been a help in that he was willing to take what he could get, if the size or style wanted could not be furnished. For instance, in some cases where steel or iron bars were wanted a reasonable customer would take a 6 inch by ¾ inch size in place of 6 inch by ½. This was quite a help in the long run.

Developed Rapidly

The steel trade of Canada has made immense strides. So much so that this industry in Canada has been able to show a growth in the last ten years greater than that of any country in the world—population considered. The advances made were simply wonderful, and the future would be governed in so far as this industry was concerned, by the ability of Canada to absorb the supply.

Another reason for the slower development of steel industry in Canada was that it was a comparatively new venture for this country, generally.

Word as to Prices

In a second address by Mr. Whitten, given at a luncheon tendered the association at the Windsor Hotel. the matter of prices was discussed. It developed that Canada is paying less, in a general way, for many of her steel needs than is being paid in other countries. The buyer is paying less, the speaker pointed out, than the prices asked in foreign markets, in some instances very much less.

This annual meeting was considered one of the most interesting and helpful gatherings in the association's history, and a really better "get-together" spirit was manifest throughout than ever before. "We ought to have more of them" said President Dowling to HARDWARE AND METAL.

New War Ruling On Copper Ore Imports

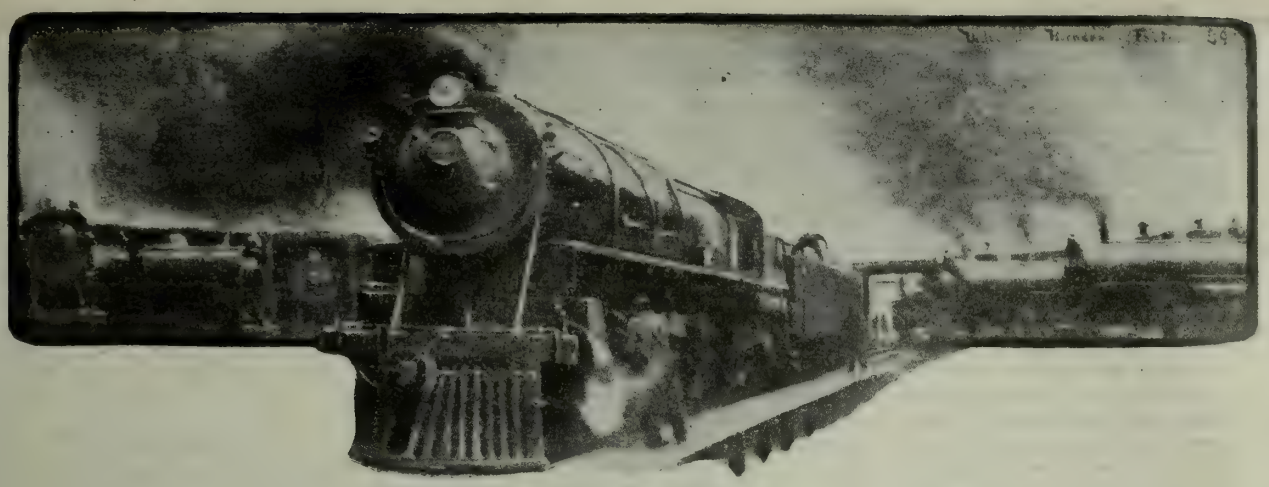
The ruling of the American War Trade Board affecting the importation of copper ore has been so far modified by a new ruling as to permit the importation of copper concentrates containing 50 per cent. or over of copper from non-enemy countries instead of 60 per cent. or over, as in the former ruling. The previous restriction prohibiting the importation of ore, except from Cuba, Canada, or Mexico, and of copper concentrates containing less than 50 per cent. of copper, except from the above countries, remains in force. There is no restriction upon the importation from any non-enemy country of copper matte, blister copper, or copper concentrates containing 50 per cent. or more of copper.

Silica Deposits Are Found Near Sydney

Extensive deposits of the material known as Silica-S10, used in lining boilers, and for other purposes such as asbestos is used, have been discovered in Cape Breton, N. S., near the town of Sydney, and a company has been formed by British and Canadian interests to promote its development. Buildings are being erected and three railway spurs laid to connect the mines with the railways, and it is expected to have operations under way before winter sets in. This deposit is the first located in Canada, existing supplies coming from various parts of the United States. The chief value of the material lies in its heat resisting qualities, it being able to stand a degree of heat under which asbestos crumbles.

IMPORT RESTRICTIONS ON GRINDSTONES MODIFIED

The restriction upon the importation of grindstones (item 121 of List of Restricted Imports No. 2) has been modified by the War Trade Board in a new ruling (W.T.B.R. 256) to permit the importation of grindstones from Europe and Mediterranean Africa when coming as a return cargo from said countries, when shipped from convenient ports and when loading can be done without delay, an official U. S. bulletin states.



Better Business at the Border

Retail Merchants' Association Has Been Going "Over the Top" Ever Since its Inception and is Putting Up Winning Fight by Close Co-operation of Nearly Five Hundred Members

PROBABLY the huskiest youngster of its kind in the Canadian business world to-day is the Border Cities Retail Merchants' Association. It will be nine months old in November, but it has more to show in the way of real achievement than many retail organizations that are old enough to vote. The Border Cities Association has more than 420 members and is growing rapidly. It is young and it is enthusiastic, right from C. H. Smith, the eight cylinder president, down to the most recent recruit. Doing things, especially the things that make for better business, is one of the main objects of the organization. The bigger the problem, the better. In its short existence the association has tackled many propositions that were just as hard to handle from a business standpoint as the Hindenburg line was for the Allies. Co-operation was the secret of the Allies' success and it is by co-operation that the Border Cities Retail Merchants Association is reducing salient after salient in the battles of business.

How It Started

The association had its inception one stormy day last February when C. H. Smith asked A. W. Peddie to come over to his office for a little while to talk over some business matters. Both Mr. Smith and Mr. Peddie conduct large dry goods stores. While business rivals they are the best of friends. During their talk over business problems the idea of forming the retail association came up. Neither Mr. Smith nor Mr. Peddie will take the credit for suggesting the formation of the organization. They are both modest. At any rate they got busy. They discussed the matter with other merchants. It was so popular that they were encouraged to include the municipalities adjoining Windsor, all of which will be united into one large city some day soon. The plan was so good that it was no time before it was decided to call a meeting for organization, and merchants from Windsor, Ford, Ojibway, Walkerville and Sandwich gathered. There were more than 200 of them and they formally organized upder the name of the Border Cities Retail Merchants' Association.

A Busy Existence

The association has been a real factor in the commercial life of the border ever since its inception. It is interested not alone in merchantile problems, which are much more numerous at the border than might be supposed, owing to the proximity of Detroit just across the river with a population nearing the million mark, and aggressive merchants, but also in civic and industrial problems. These all have more or less bearing upon the retail life of the border municipalities and the merchants are doing their share in solving them. New problems are continually cropping up and as fast as they come committees are named to deal with them. Getting action, and quick action, is a feature of the work of the Border Cities Association. Nothing goes to sleep and with more than 400 live wire merchants focusing their attention on any problem that is necessary, things are bound to happen.

Features of Organization

In addition to the work it is doing there are many features of the organization itself that make it worthy of emulation in every community in Canada. The "Get Together" spirit is apparent in everything the association undertakes. It is not a one man organization. Every member has a chance to have a say on every question that comes up.

The constitution and by-laws were given special attention, and are probably unique among the business organizations of Canada. There is a sliding scale of membership fees, so that the merchant who only has one clerk does not pay as much as the merchant who has twenty or more. The by-laws state specifically that in the election of officers, each municipality must be represented. This is carried out to the letter, and with excellent results. A careful perusal of the constitution and by-laws of the association given elsewhere in this article are well worth while and there are many ideas in them which may be incorporated with advantage by various organizations into their own constitutions.

To Help All

The object of the association is to promote merchandizing and retail conditions for the betterment of the members, and to obtain improved service for customers, to discuss the problems of the members and of fellow retailers, to secure and give such help as is possible through co-operation and to work together for anything that will better conditions in the border cities.

This is a pretty broad basis upon which to work, and because it lives up to its creed is one of the reasons why the association is accomplishing so much and always has so much to do.

Right from the start the members of the organization realized that they had a lot of problems, many of them big ones, on their hands. However, solving problems is one of the real joys in life to border city merchants. Their proximity to Detroit provides them with any number of business puzzles. They have learned by experience that the only way to meet these difficulties is to meet them face to face.

Were Not Daunted

They were therefore not one bit alarmed by the magnitude of some of the problems that presented themselves, and

were crying for immediate solution. One of the things that was worrying the border cities' merchants most was the competition from Detroit. At a conservative estimate residents of the border cities were spending $1,500,000 annually in Detroit stores. The farmers of Essex County were spending probably $2,000,000 a year across the river. Incidentally it might be mentioned that no farmers in Canada are more prosperous than these Essex county men. They raise tobacco, early vegetables, fruit and other commodities for which there is an unlimited market, and top prices. As a result they have unlimited money to spend, and they certainly spend it. The border city merchants did not like to see such a large percentage of the money that should be theirs going into the coffers of Detroit merchants. This was a problem that affected all five of the border cities, but Windsor especially.

How They Met It

One of the big troubles was that the only daily newspaper in Windsor, "The Record," carried page after page of Detroit advertising. "The Record" had a wide circulation in the county and the merchants realised that they would have to offset this and offset it quickly if they were to obtain results. Through the efforts of Harry J. Neale, and of H. McClure Scandlers, secretary of the Border Cities Chamber of Commerce, who cooperated with the retailers, W. B. Hermann, of the "Saskatoon Star" was induced to come to Windsor. At first it was planned for Mr. Hermann to start a new paper in opposition to "The Record" and the retail merchants were prepared to stand behind the project and guarantee advertising contracts to the value of $65,000 for the first six months. Later it was deemed advisable for Mr. Hermann to buy the "Windsor Record" which was secured for $150,000.

Improved the Paper

With the home paper under their control the merchants took two important steps. They insisted that only Canadian retail advertising be handled and also that a real newspaper be gotten out. This meant increasing the size of the paper, enlarging the editorial staff and securing a special wire service. All these things have been done. The "Border Cities Star," the successor of the "Windsor Record," carries no Detroit advertising. It is much larger than the "Record" and by its special wire service provides border readers with the latest happenings from all over the world.

Doing all this within a few months was no small task for a young organization. But it has been successfully accomplished and now that they have the Detroit advertising eliminated, the border cities merchants are prosecuting with all the energy at hand an educational campaign. This is county wide and is aimed to show the residents of the border cities and the farmers all through Essex County that it is their duty to spend their money at home and support Canadian and particularly border cities stores and institutions. The merchants' association is going about this educational campaign in a most systematic manner, and hopes in time to reduce the $3,500,000 that is going to Detroit annually to an insignificant amount. There is every indication that their efforts will be successful because the people now that they are alive to what they have been doing and to the work the association is doing are responding. Although it is too early yet to show material results, there is no doubt that the elimination of the Detroit advertising has resulted in thousands of dollars remaining in Canada that would otherwise have gone across the line.

Keeping At It

The committees working on the problem are continually devising new ways of impressing people, especially during war times, with the need of buying at home. The committee is extending its work through the women's organizations, through the press and through all the various patriotic and fraternal organizations. The movement is growing stronger every day. Hundreds of women, for instance, who formerly were lured across to the big stores of Detroit by visions of bargains, especially in dress goods, are now buying at home.



CLARENCE H. SMITH
The hustling president of the Border Cities Retail Association.

One of the novel means of illustrating the power of buying at home is the travelling $5 bill This is just an ordinary $5 bill which was started in circulation by A. B. Peddie. It is in a case and in the case also is a book and everyone who receives the bill is required to write down the date. The bill is in constant circulation, and to date has demonstrated that if spent in Windsor it would alone have a purchasing power each year of $2,100. In the first two months in which it was in circulation the $5 had changed hands so often that it had bought $390 worth of goods.

In order to impress on people the inportance of buying at home, stories are constantly appearing in the border cities' newspaper about the travelling $5 bill.

The bill is a good advertisement also for the association. On the back of the case in which it travels is the following:

Instructions

"This is a travelling $5 bill. It will be started on its purchasing way by our secretary, T. C. Ray. When you get it go out and spend it or pay a bill with it, but be sure that the retail merchant with whom you deal is either a member already of our Border Cities Retail Merchants' Association, or becomes one. When the bill reaches you sign your name with the date and the nature of your business, on the attached sheet, and also call up A. B. Peddie, phone 496, who is to keep track of this bill. Watch its progress and its purchasing. We hope to teach the people the advantages of trading at home. Information regarding fees of our association will be given to possible new members by T. C. Ray. phone 95, or by A. B. Peddie.

Reach the Farmers

Realizing that it is essential, if their campaign is to succeed, that they reach the farmers of the country, the association is constantly directing its guns at them through the press and by other means. The merchants have found an effective means of conducting their campaign in the fall fairs held recently. They were able at these gatherings to come in close personal contact with thousands of farmers and by means of personal appeals and special literature made good use of their opportunity to emphasize the duty, patriotic and economic, of buying at home. The results are already telling in increased sales in the border cities stores, and less money going over the river.

Some Other Problems

So much for one of the biggest problems which the young association tackled at the start and is fighting successfully. Another matter almost as important and perhaps just as far reaching was the question of collections. The border cities merchants owing to their location are placed in a peculiar position. Few cities in Canada have such

a large transient population as is continually going and coming at the border. Some of these people stay in Windsor for a few days or a month or even longer, but they make purchases and they do not always pay. Many of these people may be in Windsor to-day and in Detroit or some American city to-morrow. Most of them are good pay, but there is a percentage of them who were, to put it mildly, "delinquents." Before the association was formed, merchants of the border cities had a good many thousands of dollars out which they were anxious to collect. Much of this was in really small amounts and they were so busy with other business that they neglected going after it.

Has Done Great Work

If the association had done nothing else its existence has been justified by the work it has done in collecting the money due to its members. This work is handled under the direction of Thomas W. Ray, the efficient secretary of the association. Mr. Ray does not believe in any trifling or half way measures in anything he undertakes. His work in connection with the Border Cities Association speaks for itself, and it is a record of which he may well be proud. The collection end of the game is only one of the many things that he has undertaken, but it is a fair sample of the manner in which he sees things through. The main point is that Mr. Ray gets results in the collection system he has devised, and that these results are in nine cases out of ten in the very satisfying form of perfectly good little cheques which are negotiable at any bank. Mr. Ray has some ideas of his own in regard to the distribution of these cheques which show that Field Marshal Foch is not the only strategist in the world. For instance, he wants the members to realize that they can make the credit collection department of the association one of its most useful branches. He also wants every member if possible to attend every meeting, because there is so much good discussion every minute that any member who is not there is a real loser. He figured it out that one sure way of getting busy men to meetings is to give them some money. Every meeting night the secretary has a big bunch of cheques to hand out, the proceeds of his industry in collection work. The members who gave him accounts to collect do not know when they are going to hear from him. In a general way he announced before the meetings that he will have a lot of money to hand out and every merchant who is interested wants to be there and get his.

Makes Full Report

At the meetings Secretary Ray generally has a lot of comments to make on the progress he is making on his collections, or suggestions to the members. There is a lot of food for earnest thought in what he has to say, and the merchants appreciate it. He always urges them to make the fullest use of the Collection Department, and they are doing it. This year alone, at the rate he is going, Secretary Ray will collect more than $20,000 for the merchants. When it is considered that probably 95 per cent. of this had been written off by the merchants as a dead loss, and that many of the accounts were outlawed, some idea of the work the secretary is doing may be gained. In order to get the cheques that are coming to them, the merchants must attend the meetings. This is an iron rule with Mr. Ray. If the merchants will not come, he will not give them the money, no matter how much he has for them.

At Small Cost

All that it costs the merchants to have their collections made is ten per cent. of the amount. The secretary is continually devising ways and means of expanding his department. He uses collection letters. He uses persuasion, and he has infinite patience. But there are cases in which patience and persuasion fail. The secretary has encountered



THOMAS RAY
Secretary of the Border Cities Retail Association.

a few of these. With his usual resourcefulness he is meeting them and meeting them effectively.

"I want more power," he told the members at their last meeting. "It is useless for me to tell some of these people that I am going to take action to collect if I do not mean it. It makes a joke out of me and of the association if the weeks drag by and nothing happens, when I told them action would be taken."

There were something over 200 members at the meeting when secretary Ray made the above statement. In a few minutes his difficulty was surmounted. They backed him up to the limit and told him to go as far as he liked, as the entire organization was behind him. What is more they appointed Crown Attorney Rodd, one of the biggest and best known lawyers in Essex County as the solicitor of the association, with full power to take any action he and the secretary might deem advisable.

Will Be Far Reaching

"You have no idea just how much this will mean," said Secretary Ray. "It will show not only the delinquents but the whole public that this association means business. With an organization of more than 400 members behind us we have a power that is far reaching, and many of these people who might think we were bluffing will be more than pleased to pay up when they see that the matter will be carried into court if necessary. They will tell one another and the example will be good, and it will go a long way toward ending undesirable credits."

Another little plan the secretary is working on to aid the border cities merchants in their collections is to have all cartage agents and others who come in close touch with people who are moving telephone to him at once when anyone is making a change. It has often happened that people in Windsor who owed money quietly slipped over the river to Detroit or some other town and left the Windsor merchants in the lurch. In order to meet this situation the secretary is busy with plans by which he will secure almost instantly the name of any persons who are leaving the city, and also the destination of their goods. If they do not owe anybody any money all will be well, but in case they happen to owe half a dozen members of the association he will be able to pounce upon them and make them settle up before they can get away.

Got Them Together

Here is another little incident which shows the good work the Border Cities Retail Merchants' Association is doing. Not long ago two grocers in a certain section of Windsor fell out and started a cut rate war. The merchants got so enraged at one another that they would not speak. In order to get back at one another they cut and slashed prices mercilessly. The thing became the talk of the city. Citizens were getting goods at prices they never dreamed of before, and at which other firms could not compete. Things were going from bad to worse, and each of the grocers was suffering keenly but in a spirit of stubborn defiance would not stop.

Just here the retail association got busy. It required some manoeuvring and no little strategy to do it, but a committee from the association got the two hostile grocers together unexpectedly in another store, and had a heart to heart talk to them. They pointed out that the cut rate war was senseless, unnecessary and was draining the very life blood out of two good retail firms.

"You two chaps are simply dissipating your profits and are slowly bleeding to death," said one member of the committee to the two belligerents. "Be honest now, aren't you?"

The grocers admitted it and one went

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Steel Situation Likely to Ease Up

American War Board Issues New Regulations Simplifying Procedure For Obtaining Export Licenses—Gigantic Production Will Also Help Relieve the Shortage—Outlook for the Future Brighter

AS PREDICTED in last week's issue of HARDWARE AND METAL changes which will make it easier to secure steel, especially for those engaged in war work have been put into effect by the American Government. The United States War Industries Board has issued new regulations simplifying greatly the procedure for obtaining export licenses and industrial priority permits especially with respect to iron and steel shipments to foreign destinations. Canada as the nearest outside point to the United States will be the first to benefit. While scores of Canadian firms are extremely short of many materials just now, the new regulations which became effective on Monday last are expected to help the general situation a great deal.

Committee Reports

At a meeting held in Toronto on Wednesday a report was made by the delegation of Ontario iron and steel men which recently conferred with the Dominion War Trade Board with reference to the acute condition of the industry owing to certain embargoes placed by the United States, which are affecting the output of war contracts.

The report which was presented by Major Lawrence L. Anthes was adopted. It was decided that it is advisable for manufacturers to co-operate closely with the Dominion War Trade Board and a committee was formed which will take up matters of importance to the trade as soon as possible. Those on the committee include: Major L. L. Anthes of Toronto, A. Hatch of Hamilton, H. Biggar of Hamilton, C. G. McGhie of St. Catharines, J. N. Shanston of Toronto, Arthur White of London, J. C. Notman of St. Catharines, H. J. Waddie of Hamilton, P. McMichael of Toronto, W. H. Shapley of Toronto, H. W. Fleury of Aurora, R. Harmer of Hamilton, W. W. Clare of Preston, A. R. Page of Hamilton, and W. E. Skelton of Hamilton.

Situation Serious

In his report Major Anthes explained that in view of the further embargoes of basic metallic materials, and the restrictions of Canadian priorities by the United States Government, and the inability of the Canadian producers of raw materials to meet the demands, the users of these materials were becoming alarmed lest they should be compelled to cease operations and be left with idle plants on their hands. The Major stated that Vice-Chairman Jones of the Dominion War Trade Board represented to the deputation that everything possible was being done by the board to put into blast again a number of furnaces in Ontario that have been out of commission for some considerable time.

Will Start Soon

They were informed that the furnace at Midland will resume operations some time this month, and that the furnace at Parry Sound is being overhauled and the docks there being put into shape, with every indication that iron will be turned out there early next spring. Steps have also been taken to have the furnace at Port Arthur put into commission again, it being held up for the time being owing to the fact that the U. S. Government had refused to supply coal for coke purposes.

As coking coal by-products are greatly essential in the manufacture of explosives, this restriction having been placed by the United States, the United States War Trade Board claim they cannot consistently supply coal to Canadian ovens to be manufactured into coke. The matter was stated to be still under consideration with Washington. Outside of Ontario one company has erected a new stack.

Relief Expected

Major Anthes said Vice-Chairman Jones expressed the opinion that the Dominion War Trade Board believed Canadian manufacturers would obtain relief from the new sources of supply before long.

It was pointed out, however, that the country's normal requirements of 1,000,000 tons of iron and steel per annum had been increased to 2,000,000 tons per annum. Regarding steel scrap exportation this had been prohibited, with the result that a very large tonnage had accumulated in Canada. The country had been scoured for cast scrap and this had been used by foundrymen to such a large extent on account of their inability to secure pig iron that there was very little scrap left in Canada.

Against This Plan

Reference was made to the effect of awarding cost plus contracts to Canadian plants by the United States, and the view was expressed that this, if continued, would tend towards the utter demoralization of Canadian industrial conditions and ultimately unfit Canadian manufacturers to meet the keen competition that will confront them after the war. The reason that the United States had placed so many shell contracts in Canada was because Canadian manufacturers of shells have made a great success of the business, whereas manufacturers in the United States had not, in some instances, reached the same standard set up by Canadian manufacturers.

Must Get Material

It was stated that the contracts emanating from the United States for shell orders did not affect the situation because the contracts had been accepted by Canadian manufacturers only on condition that the United States supply the materials which went into them.

Considerable discussion took place on the question of standardization, several manufacturers holding that many concerns attempted too great a variety of products. It was shown that the advantage of such standardization would tend to reduce the stocks and enable manufacturers to concentrate on fewer sizes, reduce the cost of production and overhead charges.

Out of Sheets

In Toronto many of the warehouses are completely out of sheets. The War Board continues to cut close on the orders that it allows to pass for filling. Last week several forging plants applied for plate for ovens in the heat treating process. The first orders were returned, Ottawa wanting to know if the plates were for repair or new work. Apparently the War Board would release material for repairing a plant now operating, while it would hesitate to give out material for new extensions.

In many parts of Ontario and Quebec the output of several large firms and many smaller ones has been greatly reduced by epidemics of Spanish influenza among employees.

More Big Business

The machine tool trade is waiting now to see if the big business that has been held up at Washington for some days is going to be released. There are a number of conferences going on at present. Undoubtedly the war news has something to do with the volume of business that the dealers are willing to prepare for. Opinion seems to be pretty well divided on war contracts, some of the trade believing that they should play the thing safe now, while others are certain that the call for munitions is not going to fall off for some time yet. It is expected that it may be several days before any definite announcement is secured on this particular point. On the outcome will depend to a considerable degree the volume of business that will be passing next year. It will not make much difference on present operations, as they are all under contract.

Cast Steel Shells

Several Canadian firms with good

foundry practice and equipment are considering the matter of cast shells, and a large amount of these are likely to be called for.

Reports from across the line indicate gigantic production. This it is felt will help in speedily filling all war requirements and in diverting supplies that are badly needed in other lines. Many Canadian firms hope to receive supplies before long.

Make New Records

In pig iron and steel ingot production new American records have just been established. In fact, the entire industry has just begun to attain the desired momentum on war activities for which plans have been maturing for months. With a most satisfactory and united effort, blast furnace interests in September produced a daily average of 113,765 tons of pig iron, the highest average on record. But as it was a 30-day month, the total tonnage output did not quite reach that of October, 1916, which is the record. The September output was 3,412,955 tons a considerable gain over August. To improved quality of coke and more favorable weather conditions are ascribed the more satisfactory increase. Several stacks went out of blast but others are preparing to take their places.

Allocations by the institute committee appear to engage all attention of furnaces and general trade inquiries even for next year's deliveries receive scant notice. The production of finished steel has taken expected shifts, and such lines as sheets, wire, etc., are continuing to give way to greater concentration upon the output of shell steel, ship plates, etc. Sheet mills are becoming even worse pinched for bars, and some mill activities appear to have declined as low as 30 per cent. Demand for steel rails, track fastenings, etc., for use by General Pershing's army has kept the mills going at high speed.

The New Regulations

The new rules of the American War Industries Board are as follows:

1. The War Industries Board and the War Trade Board announce, in a new ruling, that they have jointly adopted the following rules and regulations for the purpose of simplifying the procedure of obtaining export licenses from the War Trade Board, priority certificates from the priorities committee of the War Industries Board, and permits from the director of steel supply of the War Industries Board.

2. The War Industries Board announce the withdrawal of its regulations as set forth in P. C. Form No. 18, July 3, 1918, paragraph 6, requesting that applications for licenses to export iron or iron and steel products should not be filed with the War Trade Board unless the orders are covered by either priority certificates or permits from the director of steel supply.

Form of Application

3. On and after October 14, 1918, applications for licenses to export any article on schedule "XP," as given below, should be filed with the War Trade Board and must include the following papers properly executed:

(a) One application, Form X, to which should be attached—

(b) One each of such supplemental information sheets as may be required by the rules and regulations of the War Trade Board to be used in connection with shipments of certain commodities and shipments to certain countries; and

(c) New supplemental information sheet, Form X-26, which will be ready for distribution by the War Trade Board on and after October 14, 1918.

4. Applications which have Form X-26 attached will not require Form X-2.

Priority Classifications

5. The priorities committee of the War Industries Board has awarded priority classification "C" to all articles (on which priorities are issued) which are on the export conservation list of the War Trade Board and are covered by export licenses issued on and after October 16, 1918. No class "C" certificates will be issued with such licenses. If the article specified on the licenses is one on which priorities are issued, and if no individual priority certificate accompanies the export license, the license itself will be evidence that the articles covered by it have been automatically awarded priority classification "C."

Priority Certificates

6. Export licenses issued on and after October 16, 1918, under these regulations, covering commodities on which priority certificates are issued, will be accompanied by individual priority certificates of the priorities committee when in the opinion of the priorities committee a higher rating than class "C" is warranted. These priority certificates will be issued by the priorities committee and forwarded with the export licenses without further request from the applicant.

Constitute Permits

7. Export licenses issued on and after October 16, 1918, for the exportation of iron or steel, or the products or manufactures thereof, which are not covered by priority classification, will in themselves constitute a permit and approval from the director of steel supply for the filling of the orders for the quantity of iron or steel specified in such export license to the extent that such delivery will not interfere with the delivery when and as required of orders covered by priority.

8. It is the policy of the War Industries Board and the War Trade Board to discourage and prevent exporters and manufacturers from purchasing, manufacturing, or producing articles on the export conservation list for the fulfilment of specific export orders until an appropriate export license has been issued. Instances have come to the attention of the War Trade Board in which manufacturers before obtaining export licenses have manufactured articles for specific export orders which articles, while useless for domestic consumption, could not under the regulations of the War Trade Board be exported. It is essential for the proper conservation of commodities in the United States that this practice be stopped, and it is the purpose of the War Trade Board to refuse licenses to exporters who do not conform to this policy.

Certain Priorities

9. The priorities committee announces that it undertakes where necessary to administer priority in the production of all raw materials and finished products save foods, feeds, and fuel. The preference list promulgated by the priorities board forms the basis for the distribution of fuel. Priority is being administered generally on iron and steel products, copper and brass products, electrical equipment, and the products of which any of the above form an integral part. Priority is not being administered at this time on lumber or lumber products, paper or paper products, chemicals, brick, cement, lime, hides, pig tin, tin plate, mine products, and numerous other items which can not well be enumerated. It is not possible to prepare lists in detail covering either prioritied or nonprioritied products, and even in those mentioned above exceptions will from time to time occur. Any inquiries with respect to the commodities upon which priority is being administered should be addressed to the priorities committee of the War Industries Board.

Schedule "X.P."

Pig iron.

Ferrosilicon.

Spiegeleisen (frequently described as specular iron and mirror iron).

Iron and steel: Scrap, ingots, billets, blooms, slabs, sheet bars, skelp, wire rods, alloy steel, high-speed steel, tool steel, bars (including flats 6 inches wide and narrower), hoops and bands (including hot and cold rolled strip steel); shapes (including beams, angles, channels, tees, and zees); fabricated structural steel (including beams, angles, channels, tees, zees, or plates one-eighth of an inch thick or heavier, punched or shaped, including tanks made of plates one-eighth of an inch thick or heavier); plates (all classes, one-eighth of an inch thick and heavier and wider than 6 inches and circles over 6 inches in diameter; this includes No. 11 United States gauge but not No. 11 B. W. gauge); sheets (all classes under one-eighth of an inch thick); boiler tubes; mechanical tubes; boring tubes, oil-well casing, line pipe, drive pipe, cast-iron pipe, wrought iron and steel pipe, poles, wire rope, cable and strand, consisting of 6 wires or more; rails and splice bars; frogs and switches; railroad tie plates; railroad track spikes; railroad track bolts; boat spikes; wire; wire nails; wire spikes; cut nails.

J. A. Page, hardware dealer, London, Ont., sustained a loss of about $1,500 in a recent explosion of acetylene gas which caused damage estimated at $50,000. Besides two large plate glass windows, Mr. Page had more than 200 window panes shattered, his barn blown away, and his delivery car partly destroyed.

EDITORIAL COMMENT

OVERCOMING PRUSSIANISM

EVENTS have followed one another so quickly on the various war fronts recently that those trying to even guess at the future find themselves lost in a bewildering maze. The events in the last two weeks even have been of such magnitude and importance, and the progress made by the Allies so truly wonderful, that millions of people everywhere have been encouraged to hope for a speedy termination of the struggle. It would appear to be now only a matter of a few days at best before the Huns will have been driven headlong out of Belgium and France after having made the most of their opportunity for over four years to perpetrate all manner of deviltry and destruction. It seems to be only the matter of a very short time before Turkey will be eliminated from the war and on terms of unconditional surrender similar to those enforced on Bulgaria. Perhaps it is easier to imagine than describe the feelings of King Albert of Belgium and his brave troops when they find themselves back on their own soil again chasing as hard as they can an enemy who knows he is beaten and is going to be called to full account for all the inhuman outrages he perpetrated upon a smaller nation. The answer of the Allies to the peace proposals put forward by the Huns must have given the millions of soldiers on the firing line a little more than particular satisfaction especially when it was immediately followed by more of the smashing blows which Field Marshal Foch has been handing out so freely to the Kaiser in the last two months. It is hard for the average individual to comprehend the viewpoint of the Hun who has the cool nerve to extend one hand and ask peace while with the other he is busy sinking steamers, burning and looting towns and committing all manner of atrocious crimes. There seems to be only one way to deal with the Hun and that is to beat him so terribly and so completely that his power for doing harm can never be exerted again.

THE SPANISH INFLUENZA

PROBABLY never in the history of Canada has an epidemic caused such general or such widespread illness as the Spanish influenza. In many places business has been completely disorganized and very few firms have escaped without having a large percentage of their employees stricken. A most regrettable feature of the outbreak is the unusually large number of deaths, especially among the younger men and women. Young people in the prime of life, between twenty and thirty-five years of age, have been stricken and died after an illness of only a couple of days. In several cities whole families have died. Among the victims have been several doctors who were stricken while caring for others. Hundreds of nurses in the hospitals are ill. So far all efforts to check the disease have proven fruitless. It is making its way slowly but surely all over the country. It made its first appearance on this side of the Atlantic on the eastern coast of the United States after raging for months in various parts of Europe. In Boston hundreds of deaths occurred. The outbreak gave those who are fond of attributing everything bad that happens to German spies a chance to say that the Huns were responsible for the epidemic. This, however, is discounted by the fact that in Germany itself there were more than a quarter of a million cases of the "flu" and many deaths.

A SQUARE DEAL.

ARE you giving your country a square deal? Canada's effort in this war has aroused the admiration of the entire world. Thousands of Canada's sons have made the supreme sacrifice. What has been your part?

Has it just been that of making money out of war prosperity—and then squandering it? Yes or No? You must make the answer to your own conscience.

If the answer is "Yes," you are not giving Canada a square deal. You are, in truth, giving her the lowest kind of a deal. Sacrifices cannot be equal; but honor and conscience demand that everyone make some measure of sacrifice. The lightest that can be asked is the giving up of waste and extravagance—aye, even harmless tastes, in order to save. Canadians must Save in order to Lend. Canadians must Lend if Canada is to win and to thrive in the future. Give Canada a square deal. Sacrifice to Save; Save to Lend!

IF YOU'RE making twice as much money as you used to, don't forget to peel off a ten spot and slide it into your hip pocket occasionally.

BETTER BUSINESS AT THE BORDER

Continued from page 43

so far as to say that it was a case of the one who had the last drop of blood being the winner.

Good Friends Now

Each member of the committee had something to say to the two grocers and they said it so earnestly and so effectively that the grocers soon saw the folly of their way. The sticking point however was the animosity between them. It was all over some little trifling affair but it had caused fierce bitterness between them. The committee members did some more talking and pointed out that life was too short for such scrapping.

"Here you two get together and shake hands now and call this thing off right now," was the good advice of one member.

And the grocers did so. They shook hands and the cut rate war ended right there. One of the men who was not a member of the association came in soon after and both men are now good friends.

Got In Strong

The members of the Windsor police force not long ago asked the Police Commissioners for a salary increase. At first glance you may wonder just what this has to do with the Retail Merchants' Association. But wait a minute. The policemen explained politely but emphatically that owing to the high cost of living it was imperative that they get more money. The Police Commissioners did not see it that way, and it was not long before members of the force commenced handing in their resignations and getting more lucrative positions eleswhere. Now to the credit of the Windsor police it may be said that they are good men and always on the job. Records show that by their good work they have recovered no less than 87½ per cent. of all stolen goods. There are a lot of goods stolen in Windsor, too, because it is a border point and a big railway centre, and car thieves are busy.

The retail merchants had reason to know just how good the police force was, because in addition to recovering quantities of goods that had been stolen from cars, etc.,the policemen were always giving them little suggestions for improving their window and door fasteners, putting lights at the best points in stores and similar little services that meant dollars and cents to the dealers. The police had demonstrated in many ways that they had the interests of the merchants at heart.

Merchants Get Busy

The police when their request for wages was turned down never thought of enlisting the aid of the Retail Merchants' Association. The members of the association however, were wide awake enough to their own interests to see that if all the good men on the police force were allowed to drift away for the sake of a few dollars a month increase in pay it was not going to be very long before store robberies in Windsor would become frequent, and car robberies a favorite pastime. They saw that instead of 87½ per cent. of the goods being recovered that there would be hardly any, and that in addition, the thefts might increase 200 or 300 per cent. So they got busy. A committee was named and went down at once and discussed the situation with the Police Commissioners. It didn't take them long to convince the police board that it was acting foolishly and against the interests of the community. The policemen got an increase right away, and once more harmony prevailed as a result of the good work of the association. Right here it might be mentioned that the retail interests of all the border cities have no more faithful guardians than the policemen. It is the old story of the bread cast upon the waters.

Growing Steadily

At the present time the association has 420 members and is steadily growing. These 420 members have 2,300 employees. The association is so constituted that there can be only one vote for each business house represented. Employees who are in good standing in the association can attend all meetings and take part in all discussions, but cannot vote. In this way the benefit of their business experience is obtained, and it is often invaluable.

It has been found advisable also to allow such men as bankers, doctors, insurance men and others to become associate members. Many of these men in their daily rounds become possessed of information that is of the utmost value to the association as a whole. On the other hand the association has a big value to the associate members because it brings them into close touch with classes of men whom it is most desirable that they should meet. All associate members have the use of the credit collection department in case they desire it.

Getting Acquainted

The association has adopted a good idea at all its meetings by which everyone present knows who everyone else is, and also what line of business he is in. During the early part of the meetings there is a roll call at which everyone present is required to stand up in his turn and give his name and state briefly his business. Very often prizes are offered for the cleverest response. At the last meeting, for instance, A. W. Cadwell, of the Cadwell Sand and Gravel Co., was awarded the prize for his response which was, "A. W. Cadwell, the man with lots of sand." By this system of having everyone present on his feet at least once during the meetings it has been found that the ice is broken, and that there is a much better spirit in general. At other meetings it often happens that one or two men take possession of the gatherings and no one else ever speaks all evening. There are no long speeches at the border merchants' meetings, and yet everyone is free to speak on any question he chooses.

Electing Officers

Elections for officers take place the first Tuesday in February. Nominations take place two weeks before, and all must be made in writing. Any one man can only hold one office. The nominee from any of the border towns who receives the highest number of votes from that town is elected. There is one vice-president from each of the border cities, this insures equal representation on the executive.

All officers and committees and members co-operate to the fullest extent in all work. The druggists, for instance, recently by their support and the support of the association protected a member from their section who was wrongly accused by the license inspector under the O. T. A. of violating the law by selling Columbian spirits.

Closed Them Out

The laundry and dry cleaning men got together and decided that those tailors and repair men not having such plants should not reap the benefits of firms which had. It was found that a number of little firms which had no facilities were advertising and making all sorts of claims. For instance, a tailor would advertise that he did dry cleaning, etc., when he had no plant for the work. He would take it and then send the work to a real dry cleaners and collect a profit from the customer. The dry cleaners and laundrymen, in order to protect both the public and themselves from these people took action which resulted in completely stopping this misrepresentation. They refused to take the work and also advertised that the firms listed were the only real firms in the business. The tailors and others endeavoured to get around this by continuing to advertise, and by sending any goods they had to London or Sarnia firms. They soon found however, they were up against a losing game and quit.

Fixed The Hours

Through the association the druggists, grocers, hardware firms and others got together and arranged for early closing hours and half holidays, etc., that were satisfactory.

At the present time the association is taking up such important questions as having the Transient Traders' Act greatly broadened, the enforcement of the act in regard to hawkers, the question of co-operative deliveries, and the teaching in the schools of salesmanship.

The members have taken a most active part in all patriotic work, and in the coming Victory Loan campaign is preparing to maintain its previous records. The various committees are ready at any time to give their time, money, work and influence to any patriotic object. Special committees meet all returned heroes on their arrival, and welcome them and take them home in autos. In the past four months the committees have met and welcomed more than 160,-

Continued on page 54

EVENTS IN THE TRADE

Business Changes

Wheatley, Ont.—L. O. Charlesworth has purchased the hardware business of Howard Derbyshire.

Personals

A. Fulton, of the Fulton Hardware Co., Enderby, B.C., has been elected president of the newly formed branch of the Retail Merchants' Association of Canada, at Enderby.

G. F. Stephens, president and founder of G. F. Stephens & Co., Ltd., paint and varnish manufacturers, Winnipeg and Calgary, left for California recently, and will be away during the coming winter.

Obituary

John G. Watson, aged 71, president of the John Watson Manufacturing Co., died at his home at Ayr, Ont., on Thursday.

George H. Curle, aged 45, organizer of the Curle Ornamental Glass Co., of Windsor, died in that city from heart failure. Until recently he was a resident of Toronto.

James Baines, aged 31, of Hamilton, assistant manager of Bird & Sons' factory, died very suddenly. He had been ill with Spanish influenza and it was thought had recovered.

Sherbrooke, Que.—The sympathy of the trade will be extended to Malcolm Mitchell, of J. S. Mitchell & Co, Sherbrooke, Que., whose wife, Louise Lugsdin Mitchell, died of pneumonia recently.

William Taylor, aged 82, for more than fifty years in the hardware and tinsmithing business at Carleton Place, Ont., died at his home recently. He retired from active business in 1899. He came to Canada from Hamilton, Scotland.

P. D. Dansereau, aged 35, one of Lewis Bros., Ltd.'s. buyers, and a valued employee of the firm for many years, died at his home in Montreal on Sunday night after a brief illness. Mr. Dansereau served in various capacities with Lewis Bros., Ltd., and from the beginning had shown ability which resulted in his ultimately being chosen as one of the firm's buyers. John S. Fraser, sales manager, stated to HARDWARE AND METAL that his place would be hard to fill. Mr. Dansereau leaves his wife and two children.

Fire Losses

A loss of $15 000 was caused by fire in T. McAvity & Sons' King St. hardware store at St. John, N. B. For a time a stock valued at over $150,000 was threatened with destruction.

Montreal News

Chas. K. Pichler, representing the Slaymaker Co., will visit Montreal in the near future.

H. K. Parkman, with the Reed Manufacturing Company of Erie, Pa., was in Montreal this week.

J. A. Orsalix of the illuminating oil division of the Imperial Oil Co., Montreal, is home owing to illness this week.

R. C. Misson, Montreal sales manager of the Sherwin-Williams Co. of Canada, Ltd., is confined to the house through illness.

S. M. Ward, sales manager of The Canada Paint Company, Ltd., is expected to return to his office in Montreal this week. Mr Ward has been away for several weeks on an extended trip in the United States and his many friends will welcome him home again.

Owing to the influenza epidemic, several of the larger salesman's conventions may have to be cancelled or indefinitely postponed. This was a possible contingency in connection with the annual convention of a large paint company here, and developments of the next few days will be a deciding factor.

Trade Notes

The Imperial Oil Company will shortly open new service stations at Tweed, Millbrook and Stittsville.

The site occupied by the National Spring and Wire Company of Windsor, Ont., has been transferred to the Ideal Fence and Spring Company of Canada.

F. Fairhall who purchased the hardware business of E. Colwill at Centralia, Ont., has had the store remodelled and redecorated, and will handle tinware also.

The British American Oil Co. of Toronto has purchased an acre of ground at Windsor on which buildings will be erected shortly to cost $100,000. A complete plant for oil and gasoline distribution for the district is planned.

The plant of the Dunlop Tire and Rubber Goods Company, Toronto, was shut down for three days for the purpose of disinfecting the works against the spread of influenza. The plant closed October 11, and re-opened Tuesday morning.

The Canadian Hoskins, Ltd., of Walkerville, Ont., have been succeeded by the Hiram Walker and Sons Metal Products Co., Ltd. This firm will manufacture electric furnaces, gas and oil furnaces, heat resisting castings, and kerosene heating and lighting devises.

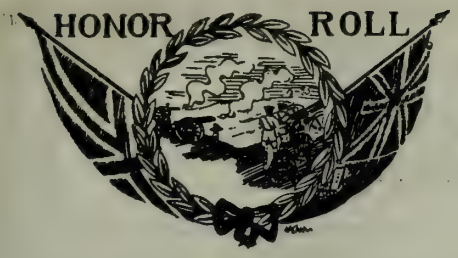
E. B. Plewes, of Plewes, Ltd., Winnipeg, is on a business trip to southern Saskatchewan. W. H. Plewes, son of the above, who has been discharged from the army after seeing considerable service at the front, is back home, and calling on the trade for Plewes, Ltd., in Western Canada.

Seven buildings which were formerly used by the Ford Motor Co. as distributing, assembling and service stations have been taken over by the American Government for the use of the War Department. The buildings are located in St. Louis, Mo.; Atlanta, Ga.; Long Island City, N. Y.; Cambridge, Mass.; Louisville, Ky.; San Fransisco, Cal.; and Philadelphia, Pa.

At the forty-first Annual Sales Convention of the Martin-Senour Co. or America held in Chicago recently the salesmen were enthusiastic over prospects for business next year and look forward to healthy increases in all departments. The company has shown its confidence in the possibilities for increased business by opening a large number of new territories.

A new corporation to be known as the National Operation Corporation, and formed under the direction of officers of the American Government, is to supersede the present management of the Smith & Wesson Company, and operate the plant for the United States Government. W. C. Bryant, of Bridgeport, Conn., is president of the new corporation. H. C. Heiden, the secretary and treasurer, is the only member of the new board who has been connected with the Smith & Wesson Company in the past.

The Dunlop Tire and Rubber Goods Company, Limited, of Toronto, has obtained rights to the tire-making methods and formulæ of the English company and will have access to the large rubber plantations owned by the parent concern in England. The Canadian company now will be able to make use of the master plans of the Dunlop institutions in England, France and Japan. The Canadian company has been in existence for twenty-five years while the English company has been making tires for thirty-two years.



John Scott Elliot,who was employed with Emerson & Fisher, Ltd., St. John, N. B., before enlisting with a siege battery unit, was reported wounded in the face on October 1.

Samuel Carson, with James Pender & Co, Ltd., St. John, N. B., until he went overseas two years ago has been reported suffering from severe gunshot wound in the knee.

Robert Garnett, who was employed with T. McAvity & Sons, Ltd., St. John, N. B., until he enlisted in 1915, has been admitted to a hospital in France suffering from gunshot wounds in the back.

New Brunswick News

Francis Gallagher, foreman of T. McAvity & Sons' machine shop, St. John, who was married this week to Miss Loretta Kane, received a handsome chest of silver from his associates in recognition of the happy event.

Major J. T. McGowan, of H. L. & J. T. McGowan, "The St. John Paint Store," until he went overseas with the first contingent, who has been home on furlough, has volunteered for and been accepted for the second tank battalion.

Fred Whelpley, the originator of the "Long Reach" skates, who conducted a skate factory near St. John for many years, until driven out of business by German competition, died at his home in Massachusetts this week of Spanish influenza.

The city of Moncton and the Moncton Board of Trade has been fighting vigorously an application of the natural gas company for permission to substantially increase the rates. Moncton has become practically dependant upon gas for cooking and heating purposes, and an increase in the rate which would force many persons to return to the use of coal would involve the purchase of many stoves, and the readjustment of many furnaces.

BACK AT WORK AGAIN

After being away from business for nearly two years after a nervous breakdown R. Miller of the Bond Hardware Co. of Guelph, Ont., is back at work again. He returned recently from Vanconver, where he spent the last six months. To HARDWARE AND METAL Mr. Miller stated that business conditions on the Coast are steadily improving. Just now there is great activity in shipbuilding. This is furnishing work for more men than are available and there is a scarcity of help.

New Companies

The Canadian Crude Asbestos and Fibre Corporation, Ltd., of Thetford Mines, Quebec, has obtained a Dominion charter.

High Prices of Furs Encourage Trappers

Canadian hardware merchants catering to trappers in various parts of Canada will receive added encouragement to push the sale of trappers' supplies in the knowledge that record prices were paid for skins at the recent New York fur sales.

All that had been predicted about the high prices to be paid for muskrat at the fur auction came to pass when both brown and black skins sold at the highest levels ever reached in the history of the trade in the United States.

The bidding for muskrat was the feature of the entire sale, and the bids came so fast when the choicest skins were under the hammer that the "spotters" were barely able to keep up with them. As one buyer put it, "It was the closest approach to drumfire that has ever been heard on the New York front." The attendance while these skins were on the block was larger than at any other time during the week, and the rapidity with which the more than 207,000 pelts offered were disposed of told graphically the story of how badly they were wanted by the buyers.

The supply of these skins is said by experienced fur men to be smaller than for years, and the demand for them was never greater. This was especially true of the brown muskrat, which in the dyed state is known as Hudson seal. The fact that the best brown pelts sold within eight cents of the best black ones, which are always the scarcer of the two, was in itself evidence that they were regarded by the trade as extremely desirable property to own. One New York firm purchased the finest lot of brown muskrat at $2.22 each, and also the best black skins at $2.30 apiece.

Excepting for polar and brown bears, which were unchanged, all the furs showed large advances when compared with the average price obtained at the Spring sale. Partly as a result of this the total sales for the entire auction ran higher than had been expected. At the close of selling the grand total was announced as being about $3,200,000.

Following are the prices paid for the best skins sold on the last day: Nutria, $2.55; black bear, $24; brown bear, $26,-50; polar bear $36; raccoon, $7.10; rabbit, $2.40 a pound. Comparison of average prices with those of last April showed the following percentage advances: Nutria, 10; black bear, 35; brown bear, no change; polar bear, no change; Northern raccoon, 25; Southwestern raccoon, 35; brown muskrat, 55; and black muskrat, 10.

Trade Inquiries

717. Wire Nails.—A Manchester firm with extensive connections all over the United Kingdom is open to purchase large quantities of wire nails.

725. Handles.—A Birmingham firm is open to purchase two thousand dozen ash hammer handles 12 inches, 14 inches, and 16 inches.

Catalogues

A new color card issued by the Imperial Varnish & Color Co., Ltd., shows an attractive assortment of paints and contains valuable suggestions for painting.

HARDWARE LETTER BOX

Water Fronts for Modern Garland

We have been trying to get water fronts for the modern Garland 9-20 range. These ranges were made by Bowes, Jamieson Co., Hamilton. Kennedy & Desroches, Penetanguishene, Ont.

Where can I procure repairs for stoves manufactured by Bowes, Jamieson & Co., Hamilton; E. Troughton, Lumsden, Sask.

Who manufactures repair parts for Bowes, Jamieson stoves, formerly made at Hamilton? John Bullied, Lumsden, Sask.

Answer:—The firm of Bowes, Jamieson, stove manufacturers, Hamilton, is now out of business. Same is running under the name of the Garland Stove and Foundry Co., Hamilton, from whom you should be able to secure repairs for stoves formerly made by Bowes, Jamieson.—Ed.

Pioneer Box Stove

Can you please advise where I can secure grates for the Pioneer box stove? The MacFarland Hardware, Etzikom, Alta.

Grates for the Pioneer box stove are procurable from the D. Moore Co., manufacturers, Hamilton, or branch at Winnipeg.—Ed.

Feed Cutters

Please give me names of firms making feed cutters. G. H. Melvill, Cereal, Alta.

Manufacturers of feed cutters are as follows: John Watson Manufacturing Co., Winnipeg, Man.; Massey Harris Co., Ltd., Calgary and Edmonton, Alta.; Bateman Wilkinson Co., Ltd., Toronto; B. Bell & Son Co., Ltd., St. George, Ont.; Bruce Agricultural Works, Teeswater, Ont.; Connor Machine Co., Exeter, Ont.; J. Fleury's Sons, Aurora, Ont.; Gilson Manufacturing Co., Ltd., Guelph, Ont.; Peter Hamilton Co., Peterboro, Ont.; Eureka Planter Co., Woodstock, Ont.; Maxwell's, Ltd., St. Mary's, Ont.—Ed.

Ruddy Gas Water Heaters

Will you advise us where we can procure the Ruddy automatic gas water heaters?—Plummers-Ferguson Hardware Co., Ltd., Sault Ste. Marie, Ont.

Ruddy Automatic Gas Water Heaters are manufactured and distributed by Ruud Mfg. Co., 371 Adelaide St. W., Toronto.—Ed.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

HOME MOTOR

The Hamilton Beach Home motor is shown below running a sewing machine. It is claimed it will run a little grinder that will keep knives sharp, that it will operate a polisher for keeping silverware bright, that it will run a fan and

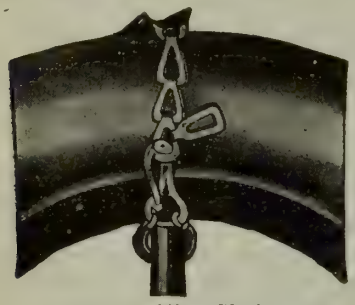


Home Motor

do many other things to lighten woman's work in the home. Special attachments for the motor such as polisher, grinder, fan, etc., as well as the motor are manufactured by the Hamilton Beach Manufacturing Co., of Racine, Wisconsin.

EASYON TIRE CHAINS

The Woodworth Manufacturing Corporation of Niagara Falls, Ontario, made some important improvements in the Easyon Tire Chains. The Easyon chains for pneumatic tires are still made with the special shaped cross member, which presents a perfectly smooth rounded surface to the tire and the thin edges of the metal toward the road, but the



Easyon Tire Chains

parts are being made of heavier metal than formerly so that under test it is claimed that the breaking strain is nearly twice as high as formerly.

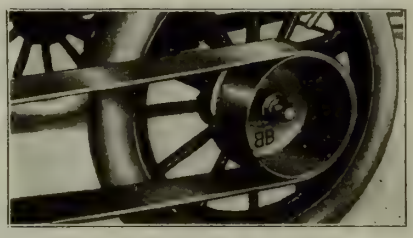
The Easyon Truck chains for solid tires are now made with a self locking hook for connecting the ends of the cross chain around the tire and the ends of the leather covered chain around the spoke. This it is claimed makes it possible to put the chains on very quickly and easily.

The pneumatic chains are made in three sizes which will fit all sizes of pneumatic tires.

The Easyon truck chains are made in five sizes.

AUTO POWER PULLEY

The "BB" auto power pulley is an ordinary 5-inch crown face belt pulley 10 inches in diameter, designed so that it can be attached to either rear wheel of an automobile by simply unscrewing and replacing the hub cap. When so attached it is said to be a perfect belt-power pulley for transmitting power to any belt driven machine.



Power Pulley

It is claimed it is particularly useful for farmers and will turn a grindstone, run a cream separator, churn the butter, shell corn, pump water, saw wood, run an ensilage cutter and do all kinds of similar work if attached to a Ford or other auto.

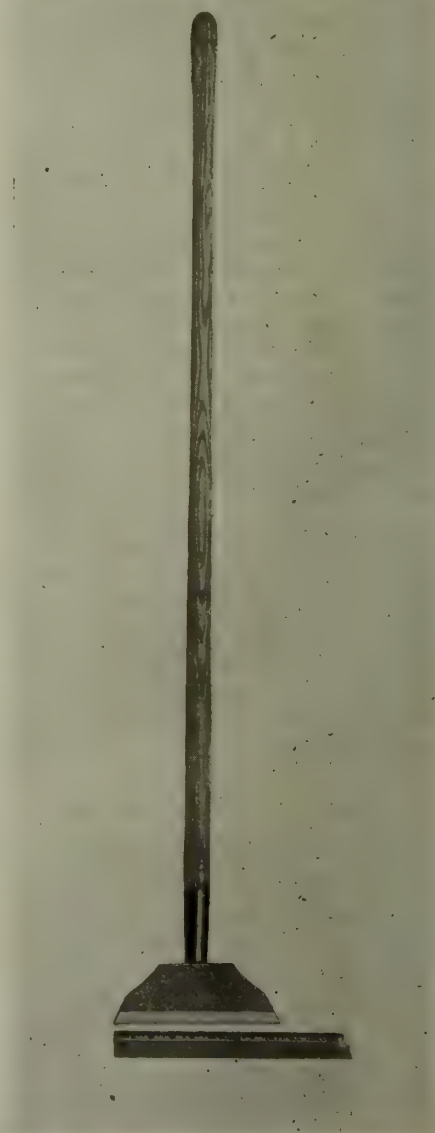
GLIDDEN INSECTICIDES

One of the most vital problems to-day is the production of foodstuffs in sufficient quantity to feed ourselves and the Allies. Maximum crop production is impossible without the use of the proper insecticides and fungicides to control the myriads of insect pests and diseases which infest growing plants. Authorities everywhere recognize the vital importance of proper spraying methods and materials, and are keenly interested in proper production and distribution of insecticides and fungicides. The Glidden Company in order to give its customers the maximum of service from the standpoint of quality and distribution is manufacturing insecticides and fungicides. Glidden insecticides and fungicides it is claimed meet every requirement, and are manufactured and marketed with the view of giving to growers and farmers products which can be used with a certainty of maximum efficiency at minimum cost.

The Glidden Company insecticides include Glidden dry powdered arsenate of lead, Glidden dry powdered arsenate of calcium, Glidden dry powdered Bordeaux mixture and Glidden dry powdered bordo-arsenate.

SIDEWALK CLEANER

A sidewalk scraper which is designed for chopping snow and packed ice from sidewalks is being manufactured by the Conron McNeal Co., of Kokomo, Indiana. It has a heavy steel blade, 3/16-inch thick and 8½ inches in width on the cutting edge. It has a four foot handle and ferrule and blade are painted black.



No Rise in Gasoline Prices is Anticipated by Distributors

SINCE the new regulations of the Fuel Controller in regard to the licensing of gasoline were made known in last week's issue of HARDWARE AND METAL inquiries have been pouring in from distributors all over the country who are anxious to know what they are to do. The big distributors are sending lists of their agents to the Fuel Controller in order that there may be no chance of mistake and it is expected that the Fuel Controller's department will send to each agent the necessary application form for securing a license. In case this is not done, each seller of gasoline must apply himself to the Fuel Controller's Department for the necessary license. The new regulations provide heavy fines for all persons selling gasoline without a license.

No Price Increases

The largest distributors of gasoline in the Dominion stated to HARDWARE AND METAL that at the present time there is nothing to indicate that there will be any necessity of advancing prices. Under the new regulations the dealers are allowed a ten per cent. profit, but the distributors for many months past have been keeping prices in Canada much lower than they have been in contiguous territory in the United States.

Some interesting facts in regard to the gasoline situation were given at a meeting in New York, by M. L. Requa, director of the old division of the United States Fuel Administration.

Needs For The Year

"We will need this year, to meet only a normal increase in consumption, not less than 25,000,000 barrels of crude oil, more than we used last year," he said. "We used only 16,000,000 barrels in 1897. This grew to 166,000,000 barrels in 1907, and to 340,000,000 barrels in 1917. If we are to meet this normal rate of growth we must have not less than 265,000,000 barrels in 1918. This is 66 per cent. of the total production of the world, and yet it is not enough."

Mr. Requa spoke of the difficulties of transportation and said that, although the pipe lines bringing oil from Oklahoma had been largely increased, no more oil could be carried than was carried at present, unless new pipe lines were built.

Production Increased

Speaking more directly of gasoline, he said:

"In the first half of 1918 our gasoline production has increased more than 8,000,000 barrels, but our consumption has more than kept pace with this. Our stocks of kerosene are 2,000,000 barrels less than on the first of this year, and our stocks of crude oil are 12,000,000 barrels less.

All demands for export will continue to be met from the 350,000,000 barrels of crude oil, the 80,000,000 barrels of gasoline, the 40,000,000 barrels of kerosene, and the 170,000,000 barrels of fuel oil, that will probably be produced this year."

Success of "Gasless Sundays"

Referring to the "gasolineless Sunday" about which, hitherto no figures have been available as to the amount of gasoline saved, he said:

" 'Gasolineless Sunday' is a magnificent success in that it has made it possible to load for France 10 cargo boats of gasoline, of 50,000 barrels each, which otherwise could not have been shipped—and that has been done by the voluntary effort of a free people on the mere request of the Fuel Administration."

People Are Buying Medium-priced Stoves

A LEADING Montreal stove maker stated to HARDWARE AND METAL that the demand is very good and that the firm which has the goods has little trouble in selling them. He pointed out that it is the medium-priced stove and range that is selling. Those calling for the largest outlay are still selling, but not so readily. When a customer is asked $100 for a kitchen range it is pretty safe to say that the matter "will be considered." Some folk, not having bought a stove for years, would find present quotations somewhat higher than they had expected, and they therefore would wish time to consider the matter as to what the investment should be.

Medium Price Helps

There are some advantages in making the purchase of a medium-priced stove. The investment required will often secure a good stove or range and more money is left with which to buy furnishings. The medium priced stove is very often well-made and if care was taken to supply heavy castings in the firebox the stove would always reflect credit on its maker. Reliable stove manufacturers have usually built up a good foundation and stand back of their various lines. In fact, illustrative of this very point the sales manager of a large Canadian foundry pointed out to HARDWARE AND METAL that there was a demand—sometimes insistent—for a lighter line of goods. This his firm consistently refused to cater to, preferring to retain a good weight in the goods carrying their name. This prevented the loss of prestige and eventual trade through the user being better content in the long run, the price paid being quickly forgoten.

District Governs Selling

It is up to the hardware man, generally speaking, to cultivate his own trade and ascertain customers' wishes in the matter of purchasing a stove. Some parts of Canada, for instance, like gaudily-decorated ranges, and these very goods would remain on the dealer's floor indefinitely in another district. From personal experience the writer knows that the mouldng of the customer is in the hands of the hardware dealer selling stoves, to a great extent. In an extended connection with the trade he found that many stoves of a certain type and at a given price sold readily after a fair amount of missionary work had been done. This is largely possible through careful advertising and the exercise of initiative.

Making the Old Stove Last

There are doubtless many places in which the old stove is made to last another season. This will be the case today. It is the hardwareman's duty to push the sale of new goods and particularly of stoves. Failing this, he ought to enquire about the stove that is being used. If he shows interest in this way and is willing to secure the needed repairs, the customer will appreciate the consideration and come back later to buy a new range.

In this connection HARDWARE AND METAL asked if there had not been a larger sale of repairs this year than usual. This was hard to define, the informant stated, for stoves are left until the very last minute before repairs are ordered. There was a very large demand for castings at this season, and this year it was heavy, too.

BENJAMIN MOORE & CO. CONFERENCE IN CHICAGO

Sixty-eight members of the sales forces of the Benjamin Moore Co. were in attendance at the annual sales meeting held in Chicago when a general discussion of wartime problems, future prospects, selling lines, etc., was had. The meeting closed with a smoker, instead of the usual more elaborate banquet. George T. Goodrow presided. The following were present from the Canadian plant. Toronto—Fred Moore, Arnold Smith, James Tait, R. P. Barrington. W. W. Howard, J. J. Cleveland, W. Moore.

DEATH OF MAJOR DILLON

The death occurred at Oshawa, Ont., after an illness of four years of Major Robert Dillon of the firm of R. Dillon and Son, manufacturers of hay forks, saw files, etc. He came to Canada from Dublin, Ireland. Major Dillon was one of the best known rifle shots in the Dominion, having represented Canada on the Bisley team many times and always with honor. He saw active service during the Fenian Raids of 1866 and again in 1885 in the North-West rebellion.

The death occurred at Brantford, Ont., of James G. Scarfe of Scarfe Co., manufacturers of varnish.

B-H Salesmen in Annual Convention

Managers and Travellers From the Whole Dominion Convene at Headquarters in Montreal—Three Days Spent in Profitable Discussion of Next Year's Business

THE Windsor Hotel, Montreal, was the scene of an important gathering from October 9 to 11, when the managers and salesmen of Brandram-Henderson, Limited, met in their tenth annual convention. Almost the entire selling organization was present, but owing to the outbreak of influenza two or three members of the staff were unable to attend the convention and messages of sympathy were sent to all the absentees on behalf of the Brandram-Henderson Sales Organization.

On Wednesday the managers met in a conference at the head office, and various problems pertaining to sales and production were discussed. Some far-reaching decisions were arrived at and these were later communicated to the convention as a whole, and met with enthusiastic approval.

Co-operation Urged

By Thursday morning the managers had been reinforced by the salesmen, who arrived in large numbers on the Wednesday evening and Thursday morning trains. At 10.30 in the morning the convention was formally opened by an address from the president, Mr. George Henderson, who welcomed the delegates to head office, outlined the program of the convention, and emphasized the fact that the salesmen were to consider the convention as a place where they were to teach the executives as much as to be taught by them.

Following the president's address the salesmen were conducted through the factory and the many interesting processes in the manufacture of white lead, paint and varnishes were described by the production manager, superintendent and foremen.

See Demonstration

After the tour of the plant the salesmen gathered in the top floor of the new warehouse where a painting demonstration was given by R. H. Monk, assistant to the president, aided by Frank H. Smith, superintendent of the sample department. These demonstrations were very convincing as to the excellence of the product which Brandram-Henderson salesmen have for sale, and all the travellers were imbued with new enthusiasm as the result of these tests.

The next item on the program was a group photograph of the convention delegates taken in front of the head office, a reproduction of which appears above. Every B. H. agent will readily recognize in this group the traveller who regularly calls upon him.

The morning's proceedings were thus concluded, and a special car took the delegates from the head office to the Windsor Hotel, where tables had been set in the Oak Room. This room was reserved for the Brandram-Henderson delegates throughout the convention.

Plans For Future

The Wednesday afternoon session of the convention was given over to a discussion of the advertising plans for 1919. A talk on this subject was given by James G. Lorriman, and the whole advertising policy was graphically illustrated with a large chart which had been drawn up in the form of a target. Many new advertising features which have been adopted for 1919 were displayed and were most enthusiastically treated by the salesmen.

The discussion which followed the address on the advertising program was participated in by all the salesmen present, who have a very keen interest in this phase of the company's promotion work. In this discussion some excellent ideas were brought out for use in future campaigns.

After an informal dinner in the Oak Room the main entertainment feature of the convention was announced.

In spite of the fact that all the theatres of Montreal were closed on account on the Spanish influenza epidemic; the smoker which had been organized by a committee under the chairmanship of Mr. C. H. G. Short, displayed some of the best talent in Montreal, and the boys thoroughly enjoyed the varied programme of songs, instrumental selections and monologues.

Window Displays

The second day's proceedings were opened by the annual window display

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Brandram Hendersons sales staff and managers photographed at their successful annual gathering in Montreal.. The sessions lasted through two days and many important trade matters were discussed.

Boston Varnish Co. Convention

Optimistic Tone at Most Successful Session—Canadians Among the Visitors

THE annual convention of the Boston Varnish Company was aptly described as the most smooth flowing, joyful, high gloss red letter days in the company's history. Representatives of the company were present from all the fields of activity in which the company operates. A number of Canadians were present, including C. H. A. Bamford, sales manager of the J. H. Ashdown Hardware Co., Winnipeg. During the convention Mr. Bamford for some reason or other was styled C. High Speed Bamford, some claiming that the two middle initials of Mr. Bamford stood for "High Speed." Mr. Bamford was one of the speakers at the convention and delivered an inspiring address full of breezy optimism.

The convention which lasted four days was formally opened by the president, Mr. James B. Lord, who outlined the purposes of the convention. H. A. Hall, treasurer of the company, reviewed events of the past year. Speaking on the subject of "Co-operation with the Advertising Department" Mr. C. A. Dana Redmond, advertising manager, laid stress on the fact that service on the part of the company, with salesmen, jobbers, dealers and consumers is one of the most powerful factors in building and sustaining the great volume of business enjoyed by the firm. Mr. Redmond outlined an extensive policy for the coming years.

Instructive talks were given on credits, factors in the art of selling the company's products, importance of small town dealers, analyses of the company's products.

Discussion took place on technical questions and a trip through the company's plant, including the new addition, gave the visitors an opportunity of seeing the products in the making. An instructive address by Mr. Hall on "Varnish from Kettle to Can" covered every step in the manufacture of high grade varnish. Suitable acknowledgements were made of the sacrifices by the men who joined up for service.

The social features of the convention were of a unique and pleasing order and thoroughly enjoyed by all present.

Jack Frazer and Fred Bamford of Winnipeg were among the Canadian visitors.

Paint Salesmen in Convention

Selling Force and Executive Staff of G. F. Stephens & Co., Ltd., Winnipeg, Hold Most Successful Gathering in History

THE salesmen and department and executive heads of G. F. Stephens & Co., paint and varnish manufacturers, Winnipeg and Calgary, met at the head office in Winnipeg October 3, 4, 5, for their annual convention. There was a full attendance, representatives being present from Calgary, Edmonton, Moose Jaw and Saskatoon. Business sessions were held on the afternoons and evenings of each day during the convention.

The convention opened with a careful review of the activities of the past year. Salesmen told of conditions existing in their territories, and this was followed with a discussion as to the policy to be adopted during the coming year in reference particularly to raw material, sales, advertising, and credits.

Valuable Points

Advantage was taken of the convention to demonstrate to the salesmen what could be accomplished with Stephens products. One of the values of sales conventions is the opportunity they afford to show salesmen points concerning the lines they are selling. When this is done effectively, sales conventions are worth while.

Among the excellent papers read at the convention was one on Paint Technology by a member of the organization. Papers were also delivered on sales methods and legitimate means that may be employed to advantage and methods that must be avoided. In a paper that was read on the subject of credits, particular emphasis was placed on the co-operation that should be given the credit department by the travelling representatives.

President Absent

The president, G. F. Stephens, was unfortunately not able to be present, having left early in October for California where he will spend the winter months. A letter was received from him addressed to the staff, which was much appreciated. Referring to the company's business, he made mention of the fact that while they had naturally been anxious to increase the volume and to make a reasonable profit, yet the policy and traditions of the firm had been maintained inasmuch as it was secured in a fair and straightforward manner.

Referring in his letter to the past year's business, Mr. Stephens added that their usual policy had been pursued to improve their products, making "quality" instead of "price" their argument. While it had been difficult to obtain raw materials for their standard grades even at excessively high prices, yet he felt sure their customers would concede that the goods shipped in 1918 were in no way inferior to what had been supplied during the past third of a century.

The general manager stated to HARDWARE AND METAL that this was the most successful and instructive convention ever held by their company, and the salesmen all left for their respective fields with renewed inspiration and a determination to make 1919 the banner year of the company's achievements.

The business session concluded with a dinner at the Hotel St. Charles, and afterwards the entire party attended the Orpheum Theatre. Those present at the convention were as follows:

F. W. Stephens, vice-president; M. F. Christie, secretary-treasurer; L. C. Stephens, assistant-secretary; D. McIver, S. Ayres, J. B. Baillie, R. M. Balmer, D. E. Birch, Neepawa; E. W. Calder, Edmonton; J. A. Cameron, W. S. Cumming, J. J. Dwyer, H. A. Ellis, G. Gallant, H. C. Gibson, Calgary; H. R. Graham, H. A. Kerr, W. R. McFarlane, Calgary; A. D. O'Brien, Moose Jaw; H. Pringle, Saskatoon; J. Putts, W. J. Quinn, V. Stephens, and J. Wilson.

Forty-Seven Men Overseas

It might properly be mentioned here that the staff of the G. F. Stephens Co., Ltd., have done their duty in the conflict now raging in Europe. Forty-seven enlistments have taken place from the staff since the war began, and it is interesting to note that two of the members of the staff present at the convention were men who have been in active service overseas and have been honorably discharged. Stephens men who have gone to the front are to be found in every branch of the service from the Flying Corps to the Tank Battalions. The policy of the firm in employing new men is to give first chance to those who have seen service at the front.

Because of the prevalence of influenza, which closed theatres and other public places and brought the request from Boards of Health everywhere that all meetings and gatherings be dispensed with, President George C. Morton has announced the cancelling of the convention of the National Paint, Oil & Varnish Association which was to have been held in Boston October 21 to 24.

Clay Delong has been appointed manager of the Eastend Hardware Co. at Eastend, Sask., and L. Gallagher has joined the sales staff.

WANTED — OLD-ESTABLISHED PAINT manufacturing firm located in Ontario requires a good sales-manager. Must be a good salesman and organizer. One with paint experience preferred, but not absolutely necessary Apply giving full particulars. Box 108, Hardware and Metal.

BETTER BUSINESS AT THE BORDER

Continued from page 47

000 American soldiers who were passing through Canada. Every soldier was provided with stamped picture post cards, cigarettes, chocolates and often with eatables. The advertising value of these postcards to Windsor has been of enormous value, and the committees are constantly receiving letters and cards from the men who are now overseas thanking them for what was done.

Following is a list of the officers: president, Clarence H. Smith, dry goods, Windsor; 1st vice-president, Henry Crouchman, coal merchant, Walkerville; 2nd vice-president, Clarence A. Lanspeary, Windsor, druggist; 3rd vice-president, O. Desrosiers, grocer, Sandwich; 4th vice-president, H. Plant, grocer, Ford City; 5th vice-president, A. J. Wilkinson, druggist, Ojibway; Directors, A. B. Peddie, H. J. Neal; F. L. Howell, J. R. Hewer, George Nairn and H. L. Pratt; secretary-treasurer, T. C. Ray.

Following is the constitution:

BORDER CITIES RETAIL MERCHANTS' ASSOCIATION

Article 1.

Section 1. This Association shall be known as "The Border Cities Retail Merchants' Association.

Section 2. The title, "Border Cities," it is understood, refers to the municipalities of Ford, Walkerville, Windsor, Sandwich and Ojibway.

Article 2.

Objects.

Section 1. To secure closer friendly relationships and good fellowship among our members; to co-operate with each other in the solution of our common problems in various lines of business; to lend assistance towards the solution of problems not directly affecting ourselves but of moment to our fellow merchants to co-operate with other organizations having kindred purposes, for the advancement of commercial interests.

Section 2. To safeguard the interests of all the retail merchants, individually and collectively, in our vicinity.

Section 3. To exert our influence as an association towards the securing of legislation, through municipal, provincial and national legislative bodies, such as may strengthen, advance and protect ourselves as retail merchants.

Protects Members

Section 4. To use our influence against any such legislation that may be proposed in the said legislative bodies, if such legislation seems to be adverse to our own or our national interests.

Section 5. (This section to be included after affiliation with the Dominion Retail Merchants' Association or after incorporation of our own organization). To protect our members by the establishment of a credit reporting department, for the conservation of credits and for the collection of accounts.

Section 6. To endeavor to have the trade of our vicinity confined as far as possible to the retail merchants here, as against the out-of-town mail-order houses, co-operative stores, wholesale houses and retail stores not of our municipalities.

Section 7. To conduct a campaign, through the newspapers or other mediums for the impressing on the consumers of this vicinity their obligations towards the retail merchants who are carrying stocks, employing hands, and doing business for their comfort and convenience here, and,

Section 8. To, as a body, lend our loyal aid towards the enforcement of any legislation that may be made, and which is deemed necessary for the best good of our nation.

Article 3.

Membership.

Section 1. There shall be two classes of membership, namely, "Active and "Associate" Members. The Active members are voting members, the Associate members are non-voting, except at such times as by proxy of an absent active member they become for the time being an active member.

Section 2. An active member is one, who, having complied with our scale of membership fees and being in good standing, is either a proprietor of, a partner in, or an active "bona fide" manager of a store or shop, where the business or service is direct to the consumer.

Section 3. An Associate member is one whose place of business or shop is already represented by an active member with voting power, and who may therefore be another partner to the voting partner, another stockholder of an incorporated company, or an associate manager of an active member. One place of business under separate and distinct management has one vote.

Section 4. To the specified associate members referred to in Section 3, there may be added other associate members who, through interest or wishing to use our credit department, may desire to join our association. The question of eligibility of such is to be decided by the Directors of the Association.

Article 4.

Government.

Section 1. The government of the organization shall be vested in the Board of Directors, consisting of twelve (12) members elected in accordance with the by-laws. Of these twelve directors, there shall be a President, five Vice-Presidents, and there shall be six directors. The five Vice-Presidents shall be representatives of the five municipalities in the Border Cities.

Section 2. A permanent Secretary-Treasurer shall be appointed by the Board of Directors. He shall attend all the meetings but he shall not have voting power.

Section 3. The Board of Directors shall have the power to amend, change, or suspend at any time any article on this constitution or the By-laws that are adopted until such changed constitution or the by-laws is approved and adopted at a meeting of the association, called for that purpose.

Section 4. Parliamentary rules of province shall govern all our meetings.

Section 5. Internal organizations of sections shall be encouraged so that problems peculiar to a line of business may be discussed and the result of such deliberations may be the more concisely laid before the general organization.

By-Laws

Section 1. Article 1. Fees. The fees of this Association are payable annually, within the period of two months from the beginning of a new year of business. Failure to pay the said fees causes the delinquent member to lose his good standing and so deprives him of the privileges of the organization. Proper notice of his delinquency must be sent to such member by the Secretary and if at the end of ten days from date of such notice he still remains delinquent, his membership may be forfeited, unless otherwise ordered by the executive.

Section 2. The scale of fees for active members is graded according to the number of the sales clerks as follows:

Proprietor alone, $5; with one clerk, $5; with 2 clerks, $6; with 3 clerks, $8; with 4 clerks, $10; with 5 clerks, $12; with 6 clerks, $14; with 7 clerks, $16; with 8 clerks, $18; with 9 or more clerks, $20.

Section 3. Employees who have not attained their majority, and as such may be classed as apprentices, shall not be counted.

Section 4. The fee of all associate members shall be $5 per annum.

B-H SALESMEN CONVENTION

Continued from page 52

contest, and all the salesmen were on the job bright and early dressing the windows which had been allotted to the various divisions. The judges visited the windows at noon and their decision in favor of the Maritime Division was very popular.

In the afternoon sales problems held the boards, and Mr. W. S. McLeunan, the general sales manager, spoke at length on the policies which had been adopted for 1919. Following his address the meeting was opened up for a discussion of divisional problems. While these discussions were in progress the manager of the different divisions occupied the chair and conducted the proceedings. Mr. R. M. Monk led the discussion for the Lead Works Division, Mr. S. W. Smith for the Ontario Division, Mr. George Helliar for the Maritime Division, and Mr. J. Leonard for the Western Division. Mr. Geo. E. Smith, manager of the British Columbia Division, was unavoidably absent.

At the close of the afternoon session George Henderson addressed the convention, summarizing the results, and expressed himself as being highly gratified at the ideas whch had arisen out of the discussions and the enthusiasm which had been shown by all the salesmen in the products and policy of the house. The reception given to Mr. Henderson's remarks was so hearty as to convince him that the sales staff is determined to make 1919 a banner year for B. H. products.

NEW REGULATIONS FOR FREIGHT SHIPMENTS

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7. Shipments of bar iron and steel must be marked as follows:—

All iron and steel bars five-eighth inches and under to be bundled; a tag to be placed on each bundle.

All iron and steel bars over five-eighth inches, in addition to each shipment being painted on end a distinctive color, to be tagged as follows:—

One For Every Five

Shipment of fifty bars and under, one tag for every five bars.

Shipment of over fifty and under one hundred, one tag for every ten bars.

Shipment of one hundred or over, one tag for every twenty bars.

These tags to be fully addressed to consignee and destination and endorsed "Part of lot of five, ten, fifty, or one hundred, as the case may be, marked Red, Green, Yellow, etc.," in accordance with the colors painted thereon.

Shipments of bars, in five-foot lengths or under, exceeding a value of 10c. per pound, to be either boxed or crated.

8. (a) A shipment that fully occupies the visible capacity of car or that weighs 24,000 lbs. or more, when shipped from one station, in or on one car, in one day, by one shipper, for delivery to one consignee, at one destination, need not be marked, except when for rail and water transportation, as provided in Rule 9.

(b) L.C.L. shipments of cheese may be accepted with the factory brand plainly stencilled on the container, instead of name and address of consignee.

9. Each package, bundle or piece of freight either in carloads or less than carloads for transportation via rail-and-water, must be fully marked as required for less than carload freight, except for shipments of flour and other grain products, sugar, cement, and salt bearing standard brands or trademarks.

10. **Freight traffic for points in United States must be marked as required by the Official Classification and Supplements thereto.**

The proper marking and addressing of freight is as much in the interests of the shipper as of the carrier, as neglect in the addressing of packages may result in the loss or miscarriage of the goods.

If the above requirements and specifications are not complied with, freight will not be accepted for transportation.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

LOWER prices are again in evidence on linseed oil. These amount to 5c in some quarters for a total of 23c in the last couple of weeks, and 15c in others, bringing the basis of quotations down to the same level in all quarters. The weaker seed market has been directly responsible, though this seems to be stiffening again. Supplies of seed are being held up through strike at Fort William, and this may tie up the crushers seriously if relief is not afforded quickly.

A decline of 25c per 100 feet in screen wire cloth is noted in new prices issued for spring, a most unusual happening for manufactured wire products. The basis now prevailing is along same lines as that in the United States, though orders there are being accepted only for immediate delivery, while here the privilege of booking for spring has been extended. Galvanized poultry netting, which advanced recently, has been changed again, and prices now being offered on spring bookings is on same basis as that at which 1918 business was accepted.

Turpentine has declined locally two cents per gallon in the face of an advancing market in the south. It is intimated stocks are fairly heavy, and there is a desire on the part of some to stimulate business. If favorable war news continues, and there is every reason to believe it will, prices at primary points will, it is thought, go still higher. With the possibility of overseas shipments being permitted, the market is likely to rule with a very strong undertone.

Although declines have been made, the usual quota of advances is also in evidence. This is shown in an increase of 50c per box in the price of horse nails, and steel squares have registered a ten per cent. jump.

Orders for hammocks for next season are now being solicited, and quotations show an advance approximately 33 1-3 per cent. beyond those adopted for 1918. Booked orders for lanterns are being accepted at present prices for next year's delivery.

One of the heaviest increases made in any one line is that made on carpet sweepers and vacuum sweepers. Carpet sweepers, japanned finish, have gone up $5 per dozen, and nickel-plated finish $8 per dozen. Vacuum sweepers are up as much as $24 and $27 per dozen. Labor increases and high prices of all raw materials are factors contributing to this change.

New discounts on clothes wringers, which provide for higher prices, are generally effective now, and also new lists on some lines of washing machines. Wringer rolls and tub stands have also undergone a slight advance.

Other lines to follow the upward trend include heavy and light tee and strap hinges, canvas gloves, fruit presses, sap pails and plaster of Paris. Soldering coppers have also advanced, and another increase is noted in the price of charcoal.

MONTREAL MARKETS

MONTREAL, October 17.—Various advances are made in hardware lines this week. Washing machines are higher, and wringers, too. Heavy tee and strap hinges, three-in-one oil, black screen cloth, carpet sweepers, and horse nails are also advanced. There are many changes in auto accessory lines, and the detailed information gives considerable advances for a variety of goods under this class. Nails and iron and also wire are becoming scarcer, and the outlook indicates that they will be scarce for some time. Stoves and ranges and various winter wares are moving out rapidly.

Radius Rods and Axle Shafts Up

Montreal.

RADIUS RODS, ETC. — Increased from $2.63 front radius rods for use on Ford cars are now selling at the trade price of $2.92.

Axle shafts are higher, for the most part. Number 2505 D selling heretofore at $2 is now $2.07; Chevrolet No. 49 D, formerly $2.40, is now $2.17, and drive shaft No. 2595 B, previously $2.80, is now $3.19.

Pistons, Ring Gears Moved Higher

Montreal.

PISTONS AND RING GEARS.—Changes, most of them advances, are made in these lines. Pistons, standard and oversize, Number 3020 Standard and also numbers .0025 oversize and .005, .010 and .03125 are all selling at $1.95, the previous trade price being $2.08.

Ring gears No. 2518 are up to $3.75 from $3.36; driving pinions, 2597 B, from $1.21 to $1.35; connecting rods 32439 from $1.63 to 1.69 and brake shoes from 63c are reduced to 57 cents.

Reduced Prices For Auto Lenses

Montreal.

AUTO LENSES.—Prices have been readjusted on lenses of Osgoode make and are now as follows: For 7, 7½ and 7¾ inch sizes the trade price is now 1.95, or in dozen lots $1.82. For 8, 8¼ and 8¾ inch, $2.51 is now asked, or dozen, $2.35, and for 9, 9¼ and 9½ inch, $2.70, or $2.52 in dozen. Sizes from 9¾ to 11 inches are priced at $3.04. In dozen lots the price of these is $2.84.

Net Prices For Auto Oils, Greases

Montreal.

AUTO OILS AND GREASES.—Trade prices for Veedol line of oils and greases are announced as follows: Zero, light, medium, heavy and special heavy, steam cylinder and clutch grades are selling as follows: Bbls., 87c gallon; ½bbls., 93c; drums, 97c; ½ drums, $1.02; ¼ drums, $1.06, and this price for cases containing two 4 1-6 gallon tins and for one only 4 1-6 gallons. For 12-1 gallons $1.25 is charged per gallon.

Transmission gear oils for barrel lots are per gallon, 74c; ½ bbls., 80c; drums, 83c; ½ drums, 88c; ¼ drums and cases, 92c; and cases of 12 1's, $1.11.

Light, medium and heavy gear compound is selling at 13c in bbls.; 13 2-3c in ½ bbls., 17¼c in drums; 19¾c in ½ drums; 21c in cases of two 4 1-6 gallon tins; 21½c in cases of one tin and 24c in cases of 12 1's.

Engine-Driven Pumps Down; Timers, Primers

Montreal.

PUMPS, PRIMERS, TIMERS.—Engine driven pumps of crane type are now selling at a revised price of $12.38. Previous price for this line was $13.88. a lower price obtains for quantities. This quotation is used for Nos. 31595 to 31604, 32203 and 32304.

Prices on Campbell timers are given at $1.69 each or for lots of 12 $1.57½. Copley primers are priced at $5 each or at $4.69 in lots of 6. Stikit wrench sets sell at $3.75 in single lots or $3.50 when 6 are taken. Autokit No. 1 are sold at $12.38 singly and at $11.55 in lots of 6.

Celluloid Weatherstrip Quoted; Pliers Up

Montreal.

WEATHERSTRIP, PLIERS.—Weatherstrip of celluloid style is priced at 94c to the trade. This comes in strips 42 inches long and is used on regular and overlapping styles of windshields. In taking lots of 12 the price is lower at 87c.

Drop forged black pliers of the combination sort are priced at 27c per pair in the 6 inch length. In two dozen lots the price is 25c pair and for 8 dozen lots 23c pair. Previous prices were 23½c, 22c and 20c respectively.

Higher Prices Asked For Auto Materials

Montreal.

AUTO MATERIAL.—Various advances are made for 'Apco' material used on automobiles. Foot accelerators for Fords are now 87c and brake rod supports also 87c each. In dozen lots the price is 82c. New type oil gauges are 87c singly and 82c in lots of 24, the previous single lot price being 70c. Radius rod anti-rattlers are up to 44c each in 2 doz. lots, and steering rod anti-rattlers are the same. Special cotter pin assortments of this line are 31c per ass't. in lots of 24. Fan belt guides are quoted at 30c singly and at 28c in lots of 25. Steering column braces are 87c singly, advancing from 80c each and running board trusses are priced at $2.52 each, the former price being $2.01.

Prices Given For Thrust Ball Bearings

Montreal.

BALL BEARINGS.—Prices for ball bearings of Leader Thrust pattern are announced as follows: No. 607, 74c; Nos. 608, 610, 611, 94c Nos. 613, 614, $1.67; Nos. 616 and 617, $1.74; Nos. 618 and 619, $2; Nos. 621 and 622, $2.07; and Nos. 624 and 626, $2.23.

Fire Extinguishers Up; Siren Horns

Montreal.

EXTINGUISHERS, HORNS. — Advances are made for Pyrene fire extinguishers in one quarter this week, the single lot price being $11.20 to the trade and for lots of 6 $10.50 each. The liquid for these is also higher at $1.60 in single quarts and $1.50 in 6 one quart tins.

A line of Liberty siren horns is selling at $3.75 to the trade singly, or at $3.50 in lots of six.

Cylinder Head Gaskets Make Various Advances

Montreal.

GASKETS. — Advances of varied amounts are made for cylinder head gaskets. For Overland cars the No. 1 style is selling now at $3.43 trade; No. 12, used also on Overlands, are worth $1.50; No. 9, for Saxon sizes, are $1.70; No. 26, for Dodge, $1.27; and No. 82, for Dort, $2.23. For Chevrolet 490 and Baby Grand the price on No. 103 is 80c; No. 104, for Maxwell 25, $1; No. 101 for Fords, 63c, and those for Hudson Super Six, $2.17.

Patch, Cement Prices Named

Montreal.

AUTO SPECIALTIES. — Special patches and cements, etc., for the trade, known as the Wonder Worker line, are priced as follows: Vulco-Visco patches, 79c; Para Plastic tire repair outfits, 60c; self-vulcanizing fabric patch, small, 53c, and large, $1.05; shop size, $5.17. Rubber cement in 5-24 pints are priced 30c; 5-12 pints at 53c, and 5-6 pints at 90c. Vulcanizing cement in the sizes corresponding to the foregoing are selling at 41c, 79c and $1.31, respectively. Mica tire powder is worth 26c and tire and mat paint in gray and also in white are selling at 90c each for 5-6 pints. On this basis the trade discount is 25 per cent. A different list and discount applies where larger quantities are bought.

In addition to the foregoing Quad Lac in 5-12 pints is priced at 75c in small lots; engine finish in gray and black at 67½c each, and aluminum finish at 90c. This is put up in 5-12 pints also. Neatsfoot clutch compound is priced at 56c; iron cement in ½ lbs. at 53c; brazing compound in 1 lbs. at 86c; solder paste at 22½c in 2 oz. tins and at 94c in 1 lbs.; nickel in 5-6 pints at 49c; magneto and timer oil at 30c for 5-24 and bearing blue, 3x4, at 26c.

Rim-Kote in 5-12 pints sells at 67½c; rim and gasket cement in 2 oz. bottles at 19c and in 5-6 pints at 86c; hand soap, 15c; cushion dressing in 5-12 pints at 67½c; pantasote and leather top dressing and also mohair top dressing, both in 5-6 pints, 86c; indelible top lining dye at 90c; self-curing mohair top patches, 52½c; radiator cement, 56c; liquo seal, Ford size, 86c; 5-6 pint size, $1.50; radiator cleaning compound, 75c; Never-Freeze powder, $1.50; carbon remover, 5-12 pints, 75c, and 5-6 pints, $1.15; Jet-Lac, 5-12 pints, 67½c.

Carpet Sweepers, Clothes Wringers Up

Montreal.

VARIOUS LINES.—Advanced prices apply this week to various lines of Bissell carpet sweepers. Universal japanned are now $39 per doz.; nickel plated, $46; Grand Rapids Supreme, $41 for japanned and $48 for nickel plated. Clothes wringer discounts have been altered from 30 per cent and 10 per cent. to 30 per cent. and 5 per cent.

Horse Rasps Move Up; Oil, Wire Cloth

Montreal

RASPS, OIL, WIRE CLOTH.—Advances are made for Globe horse rasps. The discount on these is now 70 per cent. here.

Three in One oil, in the large size only, has advanced to $2.08 per doz.

New prices for next season's booking on black wire cloth are out and the new price is $3.25 per 100 feet.

Washing Machines Up; Horse Nails, Too

Montreal.

WASHING MACHINES, HORSE NAILS.—Advances are made for washing machines of various makes. Canadian are selling at $10 each; Dowswell at $10; Jubilee at $9.50; Peerless, $10.50; Hamilton, $12; Seafoam Electric, $107; and Style B. Seafoam, engine drive, $49. The regular discount is 30 per cent. and 10 per cent., as shown in current quotations.

Horse nails of M.R.M. make have advanced 50c per box.

Wire Nails Firm; Will Be Scarce

Montreal.

WIRE AND NAILS.—The markets are very firm and prices may be ad-

vanced. This would be justified, it is stated, for the costs here have so increased for labor and kegs as to make present margins very close. Advances are not unlikely and scarcity is forecast.

The same condition applies to wire products, although there is not a great deal of interest in the trade regarding smooth wire.

Wire nails are based at $5.35; cut nails at $5.85, and smooth steel wire at $6.25.

Normal Rope Business At Steady Prices

Montreal.

ROPE AND CORDAGE.—The market is firm, but featureless. Sales are about normal, considered in the light of "war" years, and stocks are ample to meet all demand upon them. Much future business is being booked for the fishing industry, a great deal of material being required to make up the nets and other needs of fishermen on the east coast. Pure manila rope basis is still 39c per pound; British manila, 33c, and sisal, 27½c.

Stove Prices Firm; Sales Active

Montreal.

STOVES, WARES.—The stove and range selling season is at its height and makers here have been taking care of customers' wants quite well. It is little trouble to sell the goods. Thus far a very fair assortment has been maintained and the demand is better for the medium priced and the cheaper lines than for those costing most. Heater sales have been good, and through exercising the greatest care a fairly satisfactory service in filling orders from the trade has been maintained. Various wares, pails, kettles, stove pipe and elbows, and a great many seasonable lines are now moving out. Scarcity of material continues and some of the fall and winter lines are delayed shipment on this account.

Outside Oil Prices Up; Steady Here

Montreal.

COAL OIL, GASOLINE.—Advances were made for coal oil as applying to Quebec City, the price there for Royalite being 19½c. For the better grades, Palacine and Electroline, 23½c obtains at this point, while Montreal quotations are unchanged at 19c per gallon for Royalite and 22c for Palacine and Electroline. Motor grade gasoline is still 34c here.

Scarcity Pronounced For All Sheets

Montreal.

SHEETS.—Under the shortening of supplies the markets are ruling firmer all the while and buyers often have to pay a premium if they desire spot delivery of the goods. There is no relief in sight, as far as the near future is concerned, and the same advice as heretofore given with regard to conservation still applies.

BLACK SHEETS—	Per 100 lbs.		
10 gauge	$9 75	$9 75	$11 50
12 gauge	9 50	9 65	11 00
14 gauge	8 25	9 00	7 95
16 gauge	8 40	9 15	8 00
18-20 gauge	8 50	9 25	8 05
22-24 gauge	8 75	9 60	8 10
26 gauge	9 70	9 75	8 15
28 gauge	....	9 90	8 25

GALVANIZED SHEETS—	
10¾ oz.	$12 00
28 gauge	11 65
26 gauge	11 35
22 and 2 4gauge	11 15
20 gauge	11 05
18 gauge	10 95
16 gauge	10 85

NOTE.—These prices are for full bundles, an extra charge of 25c per 100 lbs. is made for broken lots.

ADVANCE MADE IN PRICES OF GLASS

Important advances were made in glass on Thursday. Box glass discount is now 20 per cent. cent. and sheet glass five per cent. It is expected that drastic action may be taken very shortly by the United States by which all exports of glass to Canada may be prohibited or at least very greatly reduced. Stocks of window glass have been steadily decreasing for some time.

Steel and Iron Bars Rule Firmly

Montreal.

STEEL AND IRON.—The market rules with a firm undertone and prices are without change. There is little surplus and buyers are willing to take substitute sizes from time to time, realizing that the market cannot afford the choice of normal times.

Common bar iron, per 100 lbs.	$4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 22

Lead Products Steady; Light Movement

Montreal.

LEAD PRODUCTS.—The market is very steady and the undertone firm. In the absence of buying the inclination of the local market has been to rest itself. Buyers have been apparently unsettled owing to the favorable war news and indications of an earlier peace. The epidemic has also laid many up and business is not on its normal basis for the immediate present.

Lead pipe, lb.	$0 15	$....
Lead waste pipe, lb.	0 16	....
Lead traps and bends	Net list.	
Lead wool, lb.	0 15½	0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs., sq. ft.	0 12½	0 13
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c. lb. extra.		
Solder, guaranteed, lb.		0 52
Solder, strictly, lb.		0 45
Solder, commercial, lb.		0 41
Solder, wiping, lb.		0 41
Solder wire (8 gauge)—		
40-60		0 53
45-55		0 57½
Zinc sheets, casks		....
Do., broken lots		....

Note—The above prices for solder are for full boxes of 100 lbs. Jobbers will charge several cents more for small lots.

Old Material Inactive; No Changes

Montreal.

OLD MATERIAL.—The market is somewhat quiet and without feature. The preference is for such quantities of heavy casting scrap as are obtainable and these are holding with more steadiness than some of the lighter materials. Prices as given herewith are without change.

Dealers' Buying Prices:		
Tea lead	0 05	0 05¾
Heavy lead pipe	....	0 07½
Yellow brass	....	0 13½
Red brass	....	0 23½
Light brass	....	0 08
Scrap zinc	0 06½	0 06¾
Heavy copper	0 24	0 24½
Wrought iron, No. 1, per gr. ton	26 00	27 00
No. 1 machinery cast	38 00	40 00
Heavy melting steel	22 00	23 00
Pipe scrap	18 00	20 00
Stove plate, per ton	26 00	28 00
No. 2 busheling	13 00	14 00
Old rubbers, boots and shoes	....	0 07¼
Overshoes, lumbermen's rubber boots	....	0 05
Bicycle tires	0 04½	0 05
Automobile tires	0 04¾	0 05

Tin Market Steady; Copper, Lead Hold

Montreal.

INGOT METALS.—Markets are rather quiet, and this is attributed to the favorable war news. Users are not inclined to buy much beyond immediate needs.

COPPER.—Production is the greatest difficulty and there has not been much favorable change in this respect. Local business is limited and prices unchanged at 28¾c to 30c pound. Whether the present price will be continued after the end of this month is to be decided upon.

TIN.—A price of 90 to 92c per pound still obtains on this commodity and business is but fair. Supplies are not large but some tradng is being effected.

LEAD.—So great have been the continued needs of the governments that little lead is to be had for trade purposes. What business obtains here is firm at 10 to 10¾c per pound.

SPELTER.—A slightly firmer feeling has developed for this line in the States, but quotations here are unchanged at 10¼ to 10¾c per pound.

ANTIMONY.—Unchanged from the previous quotations of 17c per pound there is nothing of interest in the local market.

ALUMINUM.—The volume of business here in this commodity is small and the interest confined. For various lots prices range from 50 to 55c pound.

TORONTO MARKETS

TORONTO, October 17—Higher prices are again the order of day as shown in new quotations made on several important items this week. Carpet sweepers show a very sharp advance of from $5.00 to $8.00 per dozen, while vacuum sweepers are up as much as $27.00 per dozen. Wash tub benches are higher along with fruit presses and sap pails for delivery up to March 1. Plaster of Paris is higher and new lists are now ruling on various lines of oils which provide for an increase in price.

Sap Pails Up; Fruit Presses, Too

Toronto.

SAP PAILS, FRUIT PRESSES.—New prices have been named on sap pails for spring delivery, the 10 quart flaring, now selling to the trade at $22.50 per hundred. Orders are being booked on this basis for delivery up to March 1.

Higher levels have been reached on fruit presses and quotations which are now being made to the trade on the Arctic show a price of $4.75.

Carpet Sweepers Go Much Higher

Toronto.

CARPET SWEEPERS.— New prices have been issued to the trade on carpet sweepers and vacuum sweepers. The present basis of quotations represents a very stiff advance over former levels and it is supposed is the result of labor conditions and scarcity of raw materials. The Bissell carpet sweepers in the Japanned finish advance a straight $5.00 per dozen and the nickel plated finish $8.00 per dozen. On this basis the new prices work out as follows:—Champion Japanned $36.00 per dozen; Champion Nickel Plated $43.00; Standard Japanned $38.00; Standard Nickel Plated $45.00; Universal Japanned $39.00; Universal Nickel Plated $46.00; Grand Rapids Japanned $41.00; Grand Rapids Nickel Plated $48.00; Boudoir Nickel Plated $48.00; Princess Nickel Plated $49.00; American Queen Nickel Plated $51.00; Parlor Queen Nickel Plated $54.00; Elite Nickel Plated $54.00. Brushes for the carpet sweepers are now quoted at a new price of $7.20 per dozen.

In vacuum sweepers the advance has been very substantial also. The Grand Rapids Nickel Plated Vacuum Sweeper is now quoted at $108.00 per dozen, which represents an advance of $24.00. The Household Japanned is now quoted at $96.00 per dozen, the former price was $72.00. Superba Vacuum Sweeper Nickel Plated is now selling at $126.00 per dozen, the previous price was $99.00.

Lanterns Being Booked; Hammocks, Too

Toronto.

LANTERNS, HAMMOCKS. — Lanterns are now being booked for next year and prices are holding at the same levels now prevailing. Orders are now being taken for next year's delivery of hammocks at prices which range approximately 33 1-3 per cent. beyond opening figures for 1918.

Steel Squares Higher; Hinges, Too

Toronto.

SQUARES, HINGES—A further advance is recorded during the week in steel squares amounting to about 10 per cent. Labor and scarcity of raw materials are considered factors.

A change has also been made in heavy tee and strap hinges and light tee and strap hinges. quotations now being made on the basis of 10 per cent. discount from list.

Wire Cloth Lower; Poultry Netting

Toronto.

WIRE CLOTH, POULTRY NETTING—A decline of 25c in the price of black wire cloth has been recorded and prices are being accepted at $3.25 per 100 feet for spring delivery. Prices in the United States are on a similar basis, immediate delivery, but manufacturers here extend privilege of placing orders for spring.

Galvanized poultry netting on which the discount was changed to 12½ per cent. recently is now back at 15 per cent. in some quarters, booking orders being accepted on this basis.

Canvas Gloves; Charcoal Up

Toronto.

CANVAS GLOVES, CHARCOAL. — The trend of all cotton products is shown in a stiff advance on canvas gloves, which brings the price of the cheapest line to $1.60 per dozen pairs.

Charcoal has undergone a further revision in price and is now quoted at the high level of $1.90 per dozen bags.

Oil Lists Are Revised; Higher

Toronto.

OILS.—Changes in the list on various lines of oils have been made, and these generally provide for a slightly higher level of prices. List prices on some of familiar lines are: Black oil, summer, 18½c gallon; winter, 19½c; Imperial kerosine, tractor, 55c; Capital cylinder, 61c; machine oil, regular grades, 32½ to 41½; Standard gas engine, 39½; paraffine oil, 25c; all of which are subject to a trade discount of 15 per cent.

Horse Nails Up; Soldering Coppers

Toronto.

HORSE NAILS, SOLDERING COPPERS.—An advance of 50 cents per box has been made in M.R.M. horse nails and new prices figured on this basis appear in current market quotations.

Soldering coppers have undergone a revision upward, being quoted at 64½ base per pound.

Wash Tub Benches Higher

Toronto.

WASH TUB BENCHES.—Higher prices have been named on the Dowswell Lees line of wash tub benches, quotations being made to the trade at $2.45 each. An advance in the Otterville wash tub bench has also been made, this now selling at $1.75 each. This was shown as Ottawa in last week's issue.

Plaster of Paris Goes Up; Cement

Toronto.

PLASTER OF PARIS, CEMENT.—Higher prices have been named on plaster of paris, this being brought about by increased production costs and price locally being influenced by recent advance in freight rates. In single barrel lots, price is $4.50 per barrel, and in five barrel lots the price is $4.00. Supplies are ample to meet the demands of the trade, sales being considered reasonable.

Cement has been comparatively quiet. The volume of business has been small and prices show no change at figures appearing in current market quotations.

Cordage Steady; Twines Firm

Toronto.

CORDAGE, TWINE.—The market is very steady and there is no particular feature of interest in regard to the cordage situation during the week. The demand is rather quiet but this is a normal condition and the markets as a whole are ruling with a steady undertone. The prices are without change at the following basis—pure manila, 39 cents per pound; British manila, 33; sisal 27½ The market on twine is considered very strong, but no further change over recent advances is recorded. Stocks are rather limited in some grades and styles, but there is still some twine available.

Nails Firm; Wire Steady

Toronto.

NAILS, WIRE.—The situation generally in nails is without change. Sales have been maintained at a very satisfactory level right along, and the undertone to the market is decidedly strong. Wire nails remain unchanged at a price of $5.30 per 100 pounds to the retail

trade, cut nails steady at the recent advance, selling at $5.85.

In regard to wire there is nothing new in the situation. Quotations are firm and the demand within limited channels. The base price of smooth steel wire at $6.25 per 100 pounds being steadily maintained.

Gasoline Firm; Coal Oil Active

Toronto.

GASOLINE, OILS.—The situation in regard to gasoline shows no change from conditions outlined last week. Prices have held firm and the demand continues to represent a very large total. Prices are unchanged locally at 33 cents per gallon for the motor grade. Sales of coal oil are increasing every day with the shortening days and the greater use of oil for oil heating purposes.

Quotations show no change at the recent advance of ½ cent per gallon, prices to the trade now being from 18½ to 21½ cents per gallon according to grade.

Stoves Steady; Wares Moving

Toronto.

STOVES, ENAMELWARE — The situation in regard to stoves is without any particular feature this week. Manufacturing conditions are becoming more difficult all the time and this is resulting in a smaller production and must in time be reflected to a greater extent on the retail customer and ultimate consumer.

Enamelware is very steady and sales are being maintained at a very satisfactory level. It is becoming increasingly difficult to secure materials to keep the plants operating and what the next six months may bring forth is rather an uncertain quantity. Prices are unchanged at levels shown in current market quotations.

Situation in Iron and Steel Steady

Toronto.

IRON AND STEEL.—The situation is steady. Supplies are fair and no indication of an immediate price change has been noticeable. The demand is along seasonable lines which is rather quiet.

TORONTO—	Per 100 lbs.	
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

No Signs Relief in Sheets, Plates

Toronto.

SHEETS, PLATES.—Promises of relief in the shortage of steel plate and light sheets have shown no signs of materializing as yet. Some of the warehouses have no stock on hand. The War Board continues to cut close on the orders that it allows to pass for filling and in some instances a disposition has been shown to release material for repairs more readily than for new work. There are some odd shipments of black sheets getting through but very little galvanised. Some authorities are of the opinion that commercially the situation will grow worse. Even a cessation of hostilities is not looked upon as a factor in affording immediate relief to the many industries now running so short, or cleaned out altogether. As a matter of fact some of the mills are advising those with orders placed and not given priority to leave same with the mills, for if they withdraw them, they must go to the foot of the list again. Altogether the situation is not showing results for encouragement given out some time ago. The outlook is not bright by any means.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	....	$10 00
12 gauge	....	9 60
14 gauge	$8 40-	8 90
16 gauge	8 50-	8 55
18-20 gauge	8 05 8 30-	8 80
22-24 gauge	8 10 8 35-	8 85
26 gauge	8 15 8 40-	8 90
28 gauge	8 50-	9 00
3-16 inch plate	....	10 00
¼ inch boiler plate	....	10 00

Prices shown are for full cases. An extra charge of from 25c to $1 per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—		
10¾ oz.	$11 00	$12 75
U.S. 28	10 70	12 50
22 and 24	10 25	11 25
18 and 20	10 10	11 10
16	9 95	10 95
14	9 85	10 85

Prices shown are for full cases. An extra charge of from 25c to $1 per 100 lbs. is made for less than case lots.

Outlook No Better in Corrugated Sheets

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—With the situation in flat sheets so serious, there is no question of doubt this must be reflected in the manufactured article. Supplies are becoming scarcer all the time and there seems little prospect of improvement for some time to come. All manufactured lines such as eavetrough, conductor pipe, etc., are in the same position as regards materials and it looks as though the trade must face a condition where "everything is going out and there's nothing coming in." Nominal quotations on corrugated sheets follow:

TORONTO—	Per 100 Sq. Feet	
Corrugated Sheets—	Gal'zed	Painted
No. 28 gauge	$ 9 00	$ 7 50
No. 26 gauge	10 00	8 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No. 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7½ per cent.

Solder Steady; Lead Products, Too

Toronto.

ZINC AND LEAD PRODUCTS — Solder has steadied down and no further revision in quotations has been made. Manufactured lead products rule with a firm undertone but no quotable change has occured in any line.

Lead pipe, lb.		0 15
Lead waste pipe, lb.	....	0 16
Lead traps and bends	....	Net list
Lead wool, lb.	0 14	0 15
Lead sheets, 2½ lb. s. ft., lb.	....	0 14½
Lead sheets, 3 to 3½ lbs. sq. ft., lb	....	0 14¼
Lead sheets, 4 to 9 lbs. sq. ft., lb.	....	0 13½
Cut sheets ¾c lb. extra, and cut sheets to size. 1c lb. extra.		
Solder, guaranteed, lb.	0 50	0 55
Solder, strictly, lb.	0 47	0 52
Solder, commercial, lb.	0 42	0 45
Solder, wiping, lb.	0 40½	0 50
Solder wire, lb.	0 56	0 70
Zinc sheets, lb.	....	0 26

Wrot. Pipe, Boiler Tubes Hold Firm

Toronto.

WROUGHT PIPE, BOILER TUBES. —The market on wrought pipe is firm and rules without change. Decreasing stocks are reported with production along continually narrowing channels.

Boiler tubes move out but they don't come in and the result of this condition is easily seen. Arrivals have been nil this past week and no definite word of any shipments is yet forthcoming.

	Per 100 feet	
Toronto—	Cold drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Old Materials Quiet; Unchanged

Toronto.

OLD MATERIALS.—"Featureless" seems to cover the situation in old materials. Only a fair amount of business is coming in and the trade generally is quiet with no price changes reported.

Dealers' Buying Prices—		
Tea lead	$0 05¼	....
Heavy lead pipe	....	0 08
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 22	0 23
Stove plate, per ton	....	25 00
Old cast iron, per ton	....	30 00
Overshoes, trimmed Arctics	....	0 06½
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Spelter Shows Easier Tendency

Toronto.

INGOT METALS. — A little easier feeling is noted in spelter but as yet there is hardly a quotable change. Lead is very scarce but the market is rather dull. Tin is quiet and similar conditions apply to other lines.

Copper —Conditions remain about the same. Production is being very largely absorbed in government war work of one type or another, and commercially there is little to report. Prices locally are steady at 30 to 32 cents per pound.

Tin.—The market is very quiet and there seems little disposition to stir up any excitement. Prices are held at unchanged levels at 95c to $1.00 per pound and the requirements of the trade are being met from supplies which continue to arrive fairly well.

Spelter.—There is a weaker feeling in the market, but there is hardly a quotable change as yet. The demand is within rather restricted channels and there seems to be sufficient stock to take care of the demand. Prices which rule with a weak undertone are named at around 11 cents per pound.

Lead.—Producers are still operating at a high pitch to try and keep up with the demand. The market generally may be said to be quiet. Locally the situation is not too serious and quotations hold steadily at 10½ to 11 cents per pound.

Aluminum.— Government work continues to absorb the bulk of the metal available and for this reason there is little to report commercially. Quotations nominally may be said to range at 50 cents per pound.

Antimony.—Quiet reigns supreme in this market and the demand is comparatively light. Prices are unchanged, holding at 18 cents per pound locally.

Pig Iron. — Production figures for September just recently made public show that a substantial increase in pig iron and steel ingots production was recorded. Even better production figures are looked for during the present month, and it would now seem that the iron and steel industry is operating at practically its full capacity. Locally the situation is runing along normal lines. Prices are only nominal and for this reason are largely withheld.

LONDON MARKETS

LONDON, October 17.—Important price changes have been made during the week, and advances are provided for in practically every instance. Carpet sweepers show a stiff advance, the japanned going up $5 per dozen, and the nickel-plated $8 per dozen. Included in the list of goods to follow the upward trend will be found shaving soap, jellstone, iron handles, clothes wringers, and some lines of washing machines.

Carpet Sweepers in Stiff Advance

London.

CARPET SWEEPERS, VACUUM SWEEPERS.—A decidedly sharp advance has been recorded on the Bissel line of carpet and vacuum sweepers. The wholesale trade received notification that the Japanned carpet sweepers were to go up $5.00 per dozen and the nickel plated $8 00. New prices are immediately effective. Figured on this basis the present lise of quotations is as follows:—

Carpet Sweepers: Champion, Jap'd., $36 doz.; N.P., $43 doz.; Standard, Jap'd., $38 doz.; N.P., $45 doz.; Universal, Jap'd., $39 doz.; N.P., $46 doz.; Grand Rapids, Jap'd., $41 doz.; N.P., $48 doz.; Boudoir, N.P., $48 doz.; Princess, N.P., $49 doz.; American Queen, N.P., $51 doz.; Parlor Queen, N.P., $54 doz.; Elite, N.P., $54 doz.

Vacuum Sweepers: Household, $96 doz.; Grand Rapids, $108 doz.; Superba, $126 doz.

Brushes for Carpet Sweepers, $7.20 doz.

Clothes Wringers Up; Wash Machines, Too

London.

CLOTHES WRINGERS, WASHING MACHINES.—Higher levels have been reached on clothes wringers through a revision of the discount, lists appearing in the current market quotations now being subject to a discount of 30 and 5 per cent. in place of 30 and 10 per cent. formerly in effect.

With washing machines the discount remains the same. However, on several types the list prices have been revised, changes amounting to $1.00 in some instances and as much in $5.00 in others. Prevailing lists appear in the current market quotations and are subject to a discount of 30 and 10 per cent.

Iron Handles Up; Oil Heaters Active

London.

IRON HANDLES, OIL HEATERS.—A new price has been established on the Potts iron handles, the figure now being $1.50 per dozen. Sales of oil heaters continue along very satisfactory lines, and there has been no change in price recorded. The present list on the Perfection Heaters No. 525 is $7.00 each; No. 530, $8.25 and No. 630, $10.25 all of which are subject to a discount of 25 per cent. The Perfection Heater wick No. 500 are quoted at $3.45 per dozen net.

Loaded Shells Move; Shaving Soaps Up

London.

LOADED SHELLS, SHAVING SOAP.—Although the bulk of the booked orders for loaded shells have gone forward, there is still a fair movement to the retail trade. Prices have held firm and unchanged, the Dominion Black powder being quoted at list plus 10 per cent. and the Dominion smokeless powder shells at net list.

A higher range of prices is shown on shaving soap and quotations which are now being made to the trade for the Williams Barber Bar are 76 cents per pound, Williams Shaving Stick, large, $4.05 per dozen, Williams Shaving Cream in tubes $4.05 per dozen.

Jellstone Up; Nails Steady

London.

JELLSTONE, NAILS.—Higher prices have been found necessary on jellstone, which is provided for in a revised list. The new list on the 20th Century jellstone, white, is 13 cents per pound and on tints 14 cents per pound, both of which are subject to a discount of 40 per cent.

There has been no change in the situation in nails during the week. Wire nails are still quoted at a base of $5.30 per 100 pounds and the cut nails at $5.85.

Linseed Oil Down Again; Turpentine

London.

LINSEED OIL, TURPENTINE. — Linseed oil has declined still further this week and prices to-day are five cents below last week's heavy drop. The seed market seems to have steadied and it is thought that unless phenomenal changes are made either way that the present basis of quotations on linseed oil will hold fairly steady.

Turpentine is enjoying a fair sale. Conditions in primary points show a little more strength but locally the market is unchanged. Prices on both linseed and turpentine appear herewith.

Linseed Oil:—	Raw	Boiled
1 to 2 bbls.,	$1.87 per gallon.	$1.90
3 to 5 bbls,	$1.86 per gallon.	$1.89
6 to 9 bbls.,	$1.84 per gallon.	$1.87

Less bbls. add 10 cents per gallon.

Turpentine:—1 bbl. lots, $1.00 per Imp. gal.; 2 to 4 bbl. lots, 99c per Imp. gal.; 5 gal. lots, $1.10 per Imp. gal.

WINNIPEG MARKETS

WINNIPEG, October 17.—Price changes during the past week are again fairly numerous, and with two exceptions are all on the upward trend. Included in the list to go up are such items as pine tar, harvest tools, anvils, tinned copper, silver-plated flatware, 900 ware, alarm clocks, watches, candlewick packing, cup hooks and square shoulder hooks. Stove pipe and solder have registered declines.

Solder Registers Substantial Decline

Winnipeg.

SOLDER.—Due to a further drop in the market price of tin the Winnipeg jobbers have been able to reduce their prices considerably on solder. Prices at which it is now selling to the trade are as follows: Standard half and half, full

cases, 55c lb.; less than cases, 56c lb.; Strictly half and half, less than cases, 57c lb.

Cup Hooks Go To Higher Levels

Winnipeg.

CUP HOOKS.—Prices on brass cup hooks show a further advance during the week. This is the first change for the past year and is considered very moderate in view of the advances in raw material and labor. Prices now ruling are as follows:

Brass Cup Hooks No. 81—½-inch, $2.05; ⅝-inch, $2.10; ¾-inch, $2.20; ⅞-inch, $2.50; 1-inch, $2.90; 1⅛-inch, $3.85; 1¼-inch, $4.95 gross.

Brass Square Shoulder Hooks No. 412—¾-inch, $2.20; ⅞-inch, $2.50; 1-inch, $2.90; 1⅛-inch, $3.85 gross.

Anvils Move Up 3 Cents Pound

Winnipeg.

ANVILS.—Manufacturers announce another advance on anvils which move up 3c per pound. This is said to be due to the advanced cost of labor as well as the increased freight rates. Stocks are reported as badly broken, owing to the fact that the export of Peter Wright anvils is prohibited by the British Government, while the American Government is taking practically all the United States output, so even further advances would not come as a surprise. To-day's ruling prices on Peter Wright anvils or equal is as follows: 80 lbs. and over, 27c pound; Clip Horn, 80 lbs. and over 28c pound.

Harvest Tool Discount Revised

Winnipeg.

HARVEST TOOLS.—Due to further advances in raw materials as well as the advances in handles, new prices have just gone into effect on all lines of harvest tools. These are now selling at 17½ per cent. discount from list.

Stove Pipe Revised; Copper Up 5c lb.

Winnipeg.

STOVE PIPE, TINNED COPPER.—A slight revision has been made on patent stove pipe during the week and new prices now ruling are given herewith: Patent Standard, 6-inch, $22.25; 7-inch, $23.55 per 100 lengths.

Prices on tinned copper which has remained firm for the past year or more, shows an advance of 5c per pound during the week, making to-day's price 65c per pound, while planished copper remains firm at former quotation of 75c per pound.

Silver Plated Flatware Higher

Winnipeg.

SILVER PLATED FLATWARE—New selling prices on Community silver plated flatware which show the heaviest advance since the commencement of the war have been advanced. These show an average of about 20 per cent. over former prices. The following are the net prices to the trade on a few of the more familiar items:

	Doz. Community Plate	Doz. Reliance Plate	Doz. Par Plate
Tea Spoons	$4 54	$2 60	$1 80
Dessert Spoons	8 44	4 80	3 34
Table Spoons	9 08	5 20	3 60
Soup Spoons	9 08	5 20	....
Berry Spoons	21 72	12 84	10 92
Sugar Spoons	9 48	5 16	3 96
F. H. Forks, Dessert	8 44	4 80	3 34
F. H. Forks, Medium	9 08	5 20	3 60
H Handle Knives, Des.	13 10	11 60	....
H Handle Knives, Med.	13 50	11 90	....
Gravy Ladles	16 56	13 08	8 64
Pickle Forks	9 24	7 56	5 46
Pie Servers	28 56	18 96	....
Sugar Tongs	10 68	.....	....

Higher Prices On Other Cutlery

Winnipeg.

CUTLERY.—Following the trend of advancing prices other manufacturers have announced new prices covering their products. These include the lowest price and one of the highest priced lines of flatware as No 900 ware and 1847 Rogers Bros. flatware. Prices now in effect on these lines are given below.

900 Teaspoons, $4.25 gross; 900 Dessert Spoons, $8.25 gross; 900 Table Spoons, $8.50 gross; 900 Dessert Forks, $9.35 gross; 900 Medium Forks, $9.60 gross; 900 Dessert Knives, $1.85 dozen; 900 Medium Knives, $1.85 dozen.

1847 Rogers Bros.' Tea Spoons, $3.90 dozen; Dessert Spoons, $6.95 dozen; Table Spoons, $7.80 dozen; Dessert Forks, $6.95 dozen; Medium Forks, $7.80 dozen; Dessert Knives, $4.75 dozen; Medium Knives, $5.00 dozen.

Alarm Clocks, Watches Revised

Winnipeg.

ALARM CLOCKS, WATCHES.—New prices have been announced during the week on several lines of alarm clocks and watches. These are advances attributed to increased cost of production. Ruling prices to-day are as follows: Alarm clocks, Sleepmeter, $1.85; Lookout, $1.75; America, $1.35 each; Watches, Boyproof, $1.25; Pocket Ben, $1.25 each.

Candlewick Higher; Pine Tar Up

Winnipeg.

CANDLEWICK, PINE TAR.—Owing to the continued advances on all cotton products, a further advance has been considered necessary on candlewick packing which moves up to 75c pound.

Prices on pine tar show a further advance after holding firm for the past six months and the different sizes are now quoted as follows: Pine tar, ½ pints, $1.50; 1 pints, $2.40; ¼ gals., $4.00 doz.; ½ gals. 60c each; 1 gals., $1.15 each.

Linseed Oil Holds; Turpentine Steady

Winnipeg.

LINSEED OIL, TURPENTINE.—Linseed oil prices still hold firm on the local market at former prices which are as follows: Raw linseed oil, $2.20 gal.; boiled linseed oil, $2.23 gal.

No change is recorded during the week on turpentine which is holding steady with the usual seasonable demand. Prices ruling are as follows: barrels, $1.10 gal.: ½ barrels, $1.13 gal.; 5 gal. lots, $1.15 gal.; 1 gal. lots, $1.15 gal.; plus the usual extras for containers.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Oct. 17—The rate of steel production in September was 12 per cent. above the rate in August, which was about 4 per cent. below the rate in four months preceding. The increase even exceeds the expectations that were entertained, based on the passing of hot weather.

A further and very encouraging fact has come out, by reason of the practical completion of statistics of the country's steel ingot production in 1917. Previously information as to ingot production has come through reports of 29 large companies, which reported monthly. In 1916 these companies made 88.15 per cent. of the country's output, and it has been assumed, naturally, that they contributed about the same amount to the 1917 output. On that basis the 1917 output was about 42,200,000 gross tons of ingots. Now, however, returns from practically all producers for 1917 show that in that year the output was about 43,700,000 tons, or 1,500,000 tons more than has been assumed. The 29 companies contributed only 85.10 per cent. to the 1917 output, presumably by the fortuitous circumstance of other producers having indulged in more new construction than did the 29 companies as a whole.

On the basis that the output of the 29 companies in September represented 85.10 per cent. of the total output, as was the case in 1917, and making allowance for the number of working days, the country produced steel ingots in September at the remarkable rate of 46,800,000 gross tons a year. The favorite estimate of capacity has been not less than about 47,000,000 tons, this estimate being based on actual output in 1916, which was 41,400,000 tons, plus allowance for new construction. Outputs have appeared to fall much below this amount, and the forced explanation has been that on account of war time difficulties, largely the shortage of scrap of good quality, the output feasible under normal working conditions could not be obtained. Now the situation appears much more favorable, and the common view is that October will show a better rate of production even than September. Naturally there will be some decrease with winter weather, but perhaps nothing serious.

Steel Requirements and Supplies

These new steel ingot production statistics permit a close examination of steel supplies in relation to requirements as formulated by the War Industries Board and an estimate of the deficit between supplies and the program,

Continued on page 66.

WEEKLY PAINT DEPARTMENT

Big Chances for Paint Dealers

More Painting Being Done This Fall, Especially by Farmers, Than For a Long Time—People Realizing That it is Poor Economy to Neglect Work That Should Be Done

PAINT men who have been studying the situation all over Canada this fall report two outstanding conditions that appear to be almost diametrically opposite. One is that it is a long time since so much painting has been done, especially in the farming districts. The other is that never in their travels have they seen so much work that needs to be done. Both of these conditions mean good business for the paint dealer.

Many firms report that their paint trade has kept up splendidly throughout the year and that at the close the volume of business will show an increase of from twenty to fify per cent. There is only one explanation to this they say. They have kept everlastingly at it.

Boosted the Sales.

By attractive window displays, by timely advertising and by talking paint, paint and more paint all the time, they have not only maintained one of their best paying departments, but have increased the turnover. Many firms have found it pays well to hold weekly or semi-monthly conferences of the clerks, at which special selling talks in connection with paints are given. Very often arrangements are made with travellers for the paint manufacturers to be present, and in this way the clerks can learn all about the various lines and get first-hand information which proves invaluable to them later in selling.

Keeping Right At It.

The firms who have been making new sales records are not ceasing their efforts because they have "gone over the top" already as far as sales go. Some of their very best sales are being made right now. They are boosting fall painting for all they are worth and are getting the very best returns for their efforts. They are taking at its full value the fact that probably there never was in the history of the Dominion so much painting to be done. Hundreds of people have been leaving off work that should have been done a year or two years ago. They are realizing now that had they done the work a year or two years ago they would have saved money. They not only need more paint now, but in many cases the material upon which they have to work has suffered from the processes of decay that result from weather conditions. Only paint and good paint can prevent disintegration of this kind. Scores of people have had this lesson driven home to them. They have learned to their cost that it does not pay to put off painting. It is an expensive policy in the long run.

Farmers Are Learning.

The farmers especially are learning this. With machinery, lumber and other things at the present prices the farmers are realizing that it is far cheaper to preserve the things they have by the application of a little paint than to buy new. The farmers are more prosperous than they have ever been and they are putting more of their money this fall into paint than they ever did before. The live dealers realize all this and are keeping up the good work by advertising their paints and talking paint to all customers as they never did before.

Don't Mind Prices.

It seems more or less remarkable, but dealers all over the country report that very few people make any kicks about the higher prices. Certainly the higher prices of paints is not materially affecting the trade of many firms. They have sold more paint than ever and much of it at prices that were double any they had ever asked. It is a question of getting the goods apparently. They realize that paint is the only thing that will do the work they want done and do it efficiently. Therefore, they are going to have paint, no matter if it does cost a little more because they realize that they are saving money in the end.

Used Extensively In Every Line of Trade— Boeckh's Brushes!



There's a high-grade Boeckh brush especially suitable for every requirement—no matter how exacting it may be.

"The Bristles can't come out"

Live dealers everywhere find a readier sale for

BOECKH'S BRUSHES

Suppose you write for particulars on how to become a Boeckh representative.

The Boeckh Company, Ltd.

Toronto, Ontario

Tell Him They'll Stand the Weather

Moore's Paints, Varnishes, House Colors and Muresco



Paints that will stand up under sun and rain, snow and ice—Paints that will not blister, crack or peel.

Moore's Paints, Varnishes and House Colors will do this—and what is more, they'll build a reputation for you that will steadily increase your business.

Tell your customers about Moore's famous Muresco Wall Covering, too.

Benjamin Moore & Co., Limited

West Toronto, Canada

If interested tear out this page and place with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Oct. 17—Linseed oil has not declined in price, even though flax markets are much lower. It is expected that some lowering of price may be brought about if the transportation from the head of the lakes can be improved; otherwise the supply of seed here will not be ample to cause a lowering of quotations. As heretofore pointed out, lower prices obtain for future delivery than for spot oil.

Paint orders for delivery next spring are coming in well, travellers securing a good volume of business from various districts. Putty is very active and firm, but unchanged. White lead in oil is also firm and glass prices may be increased. Varnishes are almost sure to advance in the very near future.

Oil Still Rules Unchanged

Montreal.

LINSEED OIL.—Although flaxseed markets have declined materially during the past two or three weeks, the price of spot linseed oil holds well. This is due to the scarcity of seed and the slow delivery of the same from the West. The strike of freight handlers at Fort William has put a crimp in the transportation so that local crushers have little promise of having supplies augmented.

There is a feeling in some quarters that prices for oil will be lower. There is, on the other hand, a feeling that conditions do not warrant such a hope. At any rate prices are maintained for the week without change, and the matter will rest largely on the improvement of seed delivery. From a standpoint of the future, indications are that crop results will be reasonably good in the Canadian West.

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
1 to 2 barrels	$1.98-$1.99-$2 05	$2.01-$2.02-$2.08

Add 10c per gallon in smaller quantities.

Turpentine Seems Likely to Advance

Montreal.

TURPENTINE.—The market is very firm and some are not offering any to the trade. This means that local stocks are not very great and that it will be a little time before the stocks are better. There seems to be every likelihood that prics here will advance.

Rosin is still firm and the wholesale price on this to-day is $17.25 per barrel of 280 pounds—a very high price.

Turpentine.		Per Imp. Gal.
1 to 4 barrels	0 95	0 98 1 00
5 barrels and over		....
Small lots		1 01 1 06

(Packages extra)

Putty Firm; Sales Large

Montreal.

PUTTY.—The market is steady and the undertone firm. Supplies of whiting are not too large, some jobbers already looking around to augment their stocks. It will depend upon the ability of the trade to get enough whiting as to whether prices hold on the existing basis. The volume of business for this line has developed and increased of recent weeks, and a very satisfactory trade is being done. Prices are unchanged.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Paint Makers Need White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—Paint makers require a great deal of white lead in oil at this season of the year and this is their chief concern now. The demand from the trade is not large, but is reported normal. A great many orders will be shipped out before the expiration of the time in which orders will be accepted at to-day's prices—and which expiry date is Nov. 30. Quite a number have protected themselves in this way. Prices are still without change, five-ton lots still selling on the basis of $17; ton lots, $17.35 and smaller quantities, $17.85 per 100 pounds.

Mixed Paint Sales For Future, Good

Montreal.

PAINT AND SPECIALTIES.—All markets are steady and firm. Bookings are coming in well, the paint men state, and they are well pleased with the promise for next year, in so far as output is concerned. The container question is still surrounded with considerable uncertainty. Travellers have been sending in very good orders, mixed paints, varnishes and the general specialties wanted for spring figuring in business coming to hand.

Varnish To Go Up; Glass May Advance

Montreal.

VARNISHES, GLASS.—It is evident that the varnish makers intend to ask more money for their lines soon. Staffs have been depleted lately, through so much illness, and one large maker pointed out to HARDWARE AND METAL that this was a reason for change being withheld now. This will probably come in the immediate future. Raw material is costing much more all around.

Glass is selling at very little over the importer's laid-down costs, it is claimed. Certain elements have been contributing to maintain the present price basis, and even to better it, but it is generally understood that existing quotations as reported in the current quotation page are being adhered to. An advance is not at all improbable.

TORONTO

TORONTO, October 17.—Lower prices have been named on linseed oil again this week and basis is now same in all quarters. Turpentine has also come down 2c gallon, though conditions at primary points show a stronger tone. Sales of mixed paints for spring are being made and those manufacturers soliciting business report volume of business very good. Glass is very strong and higher levels likely at an early date.

Linseed Oil Comes Down Again

Toronto.

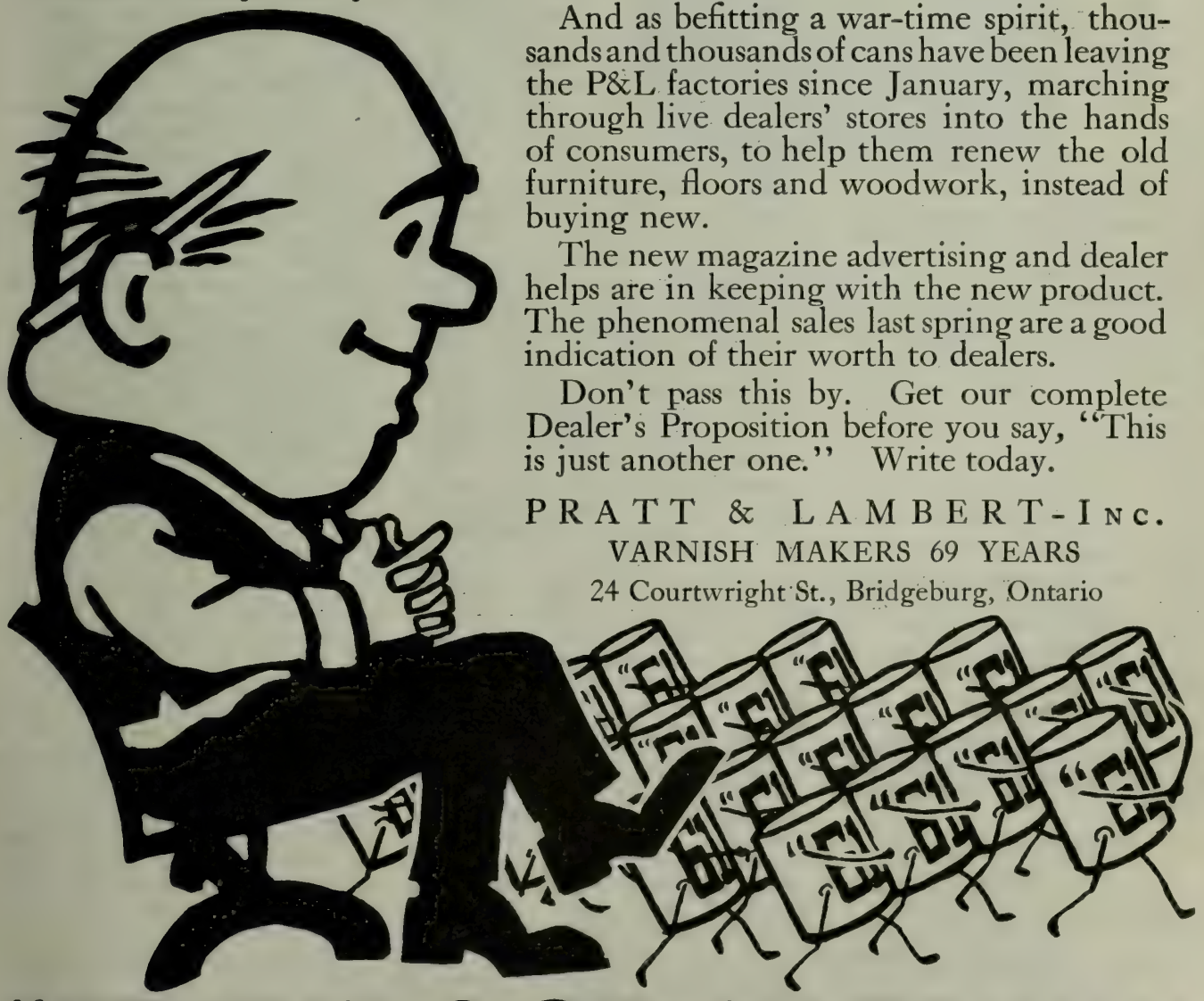
LINSEED OIL.—Further declines have been recorded this week and basis of quotations is now the same in all quarters, viz., $1.87 per gallon for raw in 1 to 2 barrel lots. The seed market is a little easier than a week ago but seems to be on a fairly firm basis now and an advance during the past couple of days is recorded. Shipments to the East are being held up through strike at Fort William and this may result in tying up crushers unless some relief is afforded at once. Supplies generally are sufficient to take care of requirements but the situation is by no means easy.

Linseed Oil—	Raw Imp. gal.	Boiled Imp gal.
1 to 2 barrels, gal.	$1 87	$1 89½-$1 90
3 to 5 barrels, gal.	1 86	1 88½- 1 89

Add 10c gallon in smaller quantities.

"A War-Time Seller"

CONCEIVED during war times, to enable dealers to cash in on the war-time demand for an all 'round household finish that would be worthy of the valuable time any housewife or handy man spent in applying it, "61" in Colors was born. There you have it — a better varnish stain; clear and transparent; colors with life and sparkle. As for durability — these new colors have all the toughness, elasticity and waterproof qualities that have characterized "61" Natural (clear) these twenty-five years.



And as befitting a war-time spirit, thousands and thousands of cans have been leaving the P&L factories since January, marching through live dealers' stores into the hands of consumers, to help them renew the old furniture, floors and woodwork, instead of buying new.

The new magazine advertising and dealer helps are in keeping with the new product. The phenomenal sales last spring are a good indication of their worth to dealers.

Don't pass this by. Get our complete Dealer's Proposition before you say, "This is just another one." Write today.

PRATT & LAMBERT-INC.
VARNISH MAKERS 69 YEARS
24 Courtwright St., Bridgeburg, Ontario

"61" FLOOR VARNISH

for Floors, Furniture and all Woodwork

Now made in Eight Colors

Turpentine Drops 2 Cents Gallon

Toronto.

TURPENTINE.—A decline of two cents per gallon locally has been recorded in turpentine. This is the result of an effort to stimulate sales somewhat, it is stated, as primary points show an upward movement. The outlook seems to be for a higher market in the South, if war news continues good, and there is every reason to believe that it will. This is quite likely to result in shipments getting overseas and when this condition is assured, higher turpentine is almost a certainty. Already it is intimated that 7,000 barrels of rosin have been allotted shipping space and that turpentine may follow is not unlikely. In the meantime it is thought prices will not go up more than three or four cents more.

Turpentine—	Imp. gal.
1 barrel (barrel included)	$0 98-$1 00
2 to 4 barrels (barrels included) ..	0 97- 0 99
5 gallon lots	1 08- 1 10

Mixed Paint Orders Coming

Toronto.

MIXED PAINT.—The outlook seems to be brightening and retailers as a whole show a disposition to book for spring delivery at new prices recently established. The situation generally is considered fairly satisfactory and spring requirements will, it is thought, be very well taken care of. A continuation of the war for another year will probably show the effects of the difficulties confronting the manufacturers more clearly than any one of the past four years has done.

Steady Tone To White Lead in Oil

Toronto.

WHITE LEAD IN OIL.—The market is steady and the demand within comparatively narrow channels, a seasonable condition. Lower prices on oil have not yet made any appreciable difference in the market, the scarcity of lead largely offsetting this. Quotations on pure white lead in oil, ton lots, are being made at $17.80 per 100 pounds; in smaller quantities the price is $18.15. The various brands appear in current market quotations.

Glass Holds Firm; Putty Selling

Toronto.

GLASS, PUTTY.—The market continues to rule with a strong undertone but there is no particular feature of interest in the situation. Prices appearing in current market quotations are unchanged.

Very fair sales of putty continue to be made and the volume of business is considered quite satisfactory. Prices are firm and rule without change as follows:

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

PITTSBURG MARKET REPORTS

Continued from page 61.

with enquiry as to where the deficit will fall.

It will be recalled that early in July the War Industries Board estimated the steel requirements for the half year at 20,000,000 tons, this being in net tons of finished rolled steel. At the same time it pointed out that the industry had never made more than about 16,500,000 net tons in a half year. There is some doubt whether that statement was strictly correct. Later the board increased its estimate of the requirements to 23,000,000 tons for certain, with a possibility that the total might be 25,000,000 tons. The increases were due, first, to increased demands of the A.E.F. and our Allies, and second, to large demands of the Railway Administration for rails and for cars in addition to the 100,000 bought a few months ago. The board's estimate of supply was increased only to 17,000,000 tons.

There is information available that permits a close estimate of rolled steel supply from the tonnage of ingots produced at about 6,200,000 net tons in July and August, and at about 3,300,000 tons for September, making 9,500,000 tons for the three months. In view of the September rate of output and the expectation that October will do still better, 10,000,000 tons or possibly a trifle more is to be expected for the current quarter, making 19,500,000 to 20,000,000 tons for the half year.

Thus there will be a deficit of not less than 3,000,000 tons between the supply and the estimated requirements, and the question, now that production is speeded to the utmost, is simply where the deficit will fall. Enough is now known to make a rough approximation. It will fall in part upon supplies for the general war program, chiefly by way of reducing the factor of safety that has been used in making up the estimates, and partly upon the commercial industries that have been recognized as helpful in winning the war.

It is certain that some parts of the war program have been allotted more steel than they could currently use, whereby reservoirs have been created against the possibility that speeding up afterwards might draw from these reservoirs. Three instances may be mentioned in connection with the prospective reduction in the factor of safety, shell steel, ship steel and railroad steel as follows:

(1) In the past ten days a large shell forging plant at Bridgeport, Conn., has been closed for lack of steel, while a forge shop at Cleveland lost three days' time and is now put on the basis of operating two-thirds capacity. The supplies of forged material have been well in excess of the capacity of the machine shops to make finished shells, and thus the production of shells will continue as formerly, but the reservoir against speeding up of machine shops in future is decreased.

(2) The quota of plates for shipbuilding has been 50,000 net tons weekly for several months past. Several weeks ago a survey showed that fully 1,000,000 tons more plates had been shipped from mills than had been applied to steel hulls. Likewise, there have been many more steel hulls launched than have been completed, because the bottle neck has been the flow of engines, boilers and the thousand and one other appurtenances needed for completing hulls. As the flow of equipment is expected to increase greatly, and as the shipways are certain to launch hulls more and more rapidly each month, it was desirable to have this factor of safety, of hulls awaiting completion, and of plates awaiting application in hulls.

(3). The Railroad Administration has been desirous for some time past of receiving 60,000 tons of rails a week, 40,000 tons a week having been furnished. Also, it desired that the 100,000 cars ordered a few months ago be put through, so that additional orders could be placed. The railroads have been functioning quite satisfactorily through the spring and summer, but to cope with winter conditions needed additional facilities to be on the safe side. Now the case is, as stated plainly in an official statement by Chairman Baruch of the War Industries Board, that the Railroad Administration has renounced claim to some of the steel allotted to it in favor of General Pershing, and there is a possibility, with particularly bad weather, of railroad difficulties this winter.

As to steel for commercial purposes on the preference list or accorded the lower degrees of priority as helpful in winning the war, there will be still more serious curtailment than there has been and there may be some rearrangement of priorities and preferences to take cognizance of the new conditions when it is clear the steel supply will not stretch through the preference list, and in the case of some products will not last through the priorities, which come before the general preference list. One item in this direction has already appeared. Oil country goods, chiefly tubular products, distributed through jobbers, have hitherto been given B-4 priority, the same as standard steel pipe, whereas when ordered direct by consumers have been accorded B-2. Now the order is that B-2 is to apply also to oil country goods when distributed through jobbers, and the account is to be kept entirely separate from the regular replacement account of jobbers. As the mills cannot increase their output of tubular goods in general, this will mean that jobbers will receive more oil country goods for distribution and less standard steel pipe and even hitherto their replacements, month by month, have been falling somewhat behind.

Hydro Problem is Before Ontario Government

BETTER business administration of the Hydro-Service is demanded by many manufacturers and other users of Hydro power in Ontario. Ottawa has been approached for aid against the arbitrary cutting off methods which have been injuring industry. Ottawa has put the matter up to the Provincial Government of Ontario, and the issue must shortly be decided for or against Autocratic Control of the Hydro. On this vital subject see THE FINANCIAL POST dated Oct. 12th—a leading article on page one.

WILL VICTORY LOAN AFFECT EXCHANGE?

A vigorous and interesting special article on the question of Canadian-American Exchange and the Victory Loan forthcoming, is written for THE FINANCIAL POST of Oct. 12th by a Canadian banker in New York. See this. It is important to International business relations.

REGULATION OF SEED SUPPLY IN WEST

An almost new system for supplying seed wheat for settlers and for making collections for the supply has been inaugurated. Particulars detailed authoritatively by E. Cora Hind, appear in THE FINANCIAL POST of Oct. 12th, and the matter is worth your special attention.

CHANGES IN C.P.R. ADMINISTRATION

Retirement of Lord Shaughnessy and appointment of E. W. Beatty to his position as president of the C.P.R. with the results immediate, and to be anticipated from the changes form the subject of another special and important article in THE FINANCIAL POST of Oct. 12th. The big business prospects ahead for the C.P.R. mean more business for every Canadian concern.

OTHER CONTENTS OF THE POST FOR OCT. 12

Toronto Railway Co. to do Its best to Give Service.
Canadian Pacific Classed as "Peace Stock."
Regulation of Gasoline Sales.
Canadian Flour in Chinese Market.
August Trade With States Biggest of the Year.
British Imports to Canada Now Under License.
Ogilvie Sales Over $56,000,000 in Year.
Substantial Gains in Bank Clearings.
Earl D. Babst—Student of Groceries—(Biographical).
The Farmer's Income and Income Tax.
Victory Loan Campaign Inaugurated.
Bank Strains a Point to Help Out Halifax.
Association of Builders to be Formed.

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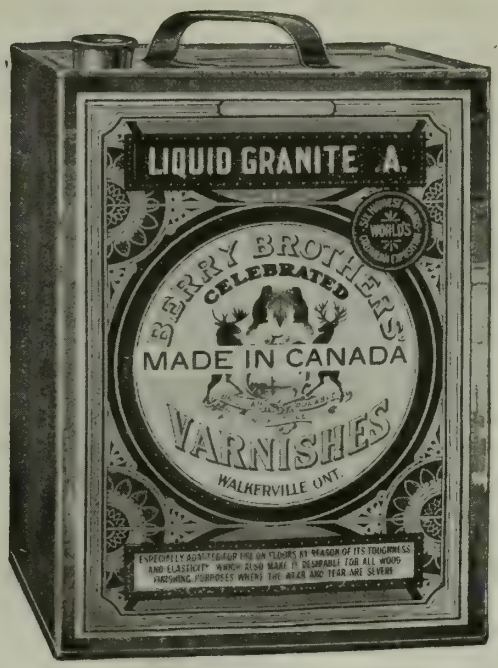
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A Quality Standard

"Equal to Berry Brothers" is a statement often heard by varnish buyers. This is because the uniform dependability of all their products has caused them to become the standard of comparison.

There is no surer prelude to an artistic and lasting finish on woodwork, walls, floors and ceilings than Berry Brothers' varnishes, enamels and stains.

The wide knowledge of this fact among discriminating buyers makes all products bearing the Berry label easy to sell.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont. (70²)



A.B.C. Member

Hardware and Metal is the only Hardware Paper in Canada with circulation audited by the Audit Bureau of Circulations.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to $1.15 a lb.

BARS, CLOTHES

No. 4, dozen	$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb. $1.40-$1.75
Cut Lace Leather, lb. 1.60- 1.95

F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz.	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net lists.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list. $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...12-14c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 44
Rods, base ⅛ to 1 in., round	0 41
Tubing, seamless, base	53-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.	45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in.	0 57

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$14.50-$17
30-gal. Standard	14 00

BOARDS (Wash), Zinc

	List Doz.
Pony	$2 25
Improved Globe	4 90
Neptune	4 90
Standard Globe	4 90
Original Globe	5 40
Jubilee	5 50
Newmarket King	5 50
Western King (enamel)	7 00
Beaver (brass)	7 00

List plus 5%. F.O.B. Newmarket.

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5,000), 33 1-3%
Chicago Relax Floor (6,000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3,000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	B.B.B. Fire Welded Proof Coil Mont'l	B.B.B. Fire Welded Proof Coil Tor'to	B.B. Electric Welded Mont'l	B.B. Electric Welded Tor'to
3-16 in.	$22.75	$17.00	$.....	$.....
¼ in.	16.75	14.50	21.75	23.70
5-16 in.	14.15	12.50	19.00	18.35
⅜ in.	13.00	11.50	15.90	14.00
7-16 in.	12.75	11.30	15.65	13.80
½ in.	12.50	11.15	15.50	13.65
5/8 in.	12.35	10.95	15.25	13.45
¾ in.	12.25	10.70	15.10	13.20
⅞ in.	12.05	10.60	15.00	13.10
1 in.	11.90	10.50	14.85	13.00

Electric Welded

	B.B.	B.B.B.
3-16 in.	$18.00	$19.00
¼ in.	14.95	16.00
5-16 in.	12.55	13.50
⅜ in.	11.35	12.25
7-16 in.	11.10	12.00
½ in.	10.95	11.80
5/8 in.	10.70	11.55
¾ in.	10.40	11.25

Montreal and Toronto

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
5/8 in.	12.25	.....

Electric Welded B.B.B.—Chain. ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 5, 10%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement per bbl., $2.80 in carlots; $3.40-$3.50 bbl. in small lots. Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. Wood Drills, 37½%.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.
St. John, N.B., 20%.

CHOPPERS, FOOD

	Universal (doz.)	Russwin—
No. 0	$19 25	$19 20
No. 1	23 30	23 40
No. 2	28 35	28 20
No. 3	36 45	36 60

F.O.B. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$7 80
17—7-strand, 50 ft. lengths	8 00
18—6-strand, 100 ft. lengths	5 40
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER .. ... Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.	$43 50	$43 00
Plain sheets, base, 16 oz. and heavier	48 00	50 00
Copper sheet, tinned, 14x60 in., 14 oz.	49 00	.....
Copper sheet, planished, base 16 oz. and heavier	58 00	50 00
Braziers' in. sheets, 6x4 base	46 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets.	$11 75	$ 9 50
Do., 60 sheets.	.....	9 65

	Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	.....
IX, 20x28 base (nominal)	...
IXX, 20x28 base (nominal)	..
IXXX, 20x28 base (nominal)	

F.O.B. Toronto

Raven and Murex Grades—

IC, 20x28 base, 112 sheets	..
IX, 20x28 base, 112 sheets	..
IXX, 20x28 base, 56 sheets	..
IXXX, 20x28 base, 56 sheets	

(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C. 20x28, 112 sheets.... $30 00
F.O.B. Toronto.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheets $28 00
F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.



Goods Well Displayed Are Half Sold

Every Hardwareman Who Sells

BABBITT METALS

May Have a Handsome Show Stand FREE

Write Us for Particulars.

We Manufacture Babbitt, Solder, Lead Pipe, Sheet Lead, and we have Large Stocks of Ingot Metals.

Write Our Nearest Branch for Prices.

THE CANADA METAL CO., LIMITED

Head Office: TORONTO

BRANCH FACTORIES:

HAMILTON	MONTREAL	WINNIPEG	VANCOUVER
Jackson St. E.	50 Brennan St.	301 Chambers St.	1428 Granville St.

Reliability of Our Warranted Pure Linseed Oil

Means Saving



To You

The Canada Linseed Oil Mills, Limited

MONTREAL AND TORONTO

If interested tear out this page and place with letters to be answered.

DOORS,

See Screen Doors.
F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	25-27½%
Black Diamond	25-27½%
Delta Files	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 15-20%; cast bushings, 15-18%; unions, 30%; plugs, 10-15% off list. Net prices: Class B, black, 27-28c lb.; Class C, black, 18-19c lb.; galvanized, Class B, 37-39c lb.; Class C, 27-28c lb. Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	2 50-3 00
Under 40 lbs.	2 75-3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap	Tee
	Doz. pairs.	
4-inch	$2.55-$2.70	$2.18-$2.30
5-inch	3.15- 3.30	2.72- 2.85
6-inch	3.40- 3.55	3.06- 3.20
8-inch	4.60- 4.85	3.49- 3.65
10 inch	8.16- 8.55	6.20- 6.50
12-inch	10.12	9.86-10.35
14-inch	11.56	10.03

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 10	1 00
5-inch	1 25	1 15
6-inch	2 25	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 25%.

F.o.b. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $10 50 11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c	
Light iron	0-7	$7 25	$7 50
Long heel light iron	3-7	7 25	....
Medium iron	1-8	7 25	7 50
Heavy iron	6-8	7 25	....
Snow	1-6	7 50	7 75
New-light "XL" steel	1-6	7 70	7 95
Fetherweight "XL" steel	0-4	9 10	....
Special-countersunk	0-4	9 60	....
Toe-weight(front only)	1-4	10 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2, and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots ....

72x30, 26 gauge, case lots ....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2.30-2.40
Mrs. Potts, handles, japanned, doz.	1.50-1.65
Sad irons, common, plain, 3, 4, and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Crescent	0 19
Household	0 19
Standard, 4-12 ft.	0 21
Electrician	0 30
Heavy duty	0 47
Extension	0 35
Perfect, 6 to 10 ft. only	$0 31
Hercules, 4 to 10 ft.	0 33
Hercules, 12 to 14 ft.	0 38
Faultless, 4 to 10 ft. only	0 29
Ontario, 4 to 10 ft. only	0 26
Shelf Lock, 4 to 8 ft. only	21

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Extension Ladders	Per ft.
Up to 32 ft.	0 23
36 to 40 ft.	0 26

F.O.B. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	7 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.z; 6 dozz. cases, 90c doz.

Cold blast, genuine ruby $4.75

F.o.b. Toronto, London, Hamilton, and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2, per doz.	$1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4	4 70
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	$10 00
Dowswell	10 00
Noiseless	15 50
Hamilton	12 00
Ottawa	10 50
Peerless	10 50
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	107 00
Seafoam, engine drive	49 00
New Idea, electric	134 00
Sunshine	9 50
Popular, No. 1	10 50
Popular No.	10 00
Economic	12 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	50 50
Do., do., electric	108 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	15 50
Perfection, electric	113 50
Gem	16 50
Winner, plain	13 50
Connor Improved	10 00
Jubilee	9 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.50

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 26
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—		
No. 4, dozen	$29 40	
No. 8, dozen	33 60	
Universal—		
No. 4, doz.	$38 10	39 60
No. 8, doz.	46 40	48 60

MOPS

O-Cedar, doz, net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 00 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz.	3 35
Crank wringing, doz.	6 90

F.o.b. Montreal, Toronto, Hamilton, London

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.30 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.35 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $5.42½.

Sault Ste. Marie, Port Arthur, Fort William, $5.05-$5.35 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.85 base; London, $5.85; Hamilton, $5.85; no equalization of freights.

Roofing Nails—American, large head, keg, $9. London, $11.00.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$22 00
No. 6	21 00
No. 7	20 00
No. 8	19 00
No. 9 and up	18 00

Discount, 10%.



Ramsay's Helps

Now is the time to have our representative show you our agency proposition.

The Ramsay Lines in your store means a record paint season

FOR YOU.

"The right paint to paint right."

A. RAMSAY & SON COMPANY

Makers of Paints and Varnishes since 1842

MONTREAL

REVILLON WHOLESALE LIMITED

TORONTO **Edmonton Dist. Distributors** **VANCOUVER**

If interested tear out this page and place with letters to be answered.

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	1⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

⅝ inch mesh and 20 ga. wire.

24 inch	10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 12½-15% off list.

American netting, 10% off list.

	Per rod
Invisible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	$10 00- 10 50

F.o.b. Montreal, Toronto

OILS	Montreal	Toronto
Royalite, gal.	0 19½	0 18½
Palacine, gal.	0 22½	021½
Gasoline, net, gal.	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 18½
Black oil (Winter)	0 20½	0 19½
Imperial Kerosene Tractor	0 55	
Capital cylinder	0 62	0 61
Machine oil, regular grades	33½-42½	32½-41½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 29	0 28

List, less 15% on above.

Polarine Oil, list		0 85
Polarine Oil, heavy, list		0 85
Gargoyle Mobiloil, list		1 10

List, less 25% on above.

Fuel oil, bbls, net	0 14½	01 3½
Fuel oil, tank cars, net	0 13	0 12

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft roll
Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 30
Tarred Fibre, No. 2 roll	0 83
Surprise Fibre	0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	0 15
Carpet Felt, 16 oz., per 10 lbs.	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—	
5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50
Rock—	
7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 37

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	$.....
¼ in.	5 22	7 35	5 52	7 65
⅜ in.	5 22	7 35	5 52	7 65
½ in.	6 63	8 20	7 06	8 71
¾ in.	8 40	10 52	8 97	11 09
1 in.	12 41	15 56	13 26	16 41
1¼ in.	16 79	21 05	17 94	22 20
1½ in.	20 08	25 16	21 45	26 54
2 in.	27 01	33 86	28 86	35 71
2½ in.	43 29	54 11	.....	.....
3 in.	56 51	70 76	.....	.....
3½ in	71 76	88 78	.....	.....
4 in.	85 02	105 19	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$31 82	$38 30	$33 70	$40 20
2½ in.	47 97	58 21	50 90	61 10
3 in.	62 73	76 12	66 66	79 90
3½ in.	78 20	96 14	82 80	100 00
4 in.	92 65	114 00	98 10	119 00
4½ in.	112 00	137 00	125 00	149 00
5 in.	130 00	159 00	145 00	174 00
6 in.	169 00	206 00	188 00	226 00
7 in.	219 00	268 00	243 00	292 00
8 L in.	230 00	281 00	255 00	306 00
8 in.	265 00	324 00	294 00	353 00
9 in.	317 00	388 00	.....	.....
10L in.	294 00	360 00	326 00	392 00
10 in.	379 00	464 00	420 00	505 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4¼" and larger, 15%.

Terms 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

List plus 15%.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Medium and extra heavy pipe, 2 to 6 inch 15%

Medium and extra heavy fittings, 2 to 6 inch 25%

8 inch pipe and fittings....Net list

F.o.b. Toronto, Montreal

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4 oz. bottles, doz., list	3 00
12 oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs. 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 40
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Black Diamond tarred felt	4 10
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal. in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	30
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ¼c; 9-16 to 7-16 in. inclusive 1c; ⅜ in., 1¼c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	29
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Italian rope basis..On application	
Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	75 77½
¼-in. and up	74 76½

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

R. & A. sandpaper, 5% to 15% on list

B. & A. emery cloth, 5% on list

R. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10 lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%: Standard scales 10% discount; Weigh Beams, 50% discount. No discount allowed on stamping charge. F.o.b. Toronto Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	15 50

F.o.b. Toronto, London.

SCREEN DOORS

Kasement, No. 1, 2 ft. 8 in., $28.80; 2 ft. 10 in., $30.00; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lb	
10¾ oz.	$11 00	$12 00
U.S. 28	10 70	11 70
U.S. 26	10 0	11 40
22 and 24	10 25	11 25
18 and 20	10 10	11 10
16	9 95	10 95
14	9 85	10 85

F.o.b. Hamilton and Toronto

Colborne Crown — 16-20 gauge $12.55; 22-24 gauge, $12.75, 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$10 85
16 gauge	11 20	10 95
18-20 gauge	11 20	11 10
22-24 gauge	11 40	11 25
26 gauge	11 60	11 40
28 gauge	11 90	11 70
10¾ ozs.	12 25	12 00

Add 25c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbam "best-best
16	$12 55		$12 55
18-20	12 55		12 55
22-24	12 25		12 25
26	12 25		12 25
28	13 00		13 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES	Per square
Standard galvanized	$11 00
Shipping weight, 90 lbs	
Standard painted	8 50
Shipping weight, 80 lbs.	

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL	
Standard galvanized	$9 25
Standard painted	7 50

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa, Oshawa

SOLDERING COPPERS

Base, 3-8 lbs., 64½ lb. F.o.b. Toronto and Hamilton

SOLDER, BAR

See Weekly Report

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Freight allowed on shipments of 24 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list

Freight allowed on shipments of 24 heaters.

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

Alex. McArthur & Co., Ltd.

TRADE MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND

TARRED FELTS

and SHEATHINGS

Made at our own Paper Mills.

SAVE COAL

BY USING

BUILDING PAPER

It's Easier to Sell

Automobile SKATES

Their high quality is well known to Hockey Players and to the skating public.

The broad, straightforward Guarantee fully protects the purchaser.

Sales are therefore made quickly, saving the salesman's time and reducing selling expense.

How is your stock?

Canada Cycle & Motor Co. Ltd.

Makers of GOOD Bicycles

Montreal Toronto WESTON, ONT. Winnipeg Vancouver

CARTER'S

The Best Quality of Genuine Dry Red Lead and Genuine Dry Powdered Litharge

Paper manufacturers want a Red Lead to protect their steam and water pipes, and a Litharge to reline their digesters. Rubber and Color Makers need them. Shipbuilding firms must have them. Railways and Ironworks use them. Are you ready to supply the requirements of such firms in your district. Also

YOUR PAINTER

must have Genuine Red Lead and Litharge to meet his requirements. Do not delay in putting in a stock or you will lose good business which is rightly yours.

The Carter White Lead Co. of Canada, Limited, 91 Delorimier Avenue, Montreal

TO THE WESTERN CANADA DEALER

Does a connection with a progressive and aggressive, amply capitalized and fully equipped concern, grown to be the largest paint and varnish factory in Western Canada, appeal to you?

BRITISH AMERICA PAINT CO., LIMITED

Wants more live dealers in Western Canada. It co-operates with its dealers to make bigger and better business. Join up with a pushing selling organization that will help you put 'em over. Send for booklet "The Evidence." Tells the story in fac-simile letters from Bapco dealers.

DISTRIBUTING POINTS

Established at Victoria in 1900 the British America Paint Co., Ltd., has found ever-widening markets. To care for this trade branches have been opened at VANCOUVER, B.C., CALGARY and EDMONTON, ALBERTA, and REGINA, SASKATCHEWAN.

TO SELL AND RE-SELL

Paint MUST give satisfaction.

Bapco Pure Paint and Bapco Varnish are of the highest possible quality. To insure this the raw materials undergo chemical laboratory tests. Skilled makers see that the ingredients are perfectly proportioned and modern machinery insures proper grinding and blending. Rigid machine and chemical tests are made during process of manufacture and the completed mixtures are subjected to comparative tests with the fixed Standards. One big roof of the factory is devoted to weather tests.

The growth of the British America Paint Co. and its constantly expanding trade territory is convincing evidence, not only of the quality of its goods, but of its resourcefulness and enterprise as well.

BRITISH AMERICA PAINT CO., LIMITED

VICTORIA VANCOUVER CALGARY EDMONTON REGINA

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	....
Hollow Back Scoops	25 and 25	....	25 and 25
Sand Shovels	25 and 25	....	25 and 25
Hollow Back Shovels	25 and 25	....	25 and 25
Hollow Back Coal Shovels	25 and 25	....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's Doz.

American Queen, Nickeled Fittings. Cyco Ball Bearing	$51 00
Boudoir, Nic., Cyco B.B.	48 00
Club, Jap. Cyco Bearing	101 00
Champion, Nickeled Fittings	43 00
Champion, Japanned Fittings	36 00
Elite, Nic., Cyco B.B.	54 00
Grand, Nic., Cyco B.B.	64 00
Grand, Jap., Cyco B.B.	57 00
Grand Rapids, Nic., Cyco B.B.	48 00
Grand Rapids, Jap., Cyco B.B	41 00
Parlor Queen, Nic., Cyco, B.B.	54 00
Princess, Nic., Cyco B.B.	49 00
Standard, Nickeled Fittings	45 00
Standard, Nickeled Fittings	45 00
Standard, Japanned Fittings	38 00
Universal, Nic., Cyco Bearing	46 00
Universal, Jap., Cyco Bearing	39 00

SWEEPERS, VACUUM Bissell's Doz.

Grand Rapids, Nic.	$108 00
Household, aJp.	90 00
Superba, Nic.	126 00

F.o.b. factory Niagara Falls, Ont., and other jobbing points in Eastern Canada.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b Toronto, Hamilton, London.

TACKS Discount

Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917—Net list.	
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wires.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford. Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount. F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List plus 15%	

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain

Victor, No. 1	2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	4 70

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.

500 ft.	$0 23½
550 ft.	0 25¼
600 ft.	0 26½
650 ft.	0 28

In 5-ton lots ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 75-77-80¾

4-ply, wrapping, lb. 79-81¼-85

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES %

Ground work	42
Compression work, standard	47
High grade	41
Cushion work	40
Fuller work, standard	45
High grade	38
Basin cocks, No. 0 Standard	40
High grade	40
Bath cocks	50
Flatway stop and waste cocks, standard	50
High grade	47
Roundway stop and waste cocks, standard	50
High grade	47
Brass steam cocks, standard.	10% advance on list
Radiator valves, standard	10
High grade	Net
Patent quick opening valves.	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc, 5% advance	on list

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 40-10%.

Colonial, 27½%.

Imperial Ware, 27½%.

Pearl, 27½%.

Premier, net list.

Canada Ware, net list.

Diamond, net list. White Ware, 45%

Japanned Ware, list plus 30%.

Japanned Ware, White, list, plus 40%.

Plain and Jap Sprinklers, list plus 30%.

Barb $6.75

Stamped Ware, plain, 45%.

Stamped Ware, retinned, 40%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 45%.

Tinners' Trimmings, retinned, 40%.

Tinners' Trimmings, general, list plus 20%.

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list ,plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 70%.

Sheet Iron Ware, list, plus 20%.

Pieced Ware, ordinary, list, plus 50%. Fry Pans, 40%.

Spiders, steel, net list; cast iron, 10%.

Fire Shovels, Japanned, list, plus 20%.

Steel Sinks, painted, list plus 25%.

Steel Sinks, galvanized, list plus 25%.

Light Galv. Pails and Tubs, list plus 30%.

Heavy Galv. Pails and Tubs, list plus 20%.

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 40%.

Galv. Coal Hods, list, plus 50%.

Paper Lined Boards, 30 and 10%.

Wood Lined Boards, 30%.

Stove Pipe, patent, per 100, 6 in., $22.38; 7 in., $23.87.

Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.

Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...

Stove Pipe Thimbles, 45%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼-in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.20; ⅞ in., $18.20; 15-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 33 1-3 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.35
Section, ½ lb. per 100 lbs.	5.50- 5.85	5.50	6.00
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	4.25

WHEELBARROWS

Navvy, steel wheel, doz. $60.00

Garden, steel wheel, doz. 71.40

Light garden, doz. 64.20

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire Per 100 lbs

No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	9 00
No. 19	9 50

Hay Wire in Coils

No. 13	6 85
No. 14	7 00
No. 15	7 20
No. 16	7 45

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 10

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

Retinned Kneading Pans, 12½%.	
No. 9 pl. galv.	5.35- 6.00
No. 12 pl. galv.	5.50- 6.15
No 13 pl. galv.	6.00- 6.25
No. 9 coil sp.	5.50- 6.00
No. 12 coil sp.	5.80- 6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 50

Fence staples, galvanized. $6.25-6.50

In 25-lb. boxes add 25c extra

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.....10%

Brass wire, 3 to 24 gauge, add 40%

25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 25

In 50-ft. rolls 3 55

Galvanized, per 100 sq. ft. in 100 ft. rolls 4 75 5 50

Bronze, sq. ft. 0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$15 60	18 in.	$35 00
10 in.	17 40	24 in.	50 60
14 in.	24 45		

Coes—	Doz. net		Doz. net
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		

Stillson—	Each	Doz. net
6 in.	$1 20	$14 00
8in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 35	50 60
36 in.	....	94 20
48 in.	....	139 20

EMPIRE SELF-CLOSING BIBBS

BALL BEARING

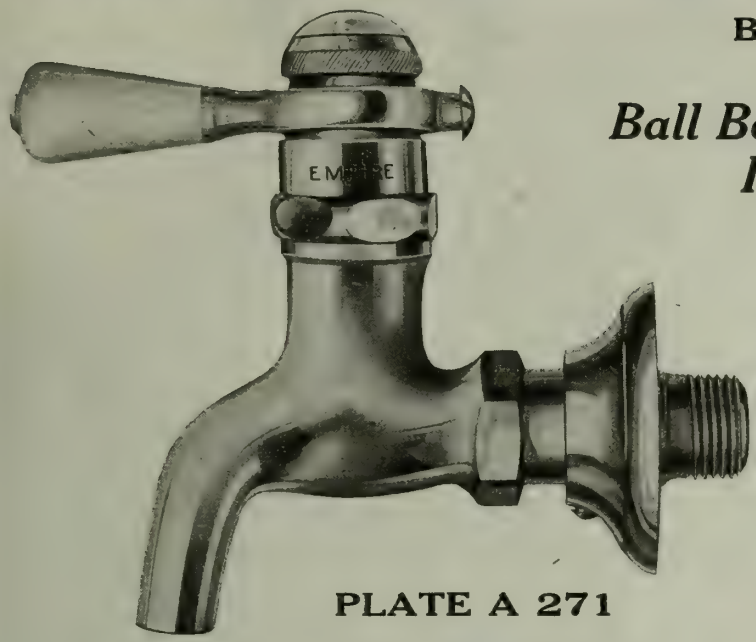


PLATE A 271

Ball Bearing Lever China Index Handle

If you want to build up bigger business, you need dependable goods. You need to install those goods that are made right and fully guaranteed.

Empire Self-closing Bibbs are made right; they are fully guaranteed, and do not waste water. One of the greatest economic wastes in our towns and cities is water. Most office and factory buildings and public institutions are on the meter system, and wasting water is a serious matter.

Empire Self-closing Bibbs will save the price in water rates in less than a year. It is unpatriotic to waste water, particularly these days, because every gallon of water needs some kind of power to pump same.

Get full information from us about this line right now, it's a real winner.

Empire Manufacturing Company Limited

LONDON TORONTO

Have You Used UNIVERNISH?

"The Varnish that Lasts Longest"

We wish every dealer to put a display box on his counter—it's a sure seller, the profit is good and repeat orders are certain.

UNIVERNISH is the one varnish for all uses—good on floors, tables, pianos, woodwork, automobiles, motor boats, etc., etc. Good anywhere and everywhere; impervious to hot water; even ammonia cannot injure its beautiful gloss.

Put up in all sizes from Quarter Pints up

The Dougall Varnish Co., Ltd., Montreal

"The Varnish that Lasts Longest"

Associated with MURPHY VARNISH CO., U.S.A.

QUALITY DOUGALL VARNISHES FIRST

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1.$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	14-16

BRUSHES

Acme, 15 lbs. each.....	$2 25
Acme, 20 lbs., each.....	2 75
Acme, 25 lbs. each.....	3 25

F.o.b. Toronto.

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs....	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs....	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs....	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs....	0 15
Imp. green, 100 lb. kegs....	0 25
Chrome green, pure	0 35
Chrome yellow 17-31	
Brunswick green, 100 lb. k..	0 12
Indian red, 100-lb. kegs....	0 15
Indian red, No. 1, 100 lb. k..	0 06
Venetian red, best bright...	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry.....	0 15
Golden ochre, 100 lb. kegs..	0 06½
White ochre, 100 lb. kegs..	0 04
White ochre, barrels	0 03
Yellow ochre, barrels 3½-5	
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs...	7-8c
Canadian red oxide, bbls....2	-2¼
Super magnetic red.....	2¼-2½c
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE
1 lb. tins—

Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure 30-32	
French spruce ochre, pure...25-28	
Greens, pure 28-35	
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure ..	0 40
Lampblack	0 40
Marine black, 5 lb. irons.....	0 20

F.o.b. Montreal, Toronto.

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs.....$28 00	
Case No. 8—100 ½-lb. pkgs..	31 00
Case No. 9—200 ¼-lb. pkgs..	38 00
Discount.	
French medal (prices withdrawn)	
English common sheet.....	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags.....	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags.....	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags..	24

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25 .....$16 80		$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 25%.
Sheet glass, 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each $0 80			
Plates from	1 to 2	feet, each	0 90
"	2 to 3	"	0 95
"	3 to 4	"	1 15
"	4 to 5	"	1 35
"	5 to 7	"	1 50
"	7 to 10	"	1 70
"	10 to 12	"	1 75
"	12 to 15	"	1 85
"	15 to 25	"	1 95
"	25 to 50	"	2 15
"	50 to 75	"	2 20
"	75 to 90	"	2 25
"	90 to 100	"	2 30
"	100 to 120	"	2 60
"	120 to 140	"	2 90

Plates 101 to 110 wide containing not over 100 ft. each... 3 00
Plates 111 to 120 wide containing not over 100 ft., each... 3 40
Plates 101 to 110 wide containing over 100 ft., each..... 3 40
Plates 111 to 120 wide containing over 100 ft., each..... 3 75
Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 10 0lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure $17 50		$17 80
Crown Diamond	17 50	17 80
Crown, pure	17 50	17 80
Green Seal	17 50	17 80
Ramsay's Pure	17 50	17 80
Moore's Pure	17 50	17 80
Tiger, Pure	17 50	17 80
O.P.W. Dec. Pure...	17 50	17 80
Red Seal	17 50	17 80
Decorators' Pure ...	17 50	17 80
O.P.W. English	17 70	18 00
Elephant Genuine ..	18 00	18 30

B.B. Genuine Lead, less than tons, $19.70, Toronto; $19.40, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)		
Genuine, 560-pound casks, per cwt.....$14 00		$14 50
Genuine, 100-pound kegs, per cwt.....	14 75	15 50
Less quantity	16 00	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE	Pound	Pound
Barrels, 600 lbs...	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO
Tints, 5-lb. packages, per 100 lbs., $8.40; white, 5-lb. packages, $7.80.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white $4 20	
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 40
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 30
B.H. Fresconette, white	3 35
B.H. Fresconette, colors.....	3 25
Moore's House Colors, white..	4 05
Moore's House Colors, colors.	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 25
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor ...	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white.	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor ..	3 30
O.P.W. Flat Wall, white.....	3 30
O.P.W. Flat Wall, colors.....	3 10
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white..	4 30
Martin-Senour, 100%, colors..	4 05
Martin-Senour, Porch aint ..	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams Floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros. H.S., colors	4 05
Lowe Bros. Hard Drying Floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 15
Pearcy's Prepared, white	3 50

F.o.b. Montreal, Toronto.

PARIS GREEN	C.P. Berger's and Munro's Per lb.	
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250		
In 50 lb. and 100 lb. drums	0 61¼	0 62
In 25 lb. drums.....	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case.....	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY	Montreal	Toronto
Standard	Less than tons	
Bulk, in casks $5 60		$5 90
Bulk, 100-lb. drums..	6 45	6 75
Bulk, 25-lb. drums ..	6 70	7 00
Bulk, 12½-lb. irons..	6 95	7 25
Bladder, in bbls.....	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c, Hamilton 30c, London and Windsor 40c per 100 lbs. over Montreal quotations.

ROSIN	
Barrels, 100 lbs.	$6 90
Less, per lb.	0 08

SHELLAC
Pure White, gal.... $4 75-$4 90
Pure Orange, gal.... ....- 4 50
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans $3 30	
B.H. Vanisher	3 00
Cumoff	3 30
Takof	3 25
O.P.W. Presto	3 00
Lingerwett 2 80-3 25	
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins .....$1.32-$1.45	
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz...	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list....	7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%	
Elastilite	3 25
Granitine Floor Finish	3 25
Hydrox Spar	3 65
Sun Varnish	2 60
Sun Spar	4 63
Sun Waterproof Floor.....	3 40
Jasperite Interior and Exterior	2 65
Jasperite Pale Hard Oil ...	1 90
Jasperite Indestructo Floor Finish	2 65
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 86
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 47
Rexspar	4 62
Sear-Not	3 34
Kyanize Spar	4 95
Kyanize Cabinet Rubbing ..	3 85
Kyanize Interior	3 85
Luxeberry light	3 80
Luxeberry granite	3 52
Luxeberry spar	4 95
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.....	0 13½
Opalite, 100 lb. kegs.....	0 14
1 gal. packages, per pkg...	0 75
½ gal. package, per pkg...	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21

WHITE

XXX	0 20
XX	0 18
X	0 17
XC	0 16
Japanese	0 15
XXX Extra	0 21
X Grand	0 19¾
XLCR	0 18½
X Empire	0 17¼
X Press	0 16

COLORED

No. 5	15
No. 1	14
No. 7	13
No. 1A	11½
No. 1B	10½
Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	10½

Above lines subject to trade discount for quantity.

WAX	Per lb.
C. & B. Floor Wax $0 40	
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 38
O.P.W. Lion Brand	0 35
Old English 0 53	0 62
Johnsons 0 57	0 62
Jamieson's liquid wax, gal...	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls. $2 50
F.o.b. Montreal, Toronto, London
Gilders, bolted, in bbls..... 3 00

WOOD ALCOHOL .	per gal
In five gallons.....$1.80-$1 90	
In barrels ....- 1.79	

$1 extra for barrels

F.o.b Montreal, Toronto, London.

GLASS

Now is the time to sort up on

WINDOW GLASS

We can take care of your requirements from our branch warehouses and make prompt shipments.

We stock and manufacture Plate, Bevelled Plate, Mirrors, Window, Figured, Leaded, Wired and Prism Glass.

Catalogues and price lists will be sent free upon application.
WRITE, PHONE OR WIRE your wants.

HOBBS MANUFACTURING COMPANY, LIMITED

Montreal Toronto London Winnipeg

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.86; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.60; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 27c per lb.; clip horn, 28c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Dougle Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.50 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 37½% off list.

Standard, 30% off list. 25% extra.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.65 per lb.; cut, $1.85 per lb.; rawhide, sides, $1.60; cut, $1.80.

Blue Stone (Vitriol) 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 20%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil,: 3-16 in., $18.40; ¼, $16.00; 5-16 in., $13.60; ⅜, $12.40; 7-16, $12.20; ½, $12.00; 9-16, $12.00; ⅝, $11.75; ¾, $11.50; 1 in., $11.25; Logging, 5-16 in., $15.40; ⅝, $14.20; ½, $13.80; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 75c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. bbls., 30c lb.; 100-lb. bbls. 31c lb.; 10-lb. jugs, $8.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $2.75.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 10% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.	$12 50	$12 50
28 Am. or 26 Eng.	12 00	12 00
26 Am. or 26 Eng.	11 70	11 70
24	11 55	11 55
22	11 55	11 55
18 and 20	11 40	11 40
16 Am.	11 25	11 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 10
Mrs. Pott's No. 50, set	2 25

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE. $15.40.

LEAD WASTE. $16.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 30
3	2 95
4	5 25
Barn Door	
5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 65
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 25

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 7 75	$ 8 25
Empress	10 00	10 60
Daisy	6 25	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.80 base; Winnipeg, $6.25 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.		$6 30
	30 in.	9 65
	36 in.	9 00
2 in. mesh x 24 in.		3 05
	30 in.	3 60
	36 in.	4 20
	48 in.	5 60
	60 in.	6 95
	72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 51½c; Prairie Harvester oil, 58c.

PAINTS

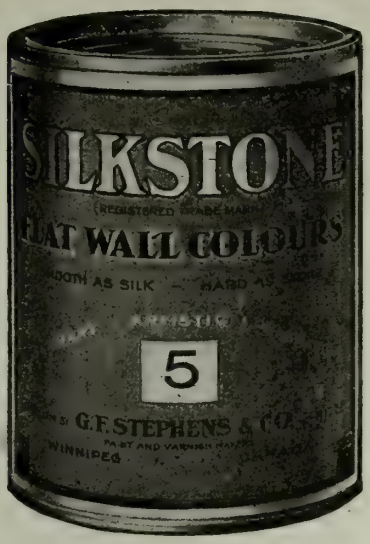
Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.40; Silkstone, $3.40; Stephens' Barn Paint, $1.65.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 10

(Continued on second page)



SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Through Stephens' wide and persistent advertising, through window displays, counter displays and personal suggestion, through its own reputation, the Economical—and Decorative Advantages of Silkstone Flat Wall Colours have been driven home in the minds of the buying public—**the correct answer to all decoration problems.**

"Silkstone" is cheaper than wall paper, more sanitary—more permanently beautiful. "Silkstone" goes on easily and quickly, and dries hard with a soft, silky finish that wears like the plaster on which it's laid.

Right now when economy is so much in the public mind, you should sell more "Silkstone" than ever before.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers

WINNIPEG and **CALGARY**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 00	$ 8 35
⅜ inch	6 05	8 45
½ inch	7 85	9 60
¾ inch	9 95	12 30
1 inch	14 70	18 20
1¼ inch	20 00	24 70
1½ inch	23 75	29 35
2 inch	32 00	39 50
2½ inch	51 25	63 15
3 inch	66 20	82 60
3½ inch	86 85	.....
4 inch	103 00	.....
4½ inch	118 50	.....
5 inch	138 00	.....
6 inch	179 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $11; full polished $12.50; 18 x 24, half polished, $11; full polished, $12.50; 20 x 28, half polished, $11; full polished, $12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½ x 14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39¾c base; British Manila, 33¾c base; lath yarn, 28¼c base; African hemp, 33¾c base; cotton rope ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0 ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $10.00; Watch Spring, $10.40; Lance Tooth or Lightning Blades, $10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$ 87 00
Household, Jap.	75 00
Superba, Nic.	102 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 30
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 55 to 56.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $8.00 base; other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $8.50; ¾ in., $8.75; ¾ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE—

20 x 28 I.C.	$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.C.	40 00
Terne plates	24 00

TRAPS, GAME—

	Victor	H.& N.	Jump
No. 0	$1 95	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 60	6 70
No. 3	6 40	10 00	....

TUBS—

	Wood	Fibre
No. 0	$21 35	$23 80
No. 1	18 80	20 45
No. 2	16 40	16 95
No. 3	14 00	14 45

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 0% discount.

Premier, Canada, Diamond, plus 12½%.

Whiteware, 40% discount.

Japanned Ware, list, plus 40%.

Japanned Ware, white, list, plus 50%.

Japanned Sprinklers, list, plus 40%.

Stamped Ware, plain, 40% discount.

Stamped Ware, ret'd, 33 1/3% discount.

Pieced Tinware, ordinary, list, plus 65%.

Pieced Tinware, copper bottoms, list, plus 85%.

Sheet Iron Ware, list, plus 30%.

Light Galv'd Pails and Tubs, list, plus 40%.

Heavy Galv'd Pails and Tubs, plus 30%.

Jap. Coal Hods, list, plus 50%.

Galv'd Coal Hods, list, plus 60%.

WASHERS—

Iron, small lots, 33% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $18.40; less than ton lots, $18.75.

WIRE, BARB—

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William $5.10 Winnipeg; Baker, 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized Ft. William, No. 9, $5.65; No. 12 $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 50
8 in.	7 80
10 in.	9 10
12 in.	11 70
15 in.	15 60
Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$ 1 10
8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45
Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

	Dozen	
Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $58.85 per doz.; Reliance, $70.50 per doz.; Emperor, $132.

Royal Canadian, $54.50 per doz.;

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS, MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON, FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER — THE RETAILER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

Nonolio National Polish

KEEPS CARS NEW, CLEANS, POLISHES, PROTECTS FINISH. HAS NO EQUAL.

Auto Owners Want the Best. Give Them

NONOLIO NATIONAL

in the can with the RED, WHITE and BLUE LABEL

Note the Label





Be prepared for the demand. Write for our proposition, or send order for sample dozen cans. **A Real Leader for Live Dealers.**

ASK US FOR AUTOMOBILE SUPPLY BOOKLET

D. ACKLAND & SONS, LIMITED

WINNIPEG, CANADA

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes Ltd., Winnipeg, Man.

Alabastine
The Alabastine Co., Ltd., Paris, Ont.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Ware Mfg. Co., Oakville, Ont.

Ammunition
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
W. B. Dalton & Sons, Ltd., Kingston, Ont.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Auto Accessories
Auto Accessories Ltd., Winnipeg, Man.
Air-Tite Mfg. Co., St. Thomas, Ont.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Canada Sales Co., Toronto.
Canadian Carbon Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Cushman Motor Works, Ltd., Winnipeg, Man.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Fernald Mfg. Co., North East, Pa.
Great West Electric Co., Ltd., Winnipeg, Man
Gutta Percha & Rubber Ltd., Toronto.
Homer & Wilson, Hamilton, Ont.
W. W. Hicks, Winnipeg, Man.
Hyslop Bros., Toronto.
C. Kloepper, Limited, Toronto, Ont.
Line, Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill
Frank Mossberg Co., Attleboro, Mass.
McKinnon Chain Co., St. Catharines.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Prairie Motor Sales Co., Moose Jaw, Sask
Rock Island Mfg. Co. Chicago, Ill.
The Royal Canadian Specialties, Hamilton, Ont.
C. A. Shaler Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Samuel Trees & Co., Toronto.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties Co., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Carriage Factories, Ltd., Brockville, Ont.
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg Co., Ltd., Otterville, Ont.

Barrel Liners
J. N. Warmington & Co., Montreal, Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal,
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls,

Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.

Brass Goods
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham

Brass, Sheets and Rods
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd. Toronto
Plewes Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Bolts and Nuts
Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boiler Tubes
Baines & Peckover, Toronto.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Eye
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.
The Toronto Lock Mfg. Co., Toronto, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Blowers, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont.
The Stanley Works, New Britain, Conn
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.



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Let this *Worthy Brand* Dominate Your Paint Department And Hold Your Trade

Only the skilled and expert chemist can determine Jamieson quality by *examination*. To the workman, however, Jamieson quality is determined only by *service*.

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R. C. Jamieson & Co., Limited

Established 1858

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THE BUYERS' GUIDE

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.
Camp Furniture
Otterville Mfg. Co., Ltd., Otterville, Ont.
Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.
Canoes
Canadian Canoe Co., Peterboro, Ont.
Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Cash Carriers
Gipe-Hazard Store Service Co., Toronto.
Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville
The Toronto Lock Mfg. Co., Toronto, Ont.
Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Carpet Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.
Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.
Cable Carriers
Gipe-Hazard Store Service Co., Toronto
Ceilings and Walls, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.
Chair Seats
Canadian Veneering Co., Montreal, Que.
Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New, Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.
Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.
Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.
Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Vol-Peek Mfg. Co., Montreal.
Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
Chucks, Tap
Wells Bros. of Canada, Galt.
Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary,
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.
Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.
Clocks
Western Clock Co., La Salle, Ill.
Clothes Racks
Walter Woods & Co., Hamilton.
Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Williams & Co., J. H., Brooklyn, N.Y.
Clippers
American Shearer Mfg. Co., Nashan, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.
Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.
Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont
Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.
Canadian Woodenware Co., St. Thomas, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.
Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.
Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.
Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.
Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.
Concrete, Reinforcing Steel
Baines & Peckover, Toronto.
Conductor Pipe, Hooks, Heads, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.
Connecting Rods
Williams & Co., J. H., Brooklyn, N.Y.
Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Corner Bead, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Cornices, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Cooking Ware
Corning Glass Works, Corning, N.Y.
Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.
Crowbars
B. J. Coghlin & Co., Montreal.
Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.
Cultivators
C. S. Norcross & Sons, Bushnell, Ill.
Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Clyde Cutlery Co., Clyde, N.Y.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
J. Wiss & Sons, Newark, N.J.
Wilkinson Sword Co.
Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).
Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.
Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.
Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.
Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.
Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.
Display Racks and Stands
Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.
Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.
Doors, Screen
Kasement Skrene Dore Co., Toronto.
Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.
Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.
Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.
Doors, Fireproof, Metal
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
The Toronto Lock Mfg. Co., Toronto, Ont.
Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.
Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Drills, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.
Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.
Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.
Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Drop Forgings
Williams & Co., J. H., Brooklyn, N.Y.
Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Dusters
Channell Chemical Co., Toronto.
Dynamite
Du Pont American Industries, Wilmington, Del.
Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.
Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.
Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.
Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.
Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Factory Products Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.
Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.
Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man
Toronto Lock Mfg. Co., Toronto.
Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.
Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Superior Electrics, Ltd., Pembroke, Ont.
Electrical Toys
A. C. Gilbert Co., New Haven, Conn.
Electro-plating
Toronto Lock Mfg. Co., Toronto.
Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.
E. T. Wright Co., Hamilton, Can.
Engines
Cushman Motor Works, Ltd., Winnipeg, Man.
Emery Glass and Papers
John Oakey & Sons, London, Eng.
Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.
Alexander Gibb & Co., Montreal, Que.

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Lucas Dry Colors and Lucas Imperial French Green

These famous colors, made by us in Canada according to the Lucas formulae, are of the same superior grade that has made the name Lucas synonymous with color perfection.

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Cheaper than White Lead.

A blended white that meets all requirements of good painting at a considerable saving over the cost of White Lead. Means larger profits to the Dealer. Put up in 25-lb. irons only.

Munro's Pure Paris Green

Place your order now and be assured of next Summer's supply.

Three generations of Canadians have placed their O.K. on Crown Diamond Paint Products. Since 1842 they have steadily grown in favor with dealers and public.

More dealers every year are realizing that the Crown Diamond Agency means greater profits. The position of this company as manufacturers and importers of heavy chemicals, dry colors and aniline dyes, and the fact of there being but one sales organization for these and other products makes for lower manufacturing and sales costs and a greater margin of profit to the dealer. The Crown Diamond Agency thus gives the dealer a greater personal interest in the paints he sells.

Note the big selling Paint Specialties listed in the panel.

Get particulars from us direct or from the following distributors of Crown Diamond Paints:

Stewart & Wood, Ltd., Toronto.
W. B. Dalton & Son, Ltd., Kingston, Ont.
Robertson, Foster & Smith, Ltd., St. John, N.B.
Crowell Bros., Limited, Halifax.

McARTHUR, IRWIN, LIMITED

Established 1842 **MONTREAL**



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THE BUYERS' GUIDE

Eveners
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garanoque, Ont

Extinguishers, Fire
Great West Electric Co., Ltd., Winnipeg, Man
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng

Fanning Mills
Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, On.

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.

Fibre Ware
E. B. Eddy Co., Hull, Que.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kempass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.

Flag Holders
International Sales Co., Winnipeg, Man.

Flashings, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary,

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.

Forges, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Fixtures, Store
Milbradt Mfg. Co., St. Louis, Mo.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary,
Record Fdry. & Machine Co., Ltd., Moncton, N.B.
Saunders & Co., Montreal, Que.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Garden Cultivators and Weeders
C. S. Noreross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Granary Lining
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Gloves
American Pad & Textile Co., Ltd., Chatham, Ont.
Hamilton-Carhartt Co., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont

Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters
Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hammocks
Galt Robe Co., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Barn Door
Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

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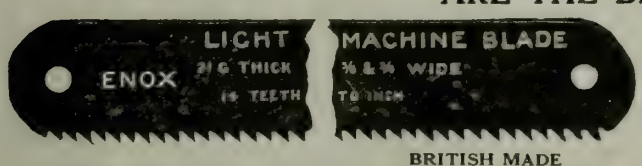
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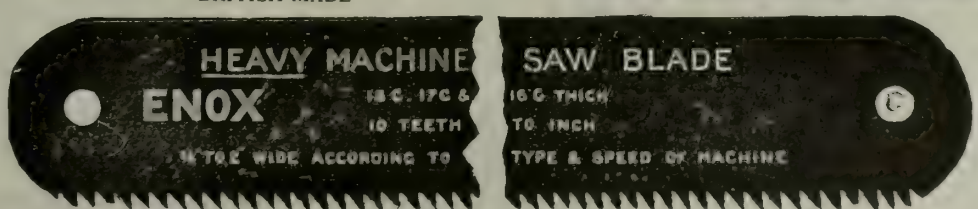
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Hatchets
Canada Foundries & Forgings, Ltd., Brockville
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Superior Electrics, Ltd., Pembroke, Ont.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.

Horse Nails
C. Kloepper, Limited, Toronto, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Empire Mfg. Co., London, Ont.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron and Steel, Structural
Baines & Peckover, Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works. Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extention, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
Evan L. Reed Mfg. Co., Sterling, Ill.

Lath, Metallic
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
Basters Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Churton & Taylor, Toronto.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lath, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.
Lumber Products Ltd., Winnipeg, Man.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Leather Belting and Soles
Beardmore & Co., Toronto.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.
Toronto Lock Mfg Co., Toronto, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.

Mantles, Gas
Hamilton Gas Mantle Co., Hamilton, Can.

Marine Brass Work
Empire Mfg. Co., London, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Expanded
Baines & Peckover, Toronto, Ont.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mica
A. G. Martin, Ottawa, Ont.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.
Toronto Lock Mfg. Co., Toronto.

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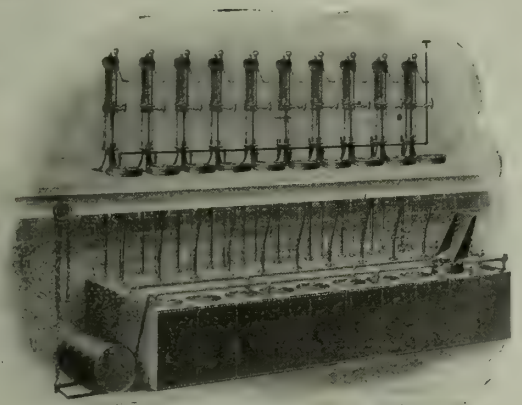


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Every farmer and stock raiser in your community will require a Feed Cooker. The superior merits of the "Anthes" will make it a big sales-getter.
The cauldrons are of high-grade cast iron, uniform in thickness and smoothly finished inside and out. They come in 20, 40, 50, 60 and 75-gallon sizes, Imperial measure, conforming to the new law which prohibits the use of wine measure.
In the 20 to 60-gallon sizes the jackets are of 16-gauge sheet steel, and in the 75-gallon size of 14-gauge sheet steel, reinforced at bottom with heavy band iron.
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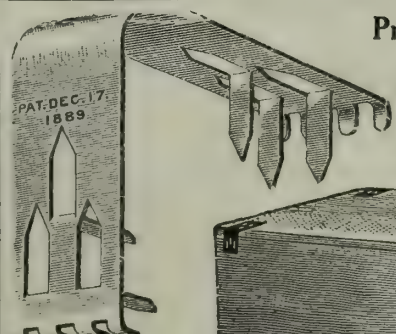
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of highest Quality, guaranteed at destination* to Equal *Government Standards

Nothing but **selected pure Gum Products** from **Distilleries** using the **most Modern methods of manufacture** and **handling** and following a **strict set** of specifications to insure the **Highest Uniform Quality.**

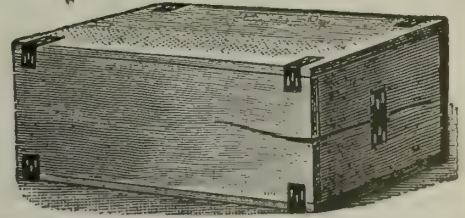
Shipments made direct from Distilleries. Grades guaranteed at destination to equal **Government standards.** Stocks carried in Toronto, car or less car lots. Write for quotations.

FRED SMITH
Mail Building, Toronto, Can.



Protect Your Shipments

Clutch nails are used on all size boxes to reinforce and cooper them; also as bung protectors on oil and paint barrels, crates, cheese boxes, etc., etc.



All sizes round and square corner

J. N. WARMINTON & CO.
Box Straps MONTREAL *Lead Seals*

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Tarbox Bros., Toronto, Ont.
Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.
Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Que.
Ford Motor Co., Ferd Ont.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.
Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.
Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.
Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.
Neckyokes
Gregg Mfg. Co., Ltd., Winnipeg, Man.
Oakum
Scythes & Co., Ltd., Toronto, Ont.
Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.
Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.
Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal
Sheet Metal Products Co. of Canada, Toronto.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Iron and Wire Work
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, Barn, Roof, Flat Wall Concrete, Floor, Cement, Aluminum, Marine
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.
Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.
Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.
Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.
Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.
Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.
Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.
Piston Rod Pocking
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pitch
Scythes & Co., Ltd., Toronto, Ont.
Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.
Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg
Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton
Pins, Escutcheon
Parmenter & Bulloch, Gananoque
Pipe Cleaner (sewer and drain)
Chamberlain Desolvo Co., Ltd., Toronto, Ont
Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.
Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto
Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Tools
Empire Mfg. Co., London, Ont.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.
John Stevens Co., Ltd., Winnipeg, Man.

Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.

Plates, Plain and Chequered
Baines & Peckover, Toronto.

Polishes, Auto and Furniture
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Polishes, Knife
Jno. Oakey & Sons, London, Eng.
Poles, Electric Light
Northern Electric Co., Montreal
Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.
Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.
Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.
Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.
Powder, Gun
Hercules Powder Co., Delaware.
Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.
Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Aylmer Pump Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Empire Mfg. Co., London, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes
Ward & Payne, Sheffield, Eng.

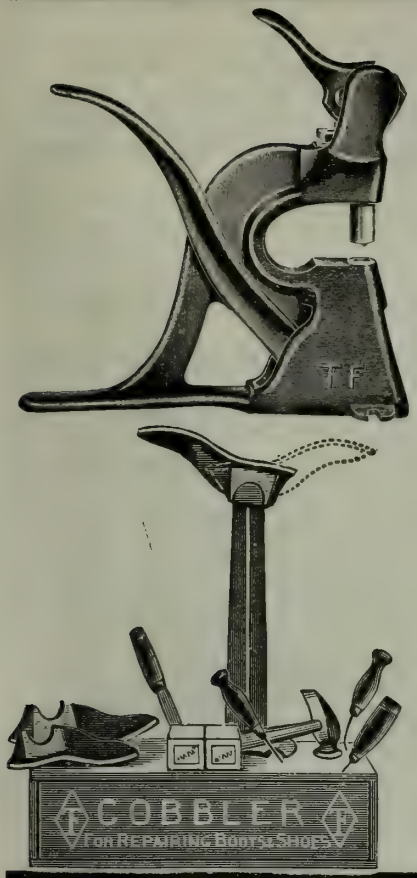
Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto
Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.
Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Rifles
Harrington & Richardson Arms Co., Worcester, Mass.
Rivets
Parmenter Bulloch Co., Gananoque, Ont.
Stowell Screw Co., Ltd., Montreal.
Roofing, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.



The High Cost of Shoe Leather Keeps Taylor-Forbes Outfits in Demand!





The present high cost of leather and shoe repairing is boosting sales for Taylor-Forbes shoe repair outfits and fittings.

Hardware dealers will do well to take advantage by stocking a few T.-F. popular kits and supplies at once.

When writing ask about other fast-selling T.-F. lines.

Order from your jobber.

Taylor-Forbes Co., Limited

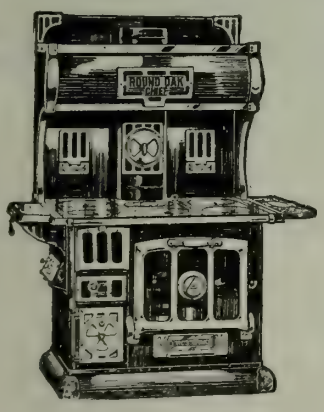
Taylor-Forbes Co., 246 Craig St., Montreal; H. G. Rogers, Limited, 147 Prince William St., St. John, N.B.; Canadian United Mfrs. Agency, London, Eng.

Head Office and Works:

Guelph, Ontario

Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.; H. F. Moulden & Son, Travelers' Bldg., Winnipeg, Man.

Round Oak Goods



Here is another internationally advertised line of exceptional merit. This firm is one of the original manufacturers in the market putting all their efforts behind one range, one heater, one base burner and one furnace, and we feel that with their many years' experience they should be able to turn out a good article. They do not use scrap iron and for that reason get a material, which while a little higher in price, gives genuine satisfaction, and always brings back the neighbor as a customer as well as the one to whom you have made the sale. We carry a full stock of repairs and that feature recommends it. Since this firm started doing business in Canada many years ago there never has been a time when you could not get their repairs in a hurry. We would be glad to co-operate with you in any local advertising scheme you wish to put on. If you need any advertising matter write us.

MEHASCO

ANOTHER MEHASCO MESSAGE

15

MERCHANTS HARDWARE SPECIALTIES, LIMITED, CALGARY

Advertising makes for better merchandise—

Not only does advertising create a good impression regarding the merchandise advertised but it MAKES FOR BETTER MERCHANDISE. There are added responsibility and written-printed claims to substantiate.

THE BUYERS' GUIDE

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Rope
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Fred Smith, Toronto, Ont.

Rules
Jas. Chesterman & Co., She..eld, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Sawset
Chas. Morrill, Inc., New York.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Siding, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Machinery Co., Ltd., Renfrew, Ont.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screen Doors
The Kasement Skrene Dore Co., Toronto.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stowel Screw Co., Ltd., Montreal.

Screw and Bolt Cases
Duluth Show Case Co., Duluth, Minn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Montreal, Que.

Separators
Dominion Sewing Machine & Phonograph Co., Winnipeg, Man.
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
B. & S. H. Thompson, Montreal, Que.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

Shingles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Shower Baths
Empire Mfg. Co., London, Ont.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Skylights, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Solderall
Thos Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.
Supplies Ltd., Kentville, N.S.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
Northern Electric Co., Ltd., Toronto
Sharp Spark Plug Co., Cleveland, Ohio.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Stampings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Clare Bros., Preston, Ont.
Bert Conway, Winnipeg, Man.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
Galt Stove & Furnace Co., Ltd., Galt, Ont.
Gurney Foundry Co., Toronto
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary,
D. Moore Co., Ltd., Hamilton, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves and Ranges, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
O-Rib-O Mfg. Co., Winnipeg, Man.
Safety Stove Pipe Co., Ltd., Toronto, Ont.
Sheet Metal Products Co. of Canada, Toronto.

Steel, Cold Rolled Band
J. N. Warmington & Co., Montreal, Que.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary,
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Staves, Friction
Toronto Lock Mfg. Co., Toronto.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Supply Pipes, Iron and Brass, Bath and Basin
Empire Mfg. Co., London, Ont.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Cistern
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Empire Mfg. Co., London and Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Scythes & Co., Ltd., Toronto, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q.

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal,
Vokes Hardware Co., Ltd., Toronto, Ont.

Tires and Tubes, Bicycle
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Kribs, Wm. A., Hespeler, Ont.

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg
Can. Blower & Forge Co., Ltd., The, Kitchener.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal
A. C. Gilbert Co., New Haven, Conn.
Lumber Products, Ltd., Winnipeg, Man.

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Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Towel Bars
Kinsinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont
The Veterans Mfg. Co., East Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
North American Hardware Co., Ltd., Montreal.
Vivid Electric Lamp Co., Toronto.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Eddy & Co., E. B., Hull, Que.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Turpentine
Brown Corporation, Portland, Maine.
Fred Smith, Toronto.

Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Vaccuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal, Que.

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Canadian Fairbanks-Morse Co., Montreal.
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Milwaukee Valve Co., Milwaukee, Wis.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng

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Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
Jenkins Bros Co., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.

Varnishes
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Glidden Varnish Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Vehicles, Business
Canada Carriage Factories, Ltd., Brockville, Ont.
Canadian Pneumatic Tool Co., Ltd., Montreal, Q
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Veneer Seats
Canadian Veneering Co., Montreal, Que.

Ventillators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Wagons
Woodstock Wagon Mfg. Co., Woodstock, Ont.

WALLBOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Walnut Seats
Canadian Veneering Co., Montreal, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
The Toronto Lock Mfg. Co., Toronto, Ont.
Otterville Mfg. Co., Otterville, Ont.
Wilkinson & Kompass, Hamilton

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cushman Motor Works, Ltd., Winnipeg, Man.
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Maytag Co., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Nineteen Hundred Washer Co., Toronto, Ont.
Northern Electric Co., Montreal
John Watson Mfg. Co., Winnipeg, Man.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Wash Tubs
E. B. Eddy & Co., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Water Supply Systems
Empire Mfg. Co., London, Ont.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Swan Mfg. Co., Winnipeg

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wholesale Hardware
Thos. Birkett & Co., Ottawa, Ont.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice, Lewis & Sons, Ltd., Toronto
Wm. Stairs, Son & Morrow, Ltd., Halifax, N.S.
W. H. Thorne & Co., Ltd., St. John, N.B.
White's, Ltd., Collingwood, Ont.
Wood Vallance & Co., Winnipeg, Man.
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Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

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Metallic Roofing Co., Toronto and Winnipeg

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire Hoops
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Steel Co. of Canada, Ltd., Hamilton

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Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
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Lewis Bros., Ltd., Montreal
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Plewes Ltd., Winnipeg, Man.
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Connor & Son, Ltd., J. H., Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary, Alta.
White Mop Wringer Co., Fultonville, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.



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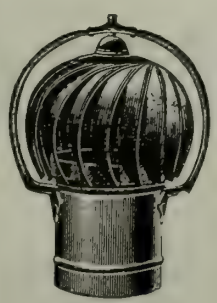
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Say You Saw It In Hardware and Metal

The Story of War Under the Earth

THE German sappers had discovered and broken into a Canadian tunnel. They had planted a machine gun at their end and sent a shower of bullets down the dark, narrow passage whenever the Canadians made any effort to enter their underground galleries. The story of how two Canadians nailed steel snipers' shields to the front of a push cart and shoved it ahead of them up to the very teeth of the gun, and how they dropped a can of deadly explosive, hopped on to the cart, and let it coast back down the tunnel, while bullets rattled on the shield like hail and, finally, how the explosive blew up the machine gun and its crew and blocked the passage again—this remarkable story is told by Lieut. C. W. Tilbrook (who was one of the two) in the course of an article, "An Underground Tank," in October MACLEAN'S.

Recently a Toronto newspaper declared editorially that the public was tiring of war books and war stories because of the sameness of them. The newspaper was right. But the public literally devours any story of the war that is new. The series of articles that Lieut. Tilbrook has done for MACLEAN'S have been read with an astonishing amount of interest *because they are different from anything that the public has yet read.*

Warfare in the tunnels is a terrible business—grim, silent, cruel. It is a strangely technical phase of warfare and the "sappers" go about their business with queer instruments that might have figured in a Jules Verne phantasy. To read of underground fighting, as Lieut. Tilbrook tells of it, is to get a vision of a new kind of war altogether—something gripping, fearsome and mystifying.

"An Underground Tank," is the best of his series. But, after all, it is only one feature in a long array that makes the October issue of MACLEAN'S one of unparalleled interest.

A STRANGE CHANGE IN WOMAN'S WORLD. By Agnes C. Laut.

The new status of women, arising out of the war, is treated in the powerful style of this famous writer, who came from the Canadian West. It introduces a new thought.

CONSCRIPTION AFTER THE WAR. By Brigadier-General A. C. Critchley.

A young Canadian who rose from Lieutenant to General in three years and originated the "Critchley Method" of military training, tells what he thinks about the need for compulsory service after the war.

THE LIFE OF MARY PICKFORD. By Arthur Stringer.

The second of a series of articles on Canada's most famous woman. No expense has been spared to produce the beautiful illustrations specially posed for the photographs.

THE FOUR FACTIONS AT OTTAWA. By J. K. Munro.

That the House will split into four, more or less, distinct groups is the guess of the author, a trained political observer. He outlines the reasons humorously, pungently and impartially. It is a political article on new lines and will be found refreshing.

BONEHEAD BILL—Another Service Poem.

Robert W. Service, most popular of poets, sends all his war verse to MACLEAN'S. In "Bonehead Bill" he depicts the grief of a soldier for his fallen foe.

THE EVENTS OF A MAD WORLD.

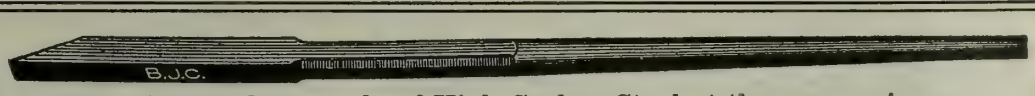
are summed up in the "Review of Reviews" which gives reprints of the best articles from the magazines of the world. All the best and most important articles are selected—five dollars' worth for twenty cents!

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Owing to the scarcity of help and the need for conservation of time, the retailer wants to know the nearest source of supply. If he knows where he can get your goods quickly he may not be so willing to take the next best. Save time for everyone, wholesalers, travellers, retailers, yourself, by featuring your goods in HARDWARE AND METAL, and giving the names of your wholesale distributors. It's paying other manufacturers to do this—why not you? Remember, HARDWARE AND METAL reaches over 90 per cent. of the hardware trade from coast to coast, and the advertising rates are sufficiently low to enable you to use the paper, even though your trade connections may be confined to a small portion of Canada.

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WELL bought is half sold. Do you buy Polarine so as to secure the best terms and the greatest profit for yourself? Stock the full Polarine line of course. Have the right grade of lubricant for every car and tractor —Polarine and Polarine Heavy for cylinder lubrication, Polarine oils and greases for transmission and differential lubrication.

Polarine
FRICTION REDUCING MOTOR OIL

Makes a Good Car Better

A small investment in Polarine yields 33 1/3% profit. That is an attractive margin, but do not overlook the advantage of quantity orders. Quantity discounts considerably increase your profits. Ask our salesman to explain the next time he calls.

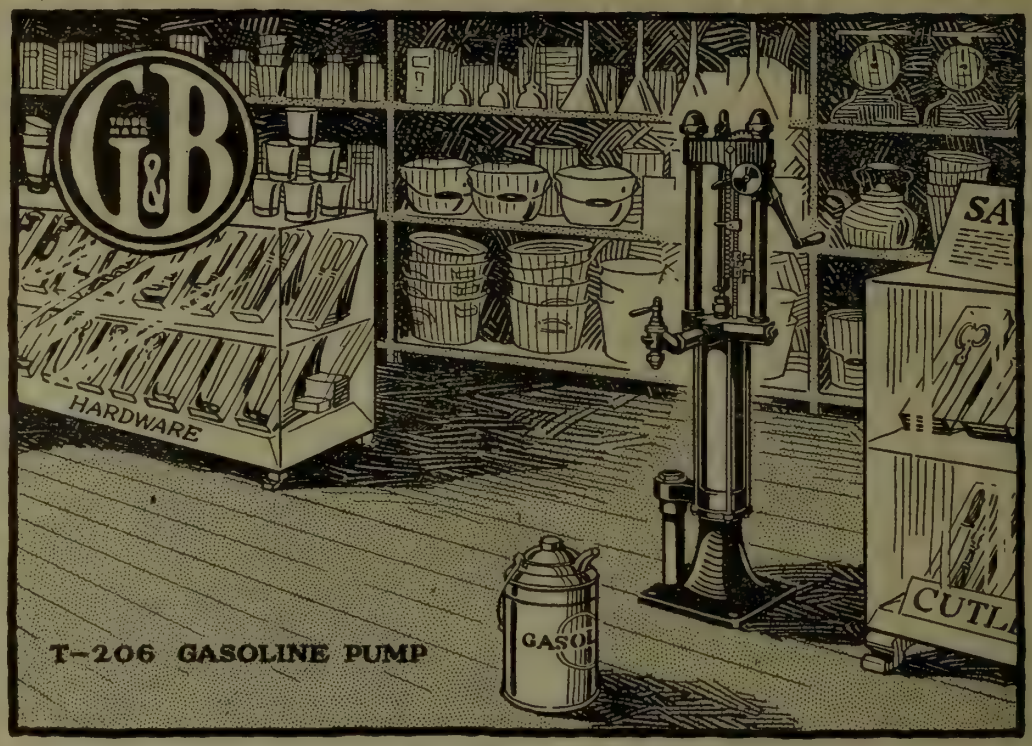
Polarine always gives satisfaction. The right grade insures the maximum satisfaction. The demand is steady; quality dependable, never varies. Pleased customers come back again and again.

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Polarine is easily handled. Supplied in convenient, attractive, sealed cans—half-gallon, gallon, and four-gallon. Larger quantities in 12½-gallon steel kegs, half-barrels and barrels.

If you are not fully acquainted with our Polarine proposition, write to Imperial Oil Limited, 56 Church Street, Toronto. Ask for Polarine Booklet on Automobile Lubrication.

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Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES
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Hardware dealers building up a lucrative gasoline trade through the great increase in automobile and motor-truck operators can give speedy and convenient service by installing a Gilbert & Barker T-206 pump.

It discharges, exactly, gallons or lesser quantities as desired. Discharge register tallies from one to ten gallons. Such an outfit pays for itself by eliminating waste, and with underground tank, minimizes fire risk.

There are other G & B pumps delivering from one to five gallons at a stroke and suitable for the needs of dealers with a small or large gasoline trade.

G & B storage outfits for lubricants, paints and varnishes are made in different sizes; substituting safety and convenient service for fire risk and messy waste.

Write for catalogue or call at any branch of Imperial Oil Limited.

SAVE OIL

IMPERIAL OIL LIMITED

Canadian Distributors of Gilbert & Barker Gasoline and Lubricating Storage Outfits

BRANCHES IN ALL CITIES

Why You Should Be A Michelin Dealer

No. 27

Michelin Dealers are an Integral Part of the Michelin Organization

Michelin's success has been built on the idea that the best way to help Michelin is to help the Michelin Dealer.

Our first consideration is to make the Michelin Dealer permanently successful by enabling him to offer his customers superior values and by giving him such sales and advertising co-operation as will enable him to make and hold customers easily.

We do not wish to sign up any dealer unless he is convinced that the Michelin proposition is going to bring him greater prosperity and permanent success.

The Michelin dealer-proposition is designed to be a definite assurance on these points. Let us tell you more about it. Write today.

Michelin Tire Co. of Canada, Ltd.
782 St. Catherine St. W.
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MICHELIN

Fall and Winter Necessities for Motorists



Utility J. Heater

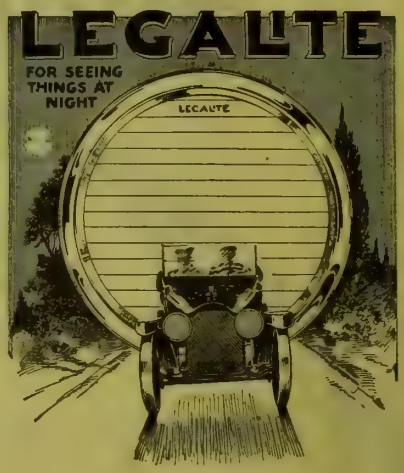
This Heater for Fords can be easily installed and uses surplus heat from the exhaust pipe. Price complete, $12.00.

Rie Nie Radiator Cement dissolves in the water, circulates through the cooling system; when it comes in contact with the leak it solidifies, making a permanent repair. Price per tin, 65c.

Wool-lined Gloves



Wool-lined Gauntlets keep the hands warm and make cold weather driving comfortable. Furnished in full finger, one finger and mitt types. Price per pair, $5.50.





Legalite Lenses provide better light, project the rays where needed, and do not blind the eyes of the motorists you meet in the road.

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8″ to 8⅝″	$4.00
8¾″ to 9⅝″	4.75
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Seasonable Automobile Accessories

Our new Fall and Winter Bulletin shows a complete line of articles for equipment and comfort during the cold weather months, such as

ENGINE HOOD COVERS	TIRE CHAINS	ENGINE HEATERS
FOOT WARMERS	TIRE SUNDRIES	RADIATOR CEMENT
WOOL LINED GLOVES	LEGALITE LENSES	GASOLINE PRIMERS
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GAS ECONOMIZERS	CARBON REMOVER	MOTOR OIL
RUBBER PEDAL GRIPS	RUNNING BOARD MATS	SEAT COVERS
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HAND HORNS	REAR VIEW MIRRORS	JACKS AND PUMPS
SHOCK ABSORBERS	MUFFLER CUT-OUTS	TOOL BOXES

and hundreds of other useful items. Send for a copy of Fall and Winter Bulletin, with wholesale discount sheet. It will be forwarded by return mail, postpaid.

HYSLOP BROTHERS, LIMITED

Shuter and Victoria Sts., TORONTO, ONT.

If interested, tear out this page and place with letters to be answered.



White busses bringing tourists down from Pikes Peak

The most popular mountain climb in the United States

THE summit of Pikes Peak sees more visitors each year than any other real mountain in the United States. With the aid of the cog-railway and automobiles it is estimated that 44,000 people reach the top. Each year more and more people are making the climb by motor car. Last year the Pikes Peak Automobile Company which operates a fleet of White Motor busses up the mountain carried 7,000 people.

To insure the safety of so many passengers up and down the steep grades of the mountain, it is of vital importance that the brakes on these motor busses shall be absolutely dependable. Even the slightest slip might result in a most disastrous accident.

How the tourists are protected

Like so many other companies facing the same kind of problem, the manufacturers and the company operating these White busses have ***standardized*** on Thermoid Brake Lining to protect the lives of their passengers.

After thorough tests they decided that Thermoid gave long and more dependable service for three reasons.

1st—Contains 40% more material and 60% more labor than ordinary woven brake lining. This gives long wear.

2nd—It is Grapnalized, a special exclusive process which enables Thermoid to resist moisture, oil and gasoline.

3rd—Thermoid is Hydraulic Compressed. It wears down slowly and can be used until cardboard thin.

The brake lining that meets the exacting test of mountain roads is surely the brake lining for you to recommend. Thermoid will give your customers ***lasting*** satisfaction.

Thermoid Brake Inspection Chart

At speed of	A car should stop in
10 miles per hr.	9.2 ft.
15 " " "	20.8 "
20 " " "	37 "
25 " " "	58 "
30 " " "	83.3 "
35 " " "	104 "
40 " " "	148 "
50 " " "	231 "

Will your car do this?

New campaign to help your business

This month we are starting our fall campaign to impress on your customers the need of having their brakes relined after the summer's wear. Tie up with this campaign and increase your fall relining business.

Remember every foot of Thermoid that you install is backed by our ***guarantee: Thermoid will make good—or WE WILL.***

Thermoid Rubber Company

Factory and Main Offices: Trenton, N.J.

Factory Branches:
New York Chicago San Francisco Detroit
Los Angeles Philadelphia Pittsburgh
Boston London Paris Turin

Canadian Distributors:
The Canadian Fairbanks-Morse Company, Limited, Montreal
Branches in all principal Canadian Cities.







Makers of "Thermoid Crolide Compound Casings" and "Thermoid-Hardy Universal Joints"



Fairbanks-Morse

Automatic Equipment

Bethlehem Plugs
Inland Rings—Thermoid Brake Lining
Wolf's Head Oil—Clover Grinding Compound
Edison Batteries—Bosch Magnetos—King Lights
The Best Known Names—The Most Reliable Equipment.

Dominion Wide Service
The largest stock in Canada
Most conveniently arranged catalogue
A big business handled by a big firm
"Canada's Departmental House for Mechanical Goods"

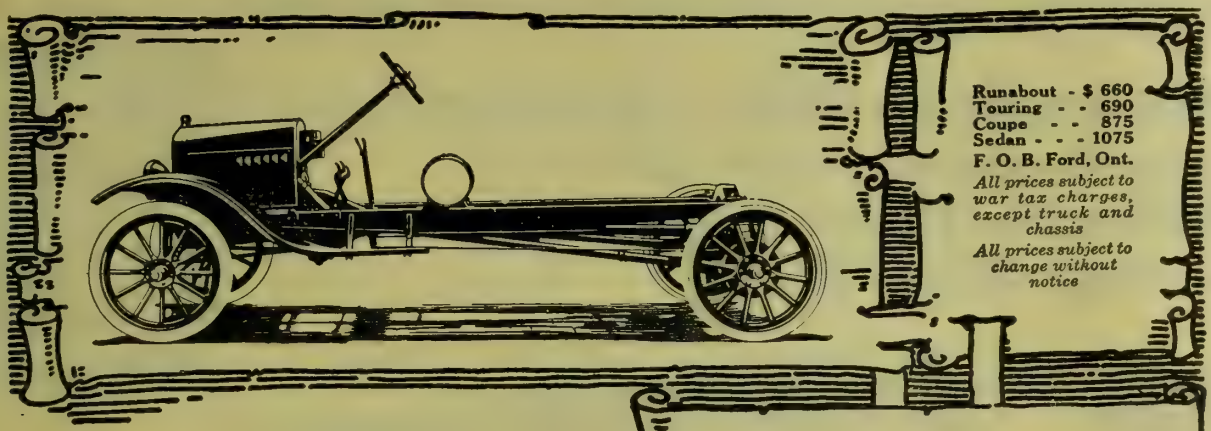


The Canadian Fairbanks-Morse Co., Ltd.

"Canada's Departmental House for Mechanical Goods"

Halifax St. John Quebec Montreal Ottawa Toronto
Hamilton Windsor Winnipeg Saskatoon
Calgary Vancouver Victoria

If interested, tear out this page and place with letters to be answered.



Runabout - $ 660
Touring - - 690
Coupe - - 875
Sedan - - - 1075
F. O. B. Ford, Ont.
All prices subject to war tax charges, except truck and chassis
All prices subject to change without notice

Manual Labor is at a Premium

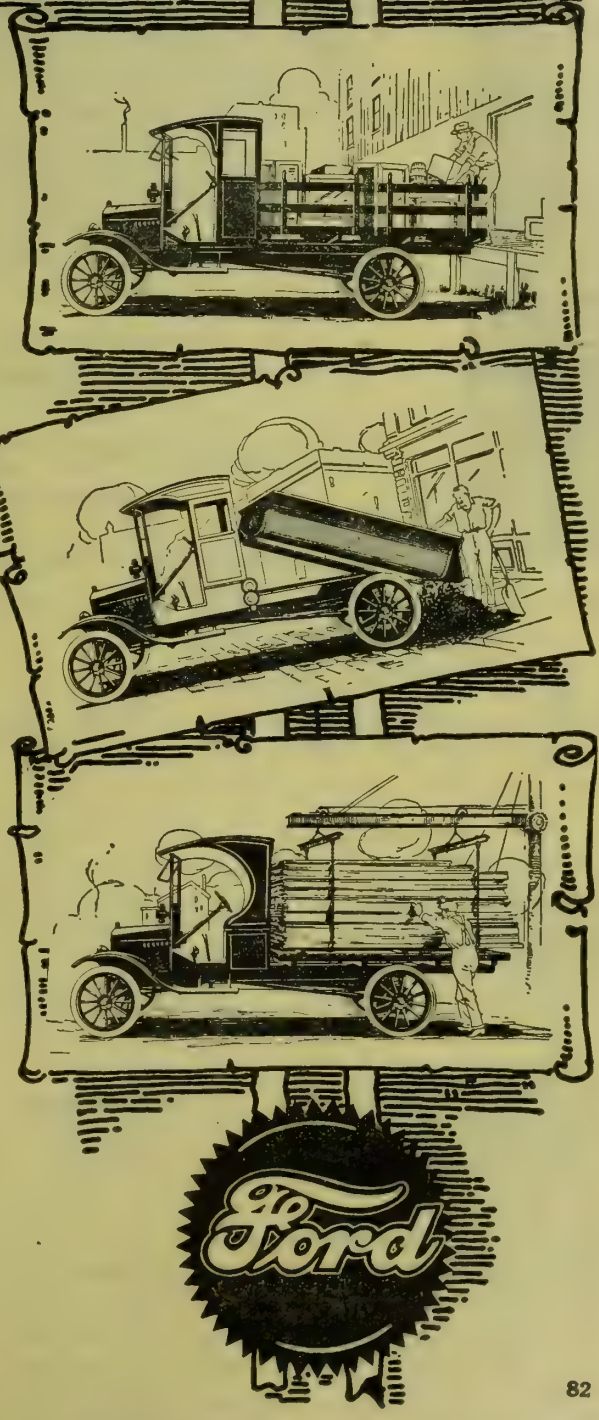
THE demand for labor exceeds the supply—labor is at a premium. Employers of labor, therefore, are looking for mechanical equipment to make good the shortage.

The motor truck has already proven itself a conserver of manpower.

In your delivery department fewer men will be required if you use the Ford One-Ton Truck. It will release labor for productive work and at the same time improve your delivery.

A body suitable for your requirements is easily obtained and attached.

Price (chassis only) $750
F. O. B. Ford, Ontario



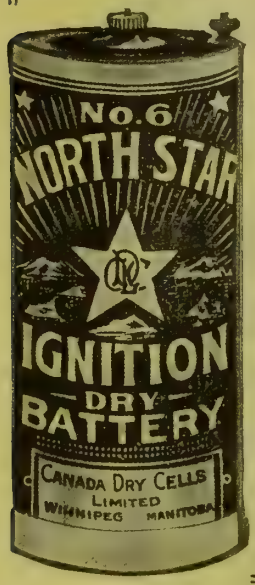
82

FORD MOTOR COMPANY OF CANADA, LIMITED
FORD - - ONTARIO

If interested, tear out this page and place with letters to be answered.

Automobile, Motor Boat and Gas Engines Need Ignition Batteries Right Now. Are You Selling Your Share?





North Star Multiples are especially designed for Auto, Motor Boat and Farm Engine ignition.

Selected cells put up in an attractive blue moisture-proof case. Every cell is insulated from the other cells and from the case.

No loose connections—maximum life.

Made in several sizes to give various voltages and capacities.

Make sure your jobber understands it's "North Star" Multiples you want.

The Western Battery for the Western Need.



Canada Dry Cells, Limited
WINNIPEG

Hardware Merchant's Influence

¶The local hardware merchant exerts a great influence throughout the district in which his store is located. The majority of hardware merchants have been established for many years; they are reputable merchants who have built up their businesses on sound business principles and who have endeavored in every possible way to give the best possible service to their customers and supply them with goods which will give satisfaction.

¶Is it any wonder, therefore, that when customers visit the store of a well-known and long-established hardware merchant, they consider him an authority on lines which he is selling and will usually follow out his recommendation regarding the lines which they wish to buy. Actual investigations have proven that in the majority of cases customers place absolute confidence in the recommendation of their local dealer.

¶The chief problem, therefore, confronting the manufacturer who wishes to distribute products to the hardware trade or to introduce new lines, whether direct or through wholesalers, is to sell the hardware merchant and his sales staff. When you sell the hardware merchant and his salesmen on your line, you can rest assured that you have then gained the co-operation of the strongest retail selling force in the Dominion.

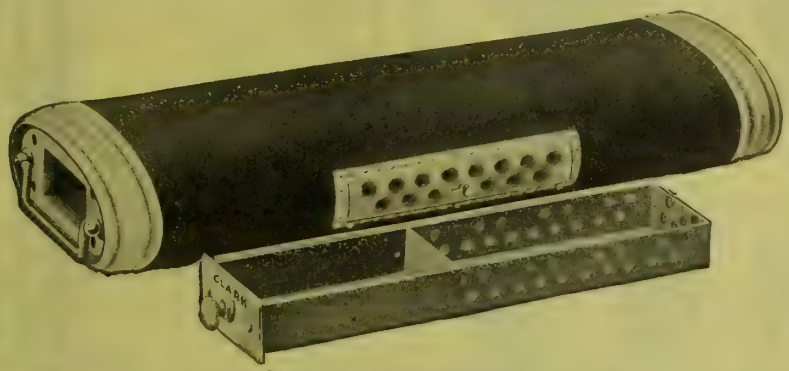
¶Practically every worth-while buyer and seller of hardware in Canada can be reached through the advertising pages of HARDWARE AND METAL. The keenest hardware buyers in Canada are the closest readers of the advertising pages in HARDWARE AND METAL, because it pays them.

Clark Indestructible Steel Heaters

For Automobiles, Carriages, Sleighs and All Vehicles

Dealers! *This has been a good selling and profitable line with the Trade for 25 years, and Clark Heaters are more popular than ever.*

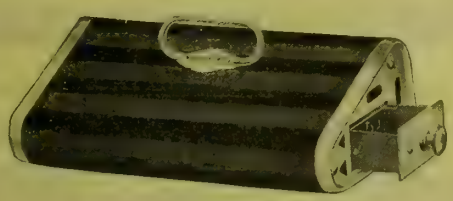
DEALERS ORDER NOW



Your Jobber Can Supply You

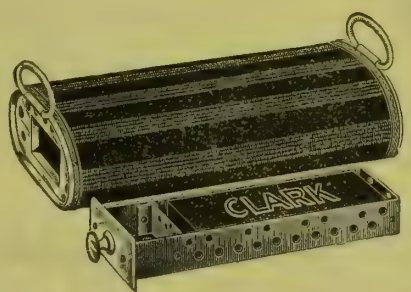
No. 8XX Clark Automobile Heater—The Duchess

The handsomest heater ever built. Covered with rich velvet plush in blue, green or maroon shades. Extra wide, highly finished, nickel-plated flange at ends. Side and end adjustable ventilators. Re-inforced steel body. Extra heavy asbestos lining. All outside metal parts quadruple nickel-plated. De luxe finish, 24 inches long. Weights 12 lbs.



No. 7D Clark Heater—Slanting Top

Clark indestructible riveted steel body. Drawn steel ends, heavily nickel-plated. Side and end adjustable ventilators, allowing perfect regulation of heat. Thick asbestos lining. Covered with extra quality of green Brussels Carpet. A beautiful heater. 14 inches long. Weighs 9 lbs.



No. 5B Clark Heater

Strong, durable, and of good appearance. Covered with Brussels Carpet. Asbestos lining. A good heat giver. Used extensively by farmers, mail carriers, cab drivers, etc. Light and handy. 12 inches long. Weighs 4 lbs.

Clark Carbon

The World's Best Heater Fuel

A scientifically prepared carbon densely compressed into bricks yielding a much higher percentage of heat than any other heater fuel. No known substance contains so high a caloric value. One brick in a Clark heater will furnish a strong and steady heat for a period of from 12 to 16 hours.



Case Containing 100 Bricks



SINGLE BRICK
Sizes 7½ x 2½ x 1¼ inches

The New Carton and Container for Clark Carbon

For the convenience of dealers and customers, Clark carbon scores another big hit in the new package. Three bricks are packed in a neat cardboard carton, and four of these cartons, or one dozen of the bricks, are packed in the larger cardboard container.

This package preserves the brick from breakage in shipment and makes it clean and convenient to retail in packages of ¼ dozen bricks.

Only our Clark Carbon is put up in this way.

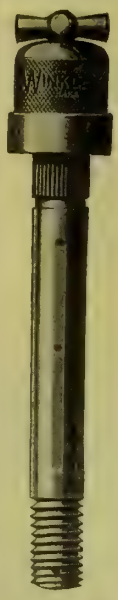


CARTON
Containing 1 doz. Bricks

Chicago Flexible Shaft Co.

Twelfth Street and Central Ave., Chicago, Illinois

If interested, tear out this page and place with letters to be answered.



Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins


"Oil Cup"


"Ratchet"




D"




"M"

Catalogues and Prices
Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.

Tallman Double Action Pump

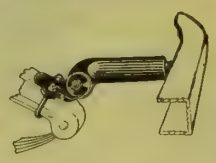
Easy on Your Back



Saves Your Tires

Tallman Brass & Metal Limited
HAMILTON, ONT.

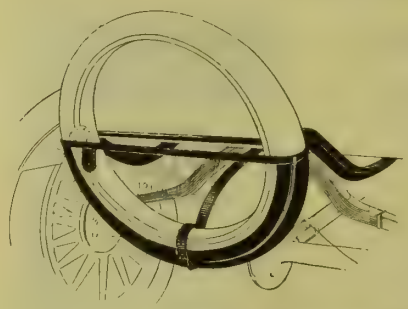
"Niagara" Bumpers
Are Reliable



Concealed Springs absorb shock in collision.

BARS In All Shapes---They are durable and highly finished.

"Niagara" Accessories
Please The Customers

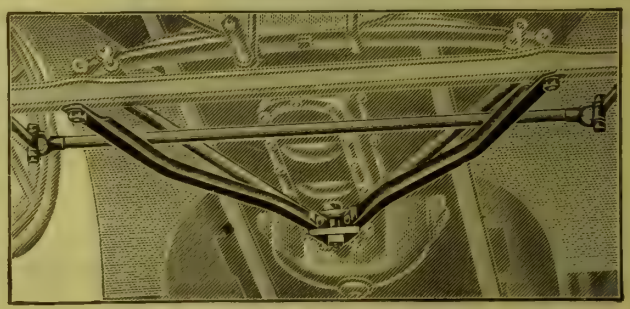


"Niagara"
Tire Carriers
for
Ford Cars

The Best Yet

MADE IN CANADA BY

Kinzinger, Bruce & Co., Ltd.
Niagara Falls





Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

LINE & KIMBALL CO.
Manufacturers of Auto Accessories
Moose Jaw **Saskatchewan**

If interested, tear out this page and place with letters to be answered.

THE SPHINX MFG. COMPANY

BIRMINGHAM, ENGLAND

Canadian Representative:
W. T. EVANS
1681 St. Urbain St., Montreal



De little Sphinx plug am more liked dan de old Sphinx Sah! Why? Because more people see him Sah! ebberywhere Sah! Dey all know him ver' good plug for to use Sah!

Air-Tite Auto Patch
Recommended Everywhere



FULLY GUARANTEED

The Air-Tight Auto Patch is a permanent tube repair for any size puncture or blow-out.

Self-Vulcanizing.

Recommended
in
Emergency
on
Casings,
Also on
Rubber Boots
Rubber Hose
Rubber Coats
Water Bottles
Etc.

Packed in durable cans with tin bottoms and screw tin top that will last as long as your car, not a cheap pasteboard can that allows the goods to deteriorate.

Sold Through the Jobbing Trade.

AIR-TITE MFG. CO.

St. Thomas **Ontario**

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

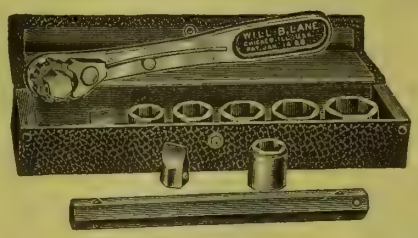
Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

If interested, tear out this page and place with letters to be answered.



FORD SET

The Ford Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.



STANDARD SET

Standard Set contains: I Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex nuts, as follows: U.S. Standards from ¼ to ½ in.; A.L.A.M Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 in. to ⅝ in.

Autoists like that ratchet feature

Lane's Unique Ratchet Wrench is ideal for close work

The autoist who has once discovered a few of the hard-to-get-at nuts and screws on his car is only too pleased to have some one introduce to him Lane's Unique Ratchet Wrench. He sees at a glance how effective the ratchet feature would be in close quarters where an ordinary tool would be absolutely useless.

Play up this ratchet feature and so arrange auto accessory displays that when motorists get up against the tool problem they will remember Lane's Unique Ratchet Wrench and come to you for a set.

Representatives

BRITISH COLUMBIA
Millen & Son, Ltd. - Vancouver
Wood-Vallance & Legatt - Vancouver

ALBERTA
Marshall-Wells Alberta Co. - Edmonton
Wood-Vallance & Adams - Calgary
Merchants Hdwe. Specialties - Calgary
The Chapin Company - Calgary
Motor Car Supply Co., Ltd. - Calgary
Great West Saddlery Co. - Edmonton
Great West Saddlery Co. - Calgary

SASKATCHEWAN
J. H. Ashdown Hdwe. Co. - Saskatoon
Bowman Brothers - Saskatoon
Western Motor Supply, Ltd. - Regina
W. W. Cooper Co. - Swift Current
Great West Saddlery Co. - Regina
Great West Saddlery Co. - Saskatoon

MANITOBA
J. H. Ashdown Hdwe. Co., Ltd. - Winnipeg
Marshall-Wells Hdwe. Co., Ltd. - Winnipeg
Wood-Vallance & Co. - Winnipeg
Great West Saddlery Co. - Winnipeg
Merrick-Anderson Co., Ltd. - Winnipeg
Miller-Morse Hdwe. Co., Ltd. - Winnipeg
Michael Ert, Ltd. - Winnipeg

ONTARIO
Hobbs Hardware Co. - London
D. H. Howden & Co., Ltd. - London
London Engine Supply Co. - London
Wood-Vallance & Co. - Hamilton
Alexander Hardware Co. - Hamilton
H. S. Howland, Sons Co., Ltd. - Toronto
Kennedy Hdwe. Co. - Toronto
Aikenhead Hdwe., Ltd. - Toronto
Rice Lewis & Son, Ltd. - Toronto
Millen & Son, Ltd. - Toronto
A. Chown & Co. - Kingston
Edwin Chown & Son - Kingston
W. B. Dalton & Sons, Ltd. - Kingston
Thomas Birkett & Sons Co. - Ottawa

QUEBEC
Caverhill, Learmont & Co. - Montreal
Lewis Brothers, Ltd. - Montreal
Millen & Son, Ltd. - Montreal
Mechanics Supply Co. - Quebec
J. H. Mitchell & Co. - Sherbrooke
La Cie Colere & Fils - Sherbrooke

Will B. Lane - Chicago, Ill.

180 North Dearborn Street

MADE IN CANADA

BUFFALO OILS

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

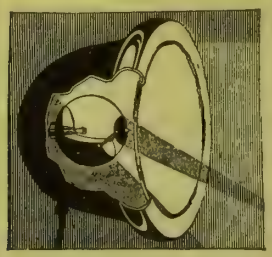
Ideal Thresher's Machines Oil (for general use).

Automobile Oil and Transmission Greases.



These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG



The Perrin No-Glare in an Automobile Headlight

Perrin No-Glare for Auto Headlights

This device gives the best results for the money. Eliminates glare. Gives good roadlight. Is legal everywhere.

Satisfaction guaranteed or money refunded.

Retails at $2.25 per pair. Special price to dealers and garages. Heads lists of approved devices in Manitoba.

Western Distributor:

W. W. HICKS, 567 Banning Street, WINNIPEG

Elgin Wrenches



Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

Please Mention This Paper When Writing to Advertisers

READY TO MAIL

Wilson's Fall and Winter Bulletin

Full to overflowing with genuine bargains in automobile parts and accessories.

This new catalog is going to take the place of our travelling salesmen, who have been released for more important duties and to help relieve the shortage of labor.

The dealer will get the benefit, for by taking advantage of our new direct-by-mail selling plan he will positively save from five to seven per cent. on all parts and accessories.

Write for your copy of the Bulletin to-day.

Wilson Auto Specialties Co.

G. E. Wilson, Pres.

Hamilton, Canada

Quick-Action Advertising

Condensed Ad. Column

2 cents per word, per insertion.

Replies to Box Numbers 5 cents.

MOSSBERG

ALL STEEL WRENCHES AND TOOLS

MOSSBERG ASSORTMENTS OF POPULAR SELLERS



Display board, open end wrenches.

As a part of the progressive Mossberg policy of producing the leading standard repair tools, the most popular sellers in the line have been grouped and are offered on Display Boards and in Chests.

These silent salesmen are doing effective work for hundreds of dealers. They are offered free with a first order, and are an addition to any store. Why not let these efficient displays work for you?

Dealers, write for catalog and prices on complete Mossberg line. We have an interesting co-operative proposition for you.



No. 300 Socket Wrench Chest. An excellent store fixture and business builder.

Our simple sales policy is to deserve your business.

Send for 203C Descriptive Catalogue

Frank Mossberg Company

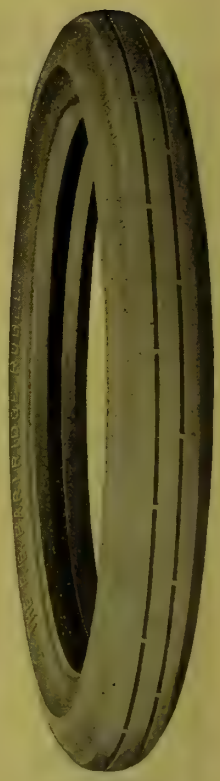
WRENCHSMITHS

Attleboro, Mass.

If interested, tear out this page and place with letters to be answered.



PARTRIDGE TIRES



The Tires that give the most mileage for the money

—Are the most economical tires.

Proportions and contour are perfect.

—No waste in making.

Samuel Trees & Co., Toronto

Wholesale Agents

Auto Accessories

NON-SKID

GUIDE

PARLIAMENT BUILDINGS, OTTAWA.

TENDERS WANTED FOR "STEEL SASH, DOORS AND PARTITIONS, ETC."

SEALED TENDERS will be received by the undersigned until Noon, **October 22, 1918**, for the "Steel Sash, Doors and Partitions, etc.," required in the construction of the Central Heating Plant of the above building.

All tenders to be based on the execution, erection and completion, together with the furnishing of all materials, tools, appliances, labor, etc., as required and described by the plans and specifications for "Steel Sash, Doors and Partitions, etc.," for the central heating plant.

The work included under this contract shall be commenced immediately upon the signing of the same and continued as may be directed and in such a manner as to ensure the completion thereof by **January 31, 1919.**

Plans and specifications and any other information required can be obtained at the office of the General Contractors, P. Lyall & Sons Construction Company, Limited, Ottawa.

Each tender must be accompanied by an accepted cheque on a chartered bank payable to the order of the Minister of Public Works, for a sum not less than five per cent. (5%) of the amount of the tender, which will be forfeited if the parties tendering decline to enter into a contract when called upon to do so. If the tender is not accepted the cheque will be returned. If the tender is accepted an additional cheque for a sum equivalent to five per cent. (5%) of the amount of the tender must be deposited before the contract is signed. The total security will be forfeited if the contractor fails to complete the work contracted for.

Certificates of payment shall be issued monthly as the work progresses, and shall not exceed in the aggregate ninety per cent. (90%) of the value of labor and material furnished and set out in the work.

The lowest or any tender not necessarily accepted.

Envelopes containing tenders to be marked: **Tenders for Steel Sash, Doors and Partitions, etc.,** and addressed to the undersigned.

JOHN A. PEARSON, Architect.
J. O. MARCHAND, Associate.
Central Block, Parliament Hill,
Ottawa.

PARLIAMENT BUILDINGS, OTTAWA.

TENDERS WANTED FOR "WIRE AND CABLE"

SEALED TENDERS will be received by the undersigned until Noon, **October 22, 1918**, for the "Wire and Cable" required in the reconstruction of the above building.

All tenders are to be based on the supplying and delivering to the site of the "Wire and Cable" included in the schedule of quantities and as required by the plans and specifications.

The work of this contract shall be proceeded with immediately upon the signing of the same, and continued as may be directed and in such a manner as to ensure the completion thereof by **December 1, 1918.**

Plans and specifications and any other information required can be obtained at the office of the General Contractors, P. Lyall & Sons Construction Company, Limited, Ottawa.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Minister of Public Works, for a sum not less than five per cent. (5%) of the amount of the tender, which will be forfeited if the parties tendering decline to enter into a contract when called upon to do so. If the tender is not accepted the cheque will be returned. If the tender is accepted an additional cheque for a sum equivalent to five per cent. (5%) of the amount of the tender must be deposited before the contract is signed. The total security will be forfeited if the contractor fails to complete the work contracted for.

Payments for material will be made monthly.

Samples must be submitted with tender.

The lowest or any tender not necessarily accepted.

Envelopes containing tenders to be marked: **"Tenders for Wire and Cable"** and addressed to the undersigned.

JOHN A. PEARSON, Architect.
J. O. MARCHAND, Associate.
Centre Block, Parliament Hill,
Ottawa

Twelve Cents Per Word!

Several weeks ago a firm in Vancouver, B.C., telegraphed a want ad to Hardware and Metal. They wanted a clerk in a hurry and wished to catch the earliest issue.

The cost of a telegram from Vancouver to Toronto is ten cents per word, added to this was our charge of two cents per word.

This firm had faith enough in Hardware and Metal's Want Ad column to pay *twelve cents per word,* for an announcement in this column. This little story speaks for itself. Mail or wire your want ads, we will accept them until Thursday noon for the current issue.

Hardware and Metal Want Ad Dept.

Success and Your Associates

ALWAYS associate with men who are earning more money than you are. Such is the advice given by a man whose name is known the world over for his own success and the business which he created. It is good advice of a certainty, but we are not urging that it is the best advice. At the same time it is wise to associate with better or bigger men than you are yourself, because you are likely to be lifted up to their levels.

Most of us would probably like to be the intimates of J. P. Morgan, or of John D, or of Charlie Schwab, or Canny Andrew. If we had a speaking acquaintance with John Wanamaker, or Lord Beaverbrook, or Lord Shaughnessy, and with other distinguished and successful men, we would take comfort from the fact.

And most of us would feel rather small and uncomfortable if we were placed beside President Woodrow Wilson at a dinner table, or beside Sir Robert Borden, Sir Herbert Holt or Sir Wm. Mackenzie. And the reason would probably be that we know so little of the knowledge that really counts. If these successful business men engaged us in conversation we would probably find ourselves knowing very little about the things that matter.

This will illustrate the point:

Here's a true story. A Toronto manufacturer found himself on a train going to Albany in company with a number of distinguished Americans about to attend the inaugural ceremonies of a State Governor. A washout led to a delay, and the Canadian was thrown into close association with senators and congressmen and prominent lawyers. They bantered the little Canadian about Canada. He had the pluck of a bigger man. He had been a constant reader of THE FINANCIAL POST, and had absorbed many facts about Canada. He surprised his American traveling companions with his positive, well-informed and wide knowledge of Canada. When the company reached Albany, the Canadian was persuaded to attend the ceremonies, and was introduced as the man who knew all about Canada. The Governor was interested in Canada, and said so, and the little Canadian found himself telling the story of Canada very ardently to a very attentive listener, much to the amusement of his friends who introduced him.

This man made a hit on that journey, and many friends. One of the company gave him a stock market tip worth a fortune.

The point of this story is: You, as a Canadian, can make yourself informed very fully and intelligently if you become a regular reader of THE FINANCIAL POST. You can make yourself a worthy companion and intimate of presidents and magnates. The world likes to listen to men who know something well, and who can talk interestingly and informingly on the subject of their study.

You can become worth listening to if you know your Canada well. And you can get the kind and amount of knowledge concerning Canada which will make you interesting to others if you will read THE FINANCIAL POST regularly each week.

IF you read THE FINANCIAL POST REGULARLY you will find yourself keeping company with the highest paid staff of editors engaged on any publication in Canada—trained men who know how to make others know what they know and learn.

You will find yourself living in a most interesting world—the great, throbbing world of business. You will have your thoughts tremendously stimulated and helpfully directed. You will find yourself becoming a fit table companion for big men — this because you will have knowledge of a quality that will keep you from shame.

What is it that keeps you and THE POST separated? It cannot be its subscription price of $3. Probably it is because you are not very well acquainted with this paper.

We are going to put it to you this way: If you have the desire to be worthy of association with big men, then prepare yourself for such association by reading THE POST, and to make acquaintance easy, we provide the coupon below. It offers you THE POST for four months for a dollar bill.

- —

The MacLean Publishing Company, Limited,

143-153 University Avenue, Toronto.

Send $\frac{\text{me}}{\text{us}}$ THE FINANCIAL POST for four months for One Dollar. Money $\frac{\text{enclosed}}{\text{to be remitted}}$

(Signed)

.....

H.M. .....



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

METAL STAMPINGS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

Aluminum Can Be Sodered

They used to say it couldn't; but Allen Aluminum Sodering Flux has made it a really simple and easy job.

It makes a quick, strong joint, either with aluminum to aluminum or to copper, brass, steel or any other metal.

Send for test sample. Bissett & Webb, Ltd., 126 Lombard Street, Winnipeg, Canada.

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.

Poultry Leg Bands, Ear Tags and Buttons

FOR STOCK *Retail Prices*

Challenge adjustable Leg Bands 15c per doz. 85c per 100
Single spiral colored bands 20c per doz. 90c per 100
Three spiral colored bands 25c per doz. $1.25 per 100
Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

H.E.ROSS THE RIDEAU SPECIALTY CO. MANUFACTURERS SMITHS FALLS ONT.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

DENNISTEEL

Made in Canada

Lockers for Factories Stores, Offices Etc.



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LONDON

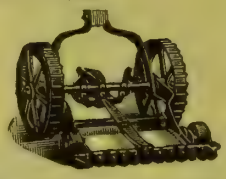
SAWYER

TRADE MARK Registered

STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG
A good concern to do business with

THE CLIPPER

There are three things that destroy your lawn. Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO. Dixon, Ill.

PATENTS

PATENT YOUR IDEAS

Get list wanted by manufacturers and our "Reference Guide for Inventors." Send sketch for free report as to patentability. Patents secured or our fees returned.

Harold C. Shipman & Co., Patent Attys.
Central Chambers, Ottawa, Canada

GLUE

For all purposes, none better made, all qualities. Send for list prices and samples.

DOMINION GLUE & EMERY CO.,
268 Centre St., Montreal.

NORCROSS Garden Cultivator-hoe



"Used the World Over"
Send for Catalog

C.S. Norcross & Sons, Bushnell, Ill.

The PARMENTER BULLOCH CO., Ltd

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

TENTS, AWNINGS

FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

Send Postcard for Catalogue

GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA

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Manufacturers of Builders' Hardware, Castings and Steel Stampings.

NATIONAL HARDWARE CO. LIMITED
GRELLIA ONTARIO. CANADA

WASTE PAPER BALERS



"Turn Waste into Profit."

Reduce your fire risk and keep your place clean.

Made in 12 sizes.

Send for catalog.

Climax Baler Co. Hamilton, Ont.

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

ELECTRICAL MICA

STOVE & ELECTRICAL
MICA
Stove mica in assorted sizes for the trade
A. G. MARTIN
234-236 Besserer St.
OTTAWA, ONT.

Use Our Condensed Advertisement Page for Your Wants

If interested, tear out this page and place with letters to be answered.

Wanted

AGENCIES WANTED

AGENCY WANTED FOR QUEBEC. SALARY or commission. First-class references. Write A. S., 154 Desfranciscains, Quebec.

FOR SALE

HARDWARE BUSINESS IN PORT DOVER. Stock and fixtures about $4,500. Reason for selling, ill health. J. G. James, Port Dover, Ont.

HARDWARE IN ONE OF BEST SMALL towns in Saskatchewan, in splendid district that has never known a crop failure. Stock, fixtures and property, $15,000; turnover, $30,000 annually. No better buy in Canada. Half cash, balance easy, or will take choice half section improved land at good value, with or without stock and implements and balance cash. Box 98, Hardware and Metal.

FOR SALE—HARDWARE AND FURNITURE business in the best district in the West. Stock about $5,000, fixtures $500. Building can be bought or rented. Owner must sell. Very little cash will handle this. Box 92, Hardware and Metal.

FOR SALE—QUICK—HARDWARE, FLOUR and feed business and buildings. Good farming district. An A1 chance. Apply Box 101, Hardware and Metal.

HARDWARE BUSINESS, COUNTY ONTARIO, on Hydro line. Steady farmers' trade. Stock $4,500. Yearly turnover about twenty thousand. Low rent for store and dwelling. Box 102, Hardware and Metal.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms is to sell the manufacturers who read Hardware and Metal all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

LOOK HERE

A LIVE HARDWARE BUSINESS — SOLID brick store, with up-to-date stock in good condition, on Hydro line. Good farming country around. Good reason for selling. Address Box 40, Hardware and Metal, Toronto, Ont.

HARDWARE AND PLUMBING SUPPLIES Business for sale. Owner will keep half interest if buyer prefers. Business situated near the largest market in Canada. Established since 1865. E. J. Laverdure, 71 William St., Ottawa, Ont.

HARDWARE, FURNITURE AND MACHINERY business in the best mixed farming district in Alberta north of Calgary. Stock and fixtures will run about ten thousand. Turnover last year over sixty thousand. Carries with it the best contracts for farm machinery on commission basis. Six thousand cash, balance arranged, on good security. Box 106, Hardware and Metal.

SITUATIONS WANTED

EXPERIENCED HARDWARE AND FURNIture man will be open for engagement December 1st as Retail Manager or Travelling Salesman. Good references. Box 99, Hardware and Metal, Toronto.

HELP WANTED

WANTED—HARDWARE SALESMAN, APPLY giving plenty of information, experience and salary expected to Mills Hardware Co., Hamilton.

WANTED—BY BOND HARDWARE CO., LTD., Guelph. Salesmen for Retail Department. Apply the Manager.

TRAVELLERS WANTED TO REPRESENT THE Louis McLain line of Aluminumware and Hardware Specialties. Apply Chas. Kern, District Manager, Kitchener.

MISCELLANEOUS

STOVE REPAIRS FOR GARLANDS, PEN Esthers. Acmes, Sunlights. Silver Kings, Souvenirs. Welcomes. Crown Hurons, Peninsulars, Jewels. Pandoras. Favorites, Imperial Oxfords, and all kinds of Ranges and Heaters. Write for list and prices. Grundy Bros., Strathroy.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

WANTED—A SECOND-HAND FREIGHT ELEvator, with or without motor. State lowest cash price. Apply P.O. Box 648, Saskatoon.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

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NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

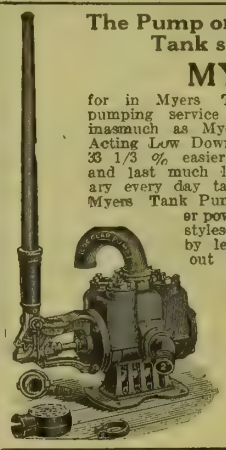
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and SIEMENS-MARTIN

OPEN HEARTH STEEL

The Pump on the Threshing Tank should be a

MYERS



for in Myers Tank Pump is found pumping service of exceptional merit inasmuch as Myers Cog Gear Double Acting Low Down Tank Pumps operate 33 1/3 % easier, have larger capacity and last much longer than the ordinary every day tank pump.

Myers Tank Pumps are built for hand or power operation, in several styles, and are distributed by leading jobbers throughout Canada.

It's an easy matter for you to get them quickly, just as it is for you to sell them. Circulars and name of Jobber gladly supplied.

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Ashland, Ohio



Get a Share of the Vol-Peek Demand

Vol-Peek is a splendid little specialty that enables every housewife to mend leaky pots, pans, etc., quickly and easily and without the aid of any tools. At a cost of about ½ cent a mend!

Show Vol-Peek on your sales counter. There's a good profit on every sale and Vol-Peek always satisfies.

At your wholesaler or from us direct.

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Box 2024 - - Montreal

fifteen cents

YOUR Advertisement in this paper will get you results. TRY IT.



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

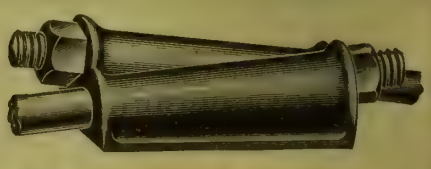
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

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Wellington Mills, London, S.E.1., Eng.



Malleable Iron Lugs

SILOS TANKS
WOOD PIPE LINES

Variety of patterns, using round and flat bands.

Otterville Manufacturing Co.
LIMITED
OTTERVILLE, ONT.



The Ideal Article for The Farmer

The Big Seller

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The Money Maker

Write us to-day about special prices on Assortment Lots.

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Makers of the

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112 Sutherland Ave.. Winnipeg



McKinnon Industries Limited

St. Catharines, Ontario



Improved No. 1 Valve Spring Lifter

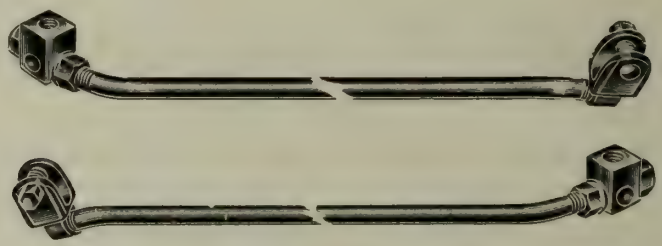
For Ford Cars

A FEW FACTS:

1. Specially designed for Ford Cars.
2. This Lifter is made of strong, tough, malleable iron.
3. Can be folded together, occupying very little space in tool chest or roll.
4. The improved ratchet holds the lifter in any desired position when compressing a valve spring.
5. You have the free use of both hands.
6. The springs are made from selected spring stock.
7. The slot at the end of arms is **WIDE** and the stock heavy.
8. Length overall, 8¾ inches.
9. Weight for mailing, approximately 1 lb.
10. Carefully packed in carton properly labelled.

LIST PRICE

No. 1 .... 65 cents each



Auxiliary Radius Rod

for Ford Cars and Ford One-Ton Trucks

You will add 100% to the strength of Axle and Radius Rod already on Ford Cars.

The Clamps are Solid and of Selected Malleable Iron. The Bar is **SOLID** ⅝-inch, carefully selected material and machine threaded. The finish is black Japan, properly baked on.

NOTE, **Mr. JOBBER:**

All "Ford" One-Ton Trucks should be equipped with McKINNON HEAVY RADIUS RODS.

WEIGHT .....8 lbs. per Set

LIST PRICE .....$3.90 per Set

McKinnon Industries Limited

S . Catharines, Ontario

HARDWARE AND METAL

Vol. XXX
No. 43

PUBLISHED EVERY SATURDAY SINCE 1888

October 26
1918

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA



Toronto Branch: 153 Duchess Street

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VARNISHES
FOR EVERY PURPOSE

REGISTERED AND PROTECTED
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CANADA BRAND FLOOR PAINT
Surpassed by none
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MANUFACTURERS LIMITED
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CANADA

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Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, etc.

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TWISTED STEEL BARS FOR REINFORCING.

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MONTREAL

Colonial Wire Mfg. Co., Limited

Manufacturers of

SMOOTH STEEL WIRES (Bright annealed, solid and annealed).

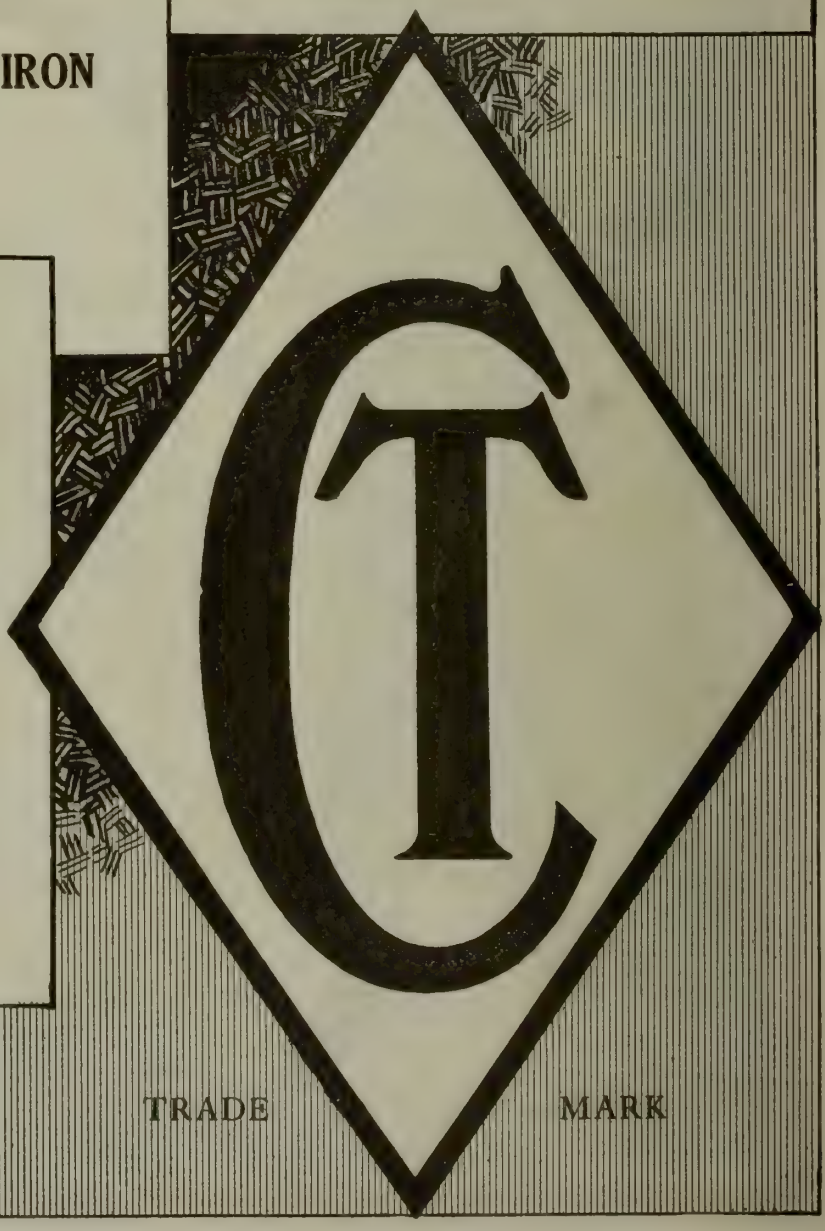
TINNED MATTRESS WIRE, BROOM WIRE, FINE WIRE (plain and galvanized).

FENCE STAPLES — WIRE NAILS — WOOD SCREWS.

PUMP RODS (plain and galvanized.

CANADIAN TUBE & IRON CO., LIMITED

MONTREAL



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YA

made in Canada

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YAL

Door Closers

Night Latches

YALE

Builders' Hardware



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The name "Yale" helps make the sale.

Canadian Yale & Towne, Limited, St. Catharines, Ont.

"P.&W. Co."

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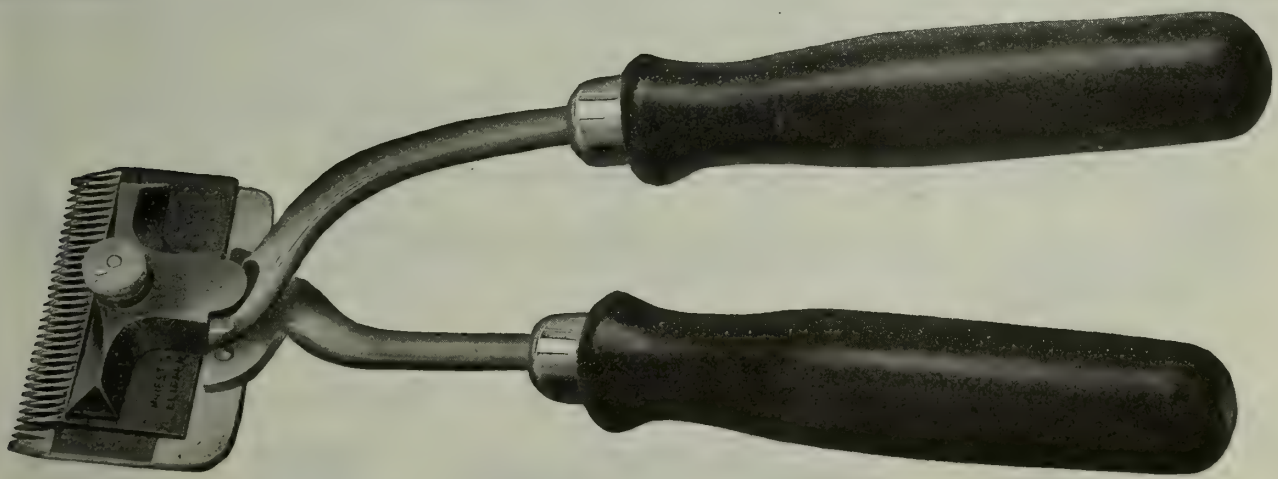
Taps, Dies, Reamers, Milling Cutters, Drills

Highest Grade Materials—Expert Workmen—Quality absolutely guaranteed.

PRATT & WHITNEY CO., OF CANADA, LTD.

Dundas Ontario Canada

Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.



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The line of Priest's Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

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Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York City

If interested tear out this page and place with letters to be answered.

Food—Food—Food

Is the Nation's Call







The Food Board does not insist that the populace deprive themselves of food; eat what is needed—but don't waste it.

When the cry came from "Over There" for food, what a stupendous question faced us. The whole nation denied itself and voluntarily undertook the task of feeding the world, yet, nobody has gone hungry. Thousands of housewives have discovered that Winning the War in the kitchen is not a sacrifice, and that it is made easy, by the use of

UNIVERSAL

"Win-the-War" Home Needs

UNIVERSAL Bread Maker—saves wheat, makes war bread easily and without waste.

UNIVERSAL Food Chopper—saves food, makes left-overs into palatable dishes.

UNIVERSAL Percolator—makes better coffee from less coffee with all its strength and aroma preserved.

Landers, Frary & Clark

New Britain, Conn.

Canadian Representative: **A. MacFarlane & Co., Montreal**

Bread Maker

Percolator





Food Chopper



LOOK FOR THIS TRADE MARK **UNIVERSAL** ON EACH PIECE OR LABEL

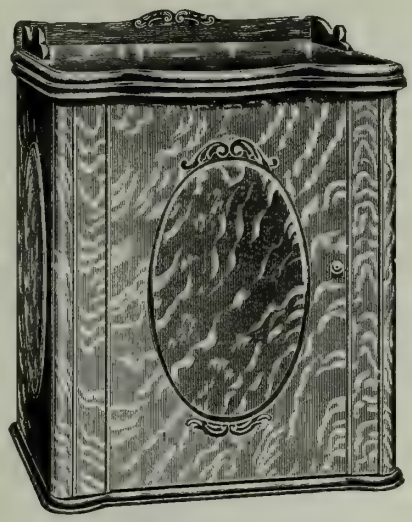
If interested tear out this page and place with letters to be answered.

SEWING MACHINES

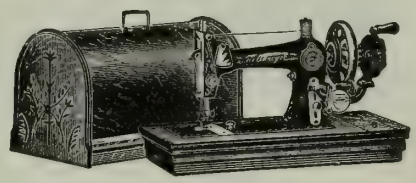
A most popular line for anyone to handle. Made by one of the largest manufacturers and fully guaranteed. Every one you sell means a nice clean profit for yourself and a well satisfied customer besides.



Showing head for the Black Diamond Rotary Machine



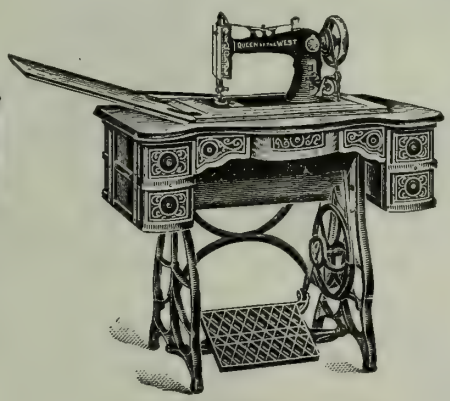
Parlor cabinet complete with Black Diamond Rotary Head and set of attachments



Eldredge Hand Sewing Machine for operating by hand or with electric motor. Convenient to carry about.



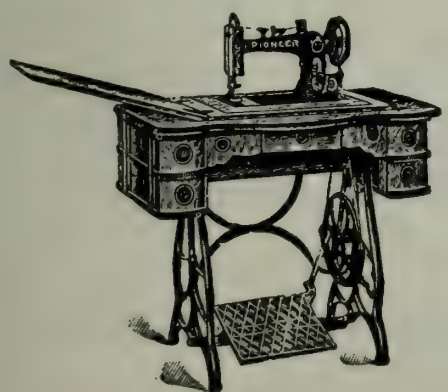
"Black Diamond," our most popular drop head machine



"Queen of the West," the favorite for all around work



"Gold Coin" is the machine for service at a medium price



"Pioneer," the best low priced drop head machine made

¶ Thousands upon thousands of sewing machines of the same make as ours are sold annually in the United States—about 200,000—by hardware merchants who know no more about sewing machines than you do.

Write for Prices.

LEWIS BROS., LTD.

MONTREAL

EVERYTHING IN HARDWARE

Railway Contractors' and Plumbers' Supplies, Sporting Goods, Cutlery, Prepared Roofing, Paints and Glass

If interested tear out this page and place with letters to be answered.

ORDER

EVEREADY DAYLO

FOR CHRISTMAS GIFTS



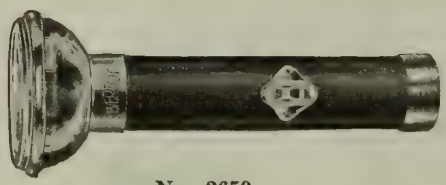
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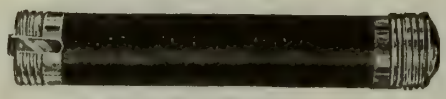
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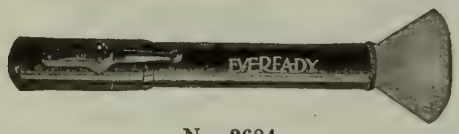
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No. 6961



No. 1991



No. 2684



Extra Bulbs and Batteries



Have you ordered your Taplex Pocket Stoves yet? Orders filled in rotation of receipt.

Caverhill, Learmont & Co.

MONTREAL

If interested tear out this page and place with letters to be answered.

Conservation

THE corrosion of Sheet Metal means a double or triple loss—

The loss of the Metal itself.
The loss of labor and time used in converting, transporting and applying it.
The loss of goods and equipment through failure of the sheet metal, and loss of the use of the structure until repairs can be accomplished.

It takes no more iron to make a ton of Toncan Metal than to make a ton of ordinary Steel. Therefore the use of Toncan Metal, because of its greatly increased durability, means a saving of iron, of time and labor, a distinct conservation of our resources.

Our book—"Corrosion: The Cause—The Effect—The Remedy" will help you to understand why Toncan Metal lasts. It is yours on request.

The Pedlar People, Ltd.

Oshawa **Ont.**

Canadian Distributors

The Stark Rolling Mill Co., Canton, O.

Sole Makers

TONCAN METAL

Resists Corrosion

If interested tear out this page and place with letters to be answered.

America Hangers Sell Easily and Give Life-time Service



The roller bearing tandem truck hanger is constructed entirely of steel and built to carry heavy doors.

The adjusting screw below the track is always accessible and allows increasing or decreasing the space between door and building.

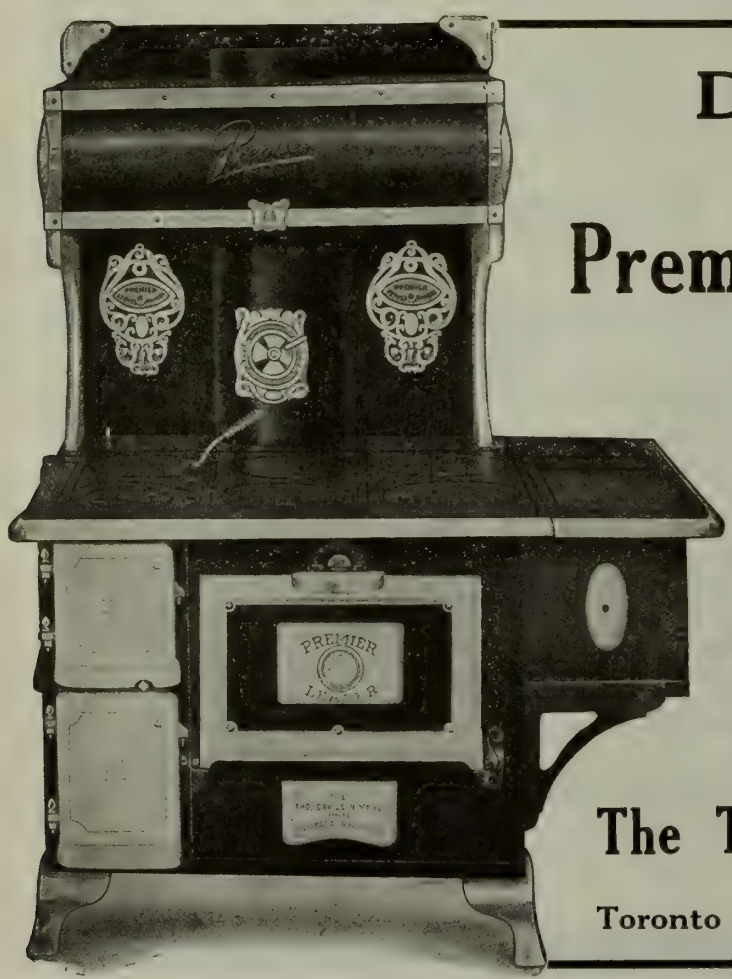
The detachable drop strap permits door to swing out at right angles and prevents tearing down.

America hangers run on the famous Hatch Trolley Track, supported with corrugated brackets.

Swing in to-day. Hitch your efforts to the biggest selling, profit making line of door hangers.

Manufactured by

Canada Steel Goods Company, Limited
HAMILTON, CANADA



DAVIDSON'S
POPULAR
Premier Leader Range

is a range that is built to supply the demand of a high-grade steel range at a popular price.

It is just as fully guaranteed, as to its baking and economical operating qualities, as our higher priced ranges.

There is a "Premier" to meet every demand, whether for a steel or cast range, one fully dressed or strictly plain. The "Premier Leader" is made square or with reservoir.

The Thom s Davidson Mfg. Co.
Limited

Toronto **Montreal** **Winnipeg**

If interested tear out this page and place with letters to be answered.

One Thousand Boosts for Rope-by-the-Foot

In our files there are a thousand letters, practically every one containing a commendation for the Rope-by-the-Foot Plan for selling Plymouth Rope. Many dealers are securing an increase of from 15 per cent. to 20 per cent. profit and more effectively meeting competition, and satisfying their customers.

Have you investigated this plan? You owe it to your business to learn how the sale of Plymouth Rope by the common-sense plan which your customer understands can increase your profits, add to your good-will and create customers for your other lines.

Full information upon request.

PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass. - Welland, Canada

Independent Cordage Co., Limited, Toronto, Canada
Canadian Sales Agents

There's more Profit in Plymouth Rope

"YANKEE" TOOLS

PUSH DRILL No. 44

Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.



A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

Stanley Tools



Stanley Adjustable Spoke Shave No. 151

This new and improved Spoke Shave has a Lever Gap fastening the cutter in such a manner as to bring an even pressure on the cutting edge.

The important feature is that the cutter can be quickly adjusted both endwise and sidewise by means of the adjusting screws which engage the slots near the end.

The Cutter is made from a high grade of steel, well tempered and sharpened ready for use.

The handles are japanned and through each a hole is made to enable the owner to hang the tool up out of the way.

10 in. long, 2⅛ in. Cutter.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Sell Handles that are Most in Demand

STILL'S

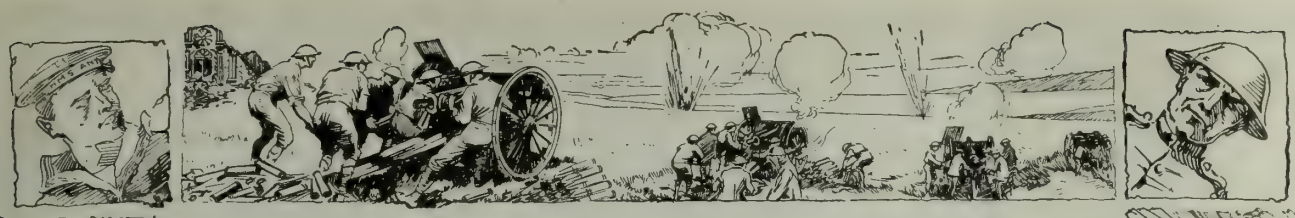
There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

If interested tear out this page and place with letters to be answered.



The Needs of the Empire

NEVER BEFORE in the history of Canada has greater opportunity been offered her Sons and Daughters to render SERVICE to the Empire;—and

NEVER BEFORE have the needs of the Empire demanded as high a standard of QUALITY in thought, deed and product as at present.

HOW NOBLY CANADA has responded is now known around the World and history will record it for the future.

THE PRODUCTS OF OUR MILLS are at the Fronts and on the Seas, in the Shipyards and Factories and in the Fields, faithfully fulfilling their mission of reliable performance wherever the Government's War-Winning Programme directs, as we are, and have been, stripped for action since the first call to arms.

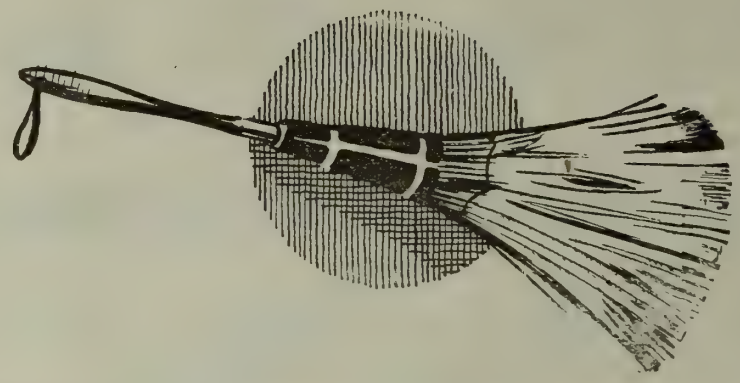
THE NEEDS OF THE EMPIRE are many and the War-Winning Programme changes as necessity demands; but it matters not, the needs of the Empire are paramount and must be supplied.

THEREFORE, if in these trying times, we do not deliver promptly to you such of the products of our Mills or Blast Furnaces as you may need, console yourself with the thought that through us, you are rendering Service to the Empire and to the Cause that matters most for the Liberty, Justice and Freedom of the World.

THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON MONTREAL



If interested tear out this page and place with letters to be answered.



WHAT THE FEATHER DUSTER CANNOT DO

AT best, the ordinary mop and feather duster can only raise the dust to settle elsewhere. An unsanitary method which does little to help the appearance of goods openly exposed on the shelves.

STANDARD Floor Dressing

is different. It **captures** fully 90% of the atmospheric dust and holds it. It is sanitary, non-evaporating, non-gumming. It preserves as well as cleans the surface with which it comes in contact. It is purely mechanical in action.



Properly applied with an ordinary floor sprayer, a single gallon will take care of 500-700 square feet of floor space, and will serve its purpose well for several months without further dressing so long as the surface is regularly swept clean with a hard broom or brush.

Sold in one and four gallon cans and in barrels and half barrels.

IMPERIAL OIL LIMITED

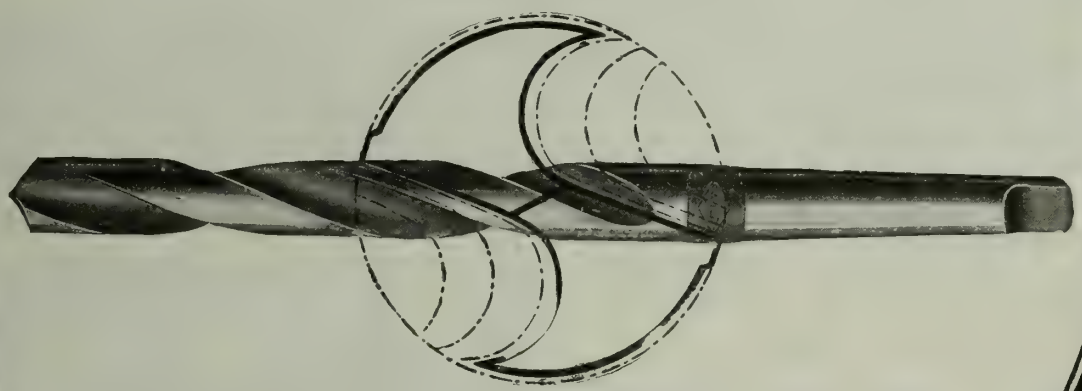
BRANCHES IN ALL CITIES

If interested tear out this page and place with letters to be answered.

WILT

High Speed and Carbon TWIST DRILLS

—are made only of the best materials—by workmen of the highest class and are rigidly inspected and sent out to dealers only after the Wilt guarantee has been safeguarded from every conceivable point of view.



Sell Wilt products and rest assured that you are selling the best the market affords.

WILT TWIST DRILL CO.

OF CANADA, LIMITED

Walkerville - Ontario

London Office: Wilt Twist Drill Agency, Moorgate Hall. Finsbury Pavement, London, E.C. 2, England



There is a shape and grade of "Famous Five" file for working upon any kind of metal or wood.

Don't run the risk of losing a steady customer by selling him the wrong file. Find out the kind of job he is working on, and get him the exact file for it.

Our aim is to have "Famous Five" Files give complete satisfaction to every customer. That means good business for you and for us.

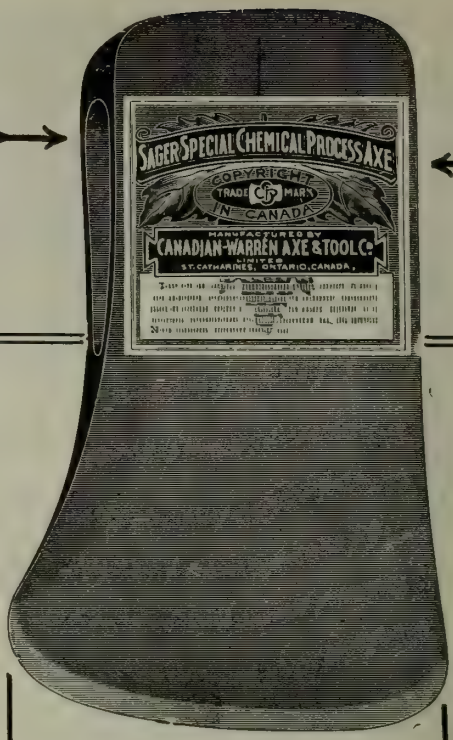
Specify "Famous Five" Files when you order.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



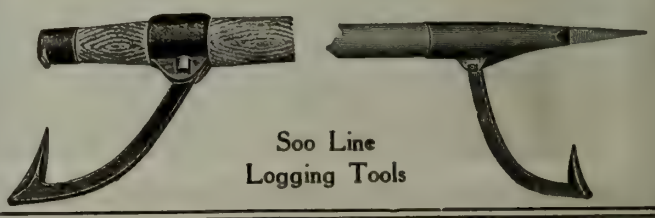


WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian Warren
Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

If interested tear out this page and place with letters to be answered.

"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

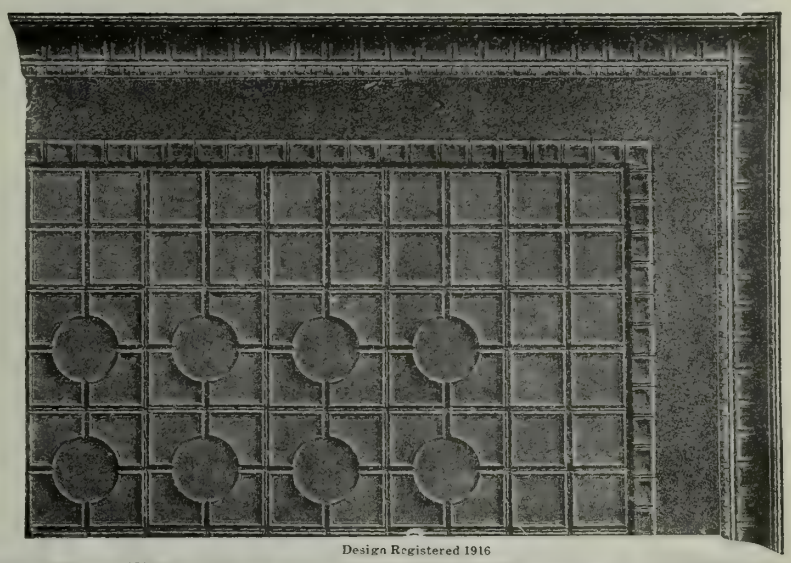
It's one thing to have the goods—

We have *them* alright – but we've got a big *selling service* behind them too, that works day and night turning prospects into happy customers for our dealers.

"Metallic" plates are modern, beautiful, deeply embossed, re-squared *after* stamping and come in big variety.

Get our catalogue and dealer-service information to-day.

Stock carried by
GEO. W. REED & CO., LTD.
37 St. Antoine Street Montreal



Design Registered 1916

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG



Buy Victory Bonds

It is *a Safe* and *Profitable* investment, so is Arctic Metal.

Tallman Brass & Metal Limited
HAMILTON, ONT.

THE VIKINGS are here

We also have them in Toronto



The wires are "hot" with Rush Viking orders.

The Viking story is now being told to your customers—all of them—in a clear and intelligent way. You should read it.

You should have Viking Cream Separators on your floor.

The Dairy Farmers will be after the Viking dealer. They want to see the Vikings. They will be practically "sold" when they come into your store.

The proposition is good. And—don't forget the fact that you, the dealer, make a larger profit on every Viking sale.

Every Dairy Farmer will buy a Better Separator at a Better Price. Viking selling points make sales easy—low price, simplicity, thorough construction, ease of operation and cleansing, larger capacity than any other separator of equal rating and the strongest guarantee ever written. Every Viking is guaranteed for a lifetime.

Write us at once for full particulars and Dealer's Terms.

Ontario Distributor:
CLAY FARNHAM
Jobber
Warehouse and Office: Caron Ave. and Elliott St.
WINDSOR, - ONT.

If interested tear out this page and place with letters to be answered.

K K

You Sell Washing Machines

They are **essential** in these days of need for thrift, saving clothing, time, labor and money.

Do you give thought and care to the **kind** of machines you offer your customers?

The **KRIBS** line is made with such careful selection of wood and such perfect construction (no possibility of shrinking or warping) that you can sell these machines with **honest enthusiasm.** There's a kind for every household. Buyers like the Kribs and tell others.

Find out to-day the **reasons why.**

Ask your jobber or write us direct.

WILLIAM A. KRIBS - Hespeler, Ont.

MAKERS OF FREIGHT HANDLING TRUCKS

K K

Manufacturers

OF

WIRE

HEADQUARTERS FOR

Wire Bale Ties

LARGEST CAPACITY AND STOCK IN CANADA

Prompt Shipment

LAIDLAW BALE TIE COMPANY, Limited

HAMILTON, CANADA

Winnipeg Toronto Montreal

London, England

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists'

AND

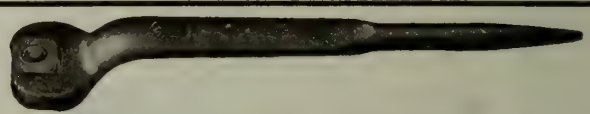
Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.

LIMITED

HESPELER, ONT.



Williams' Superior Drop-Forged Structural Wrenches

Originated by us about 16 years ago as an aid to the structural steel-worker, the usefulness of this line of wrenches to the Bridgemaker, Constructor and Shipbuilder, —in fact to all structural men—has since abundantly justified its creation.

The **tang** on the end of the handle is for bringing bolt-holes into line and for insertion into convenient openings when the wrench is not in use, thus preventing loss and keeping the tool in sight.

The **offset** in the handle provides for clearance of obstruction and safety for the hands of the operator.

Williams' Superior Wrench Booklet free on request

J. H. Williams & Co.

"The Wrench People"

30 Richards St., Brooklyn, N.Y.

The A. G. Low Company, Limited

30 Pacific Ave., Saskatoon, Sask.

Agents for Saskatchewan, Manitoba, Alberta and British Columbia.

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

SMART'S AXES



Complete line of Axes, Hammers, Hatchets and Sledges.
Export and Domestic trade given special attention.
Highest grade steel used in all our products.
Expert workmanship in every department.

Write for our tool catalogue.

PRODUCED AT

The James Smart Plant

Brockville, Ont. Winnipeg, Man.

If interested tear out this page and place with letters to be answered.



Still Good for Thousands of Miles

The other day my motor commenced to misfire.

I drove into the service station and asked Jerry, the service man, to give her the "once over."

Jerry took his pliers and short circuited one plug after the other to locate the missing cylinder.

"She's missing on No. 1," he announced.

He took out the plug and laid it on his work bench.

It was badly sooted. He showed me the trouble.

"Gimme a new one," I said, "and we'll throw away the old one. I've had it ever since I bought the car."

Jerry replied: **"Don't throw that Sterling Plug away. It's good for thousands of miles yet. I'll clean it and it'll be as good as new."**

Clean—Good as New

Here is a lesson for all motor owners.

Sterling Plugs are cleanable, time after time.

They are separable, and when you clean them you know they are positively clean.

Low grade fuels of to-day make carbon troublesome, but Sterling Plugs are built to meet the fuel situation.

Sterling Spark Plugs are sold everywhere by progressive garages and supply dealers.





A size and style for every car

Distributors for Canada:

The Dominion Battery Co., Limited 736 Dundas St. East **Toronto**

Manufactured by

LOCKWOOD-ASH MOTOR COMPANY

Main Street, - Jackson, Michigan

Sterling Spark Plugs

(47)

BUY VICTORY BONDS

SAY it often, Buy Victory Bonds! Say it to yourself, Buy Victory Bonds! Say it to others, Buy Victory Bonds! Say it with the ardent earnestness of a prayer and it will echo in the ears of our soldier boys at the front as a pledge of victory and will thunder like an oath of vengeance in the ears of the Boche. Buy Victory Bonds! Say it! Mean it! Do it!

Victory Loan of 1918

Non-taxable 5½% Bonds

Denominations: $50, $100, $500, $1,000.

Five Year and Fifteen Year Maturities

It is no sacrifice to merely buy a Victory Bond. Such a purchase is one of the best investments you can make. Not often will you be offered securities like these non-taxable and paying 5½% interest. It is no sacrifice to buy a Victory Bond unless you dispense with some luxury or deprive yourself of some comfort in order to subscribe. If you are a true Canadian you will subscribe to the 1918 Victory Loan to the uttermost of your ability and will gladly make every sacrifice that your subscription may be larger.

Let your patriotism be judged by the way you respond to your country's call. Acts, not hollow words, will be the gauge by which your love for Canada will be measured through all the years to come.

Subscribe to the Victory Loan of 1918. Buy Victory Bonds and induce as many others as possible to buy Victory Bonds.

Space donated by

The Dominion Ba tery Company, Limited



TORONTO
ONTARIO

For the Credit of Canada!

BUSINESS is good in Canada. More men and women are now employed than at any other period in our country's history.

Many millions of dollars are being expended annually in Canada.

A large proportion of this money is paid out in wages—large sums go to our farmers.

Our well-paid workers and our prosperous farmers turn over much of their large incomes to the merchants from whom they obtain their household and personal requirements.

• • •

But there is another side to the picture.

For four long years we have been defended by an army so brave and so well-equipped that it is called, with reason, "The most formidable weapon of its size on any fighting front."

To maintain that army costs money—and the money must continue to come from the Canadian people.

Not as a gift—but as a loan.

• • •

The merchants of Canada must subscribe their share of that loan—must provide their fair proportion of the money that is to maintain our fighting strength, our industrial activity, and our farm prosperity.

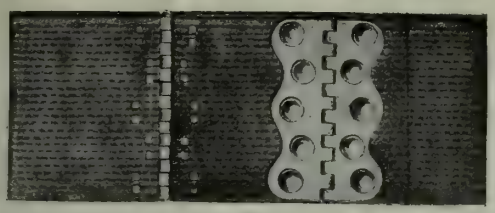
You know that Canada cannot continue her splendid effort without money, the super-weapon in this war.

You know that Canada's Victory Loan 1918 provides an opportunity of lending your money to help win the war—and it will come back to you plus a high rate of interest.

Be ready then—to buy Victory Bonds.
Buy all you possibly can.

Issued by Canada's Victory Loan Committee
in co-operation with the Minister of Finance
of the Dominion of Canada.

CHASE BELT COUPLERS *They're Cheap and Good!*



You need only stock one line of "Chase Couplers" and you will be in a position to supply a high-grade, efficient, moderately priced coupler for every conceivable kind of belt. With "Chase Couplers" you can make any kind of belt an endless belt.

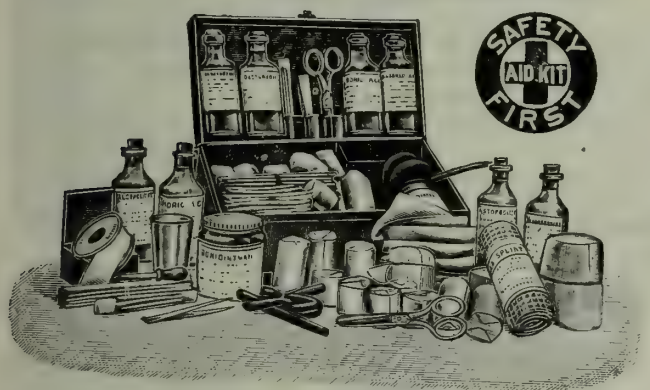
Write for prices and descriptive matter.

THE STRONG MACHINERY AND SUPPLY COMPANY

21 WALKER STREET -:- -:- NEW YORK, N.Y.

Pyrene FIRST AID KIT

Pyrene Safety First Aid Kits Display Them—*Sell Them!*



Pyrene Safety First Aid Kits should be part of the equipment of every factory. They should be on each floor, in each department ready for any emergency.

Pyrene Safety First Aid Kits reduce your customers' Compensation Insurance premium and thus cost little or nothing to install.

Include this indispensable kit in your sales of Pyrene Fire Appliances. Your nearest jobber will supply you or write direct to us for literature.

Pyrene Mfg. Co., of Canada, Limited
3 St. Nicholas Street
MONTREAL

Pyrene FIRST AID KIT



Place your order for Wentworth Funnels NOW. Then you'll be sure of delivery when the demand comes next spring. Another of the famous line of Wentworth products.

The Wentworth Manufacturing Co.
HAMILTON, ONTARIO

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines
Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).
Tractorlene Oil (for oil burning engines).
Ideal Thresher's Machines Oil (for general use).
Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

Built to Save Coal
Built to Last
Built for Quick Sales!

Reed's Economy Rotary Ash Sifter built to cut coal bills to a minimum—built to wear longer and sell better than any other sifter on the Canadian Market.

The economy is made of heavy galvanized steel, and is well put together.

Manufactured by

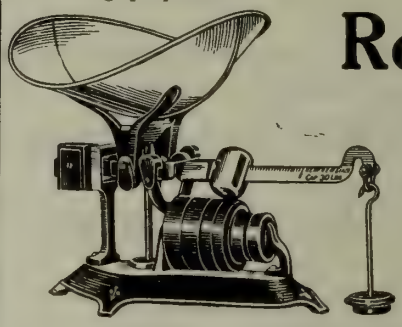
Geo. W. Reed & Co., Ltd.
37 St. Antoine Street, Montreal

Kills The Losses

Why should housewives take **all** the risk in regard to honest mistakes in weighing? It certainly is easy to convince her she shouldn't, and that a Renfrew scale will save not only risk but many actual losses. That builds up sales for **you.**

An ordinary, doubtful scale would only add useless disputes. The Renfrew is accurate for every weight from ½ oz. to 30 lbs., and its owner can prove her weights every time by means of the Government Inspector's Certificate which goes with every Renfrew.

The Renfrew is made in black finish, or in all-nickel finish suitable for candy stores or homes desiring a little bit better. Write for literature and attractive selling proposition.



Renfrew
HOUSEHOLD SCALE

Guaranteed to weigh accurately. Capacity: ½ oz. to 30 lbs.

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.

Eastern Branch: Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.

MENDETS
A PATENT PATCH

Every Home will eventually use Mendets—

The present high cost of copper, tinware, graniteware and aluminum ware is forcing sales for Mendets everywhere.

Efficient, quick and inexpensive in mending kitchen ware and utensils.

Prominently display a few packets and watch them sell themselves.

Particulars supplied by your jobber or

Collette Mfg. Company
Collingwood, Ont., Canada

P X H
TRADE MARK

ONE of the largest buyers of tools in the Dominion said to us the other day, "After the war we shall sever many business connections we have been obliged to make in order to keep our stock in shape for our customers. The manufacturer who has in these past four years kept up the quality of his product in spite of the temptation to sacrifice quality for quantity output is the only man with whom we shall maintain business relations."

Which is sound "Hoss Sense"

Confidence is the basis of all trade, and a buyer can only place reliance on the product which has stood up under the war strain.

P.H. and Imperial Files have been and will be marketed solely on the basis of service.

"THEY CUT FASTER AND WEAR LONGER"

Port Hope File Mfg. Co.
LIMITED
PORT HOPE - - ONTARIO

"Ask Your Jobber"

IMPERIAL
TRADE MARK

If interested tear out this page and place with letters to be answered.

HERCULES SPARK PLUGS



Strictly a Quality Product

From Time to Time

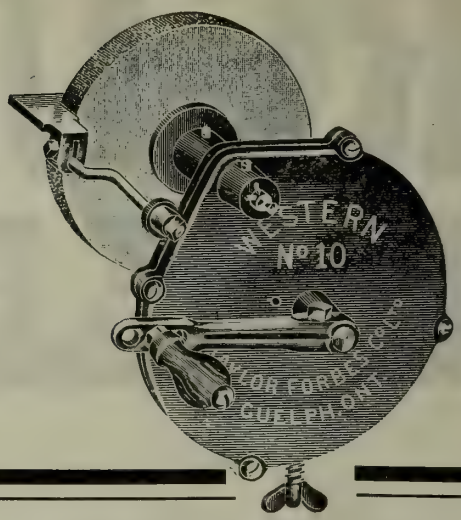
In every class of merchandise there appears some individual line which stands out pre-eminent as the standard of excellence and quality. Other manufacturers refer to their own product as "just as good," thereby conceding pre-eminence. The HERCULES line stands thus in the spark plug field.

Distributors in Canada

Hugh Carson & Co., Ltd., Ottawa, Ont.
Crowell Bros., Halifax, N.S.
H. S. Howland, Sons & Co., Ltd., Toronto, Ont.
Rice Lewis & Son, Ltd., Toronto, Ont.
W. H. Thorne & Co., Ltd., St. John, N.B.
Jas. Walker Hardware Co., Ltd., Montreal, Que.
Wood, Vallance, Limited, Winnipeg, Man.
Wood, Alexander & James, Ltd., Hamilton, Ont.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Wood, Vallance & Leggat, Ltd., Vancouver, B.C.

ECLIPSE MANUFACTURING CO.
·Indianapolis Ind·

The Western



Tool Grinder

Just What Mr. Average Farmer Wants To Buy at This Time of the Year

Just now, when crops are off and money is coming in Mr. Average Farmer is out to buy what he needs most—Good Tools and particularly one or more good tool Grinders —a necessity on every farm, The Western Tool Grinder will prove a ready seller just as other T. F. products have done, and are doing this minute.

Write to-day for full particulars of Western Tool Grinders and give it a proper display with other T. F. Products that are "good-selling" just now.

Taylor-Forbes Company, Limited GUELPH ONTARIO

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

PRESIDENT OF THE SUPERIOR JURY

DIRECTOR OF EXHIBITS

SECT'Y OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



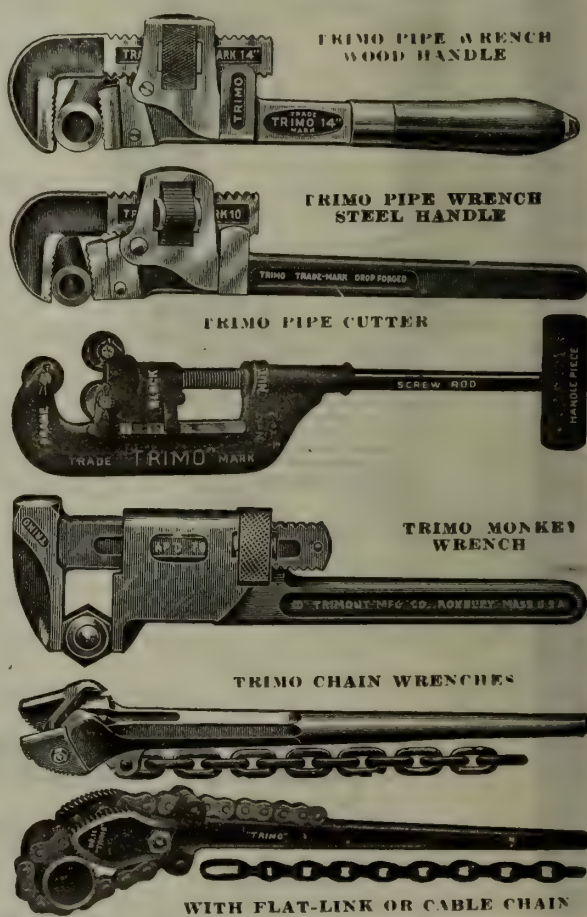
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



Starrett Tools



HELP YOUR CUSTOMERS

Speed Up and Increase Production

because they are universal demands to-day. Also point out that big production is worthless if accuracy is not maintained. Sell them Starrett Tools, which are recognized the world over as standard for accuracy.

There are 2,100 styles and sizes shown in our Catalog No. 21-MA. Write to-day.

THE L. S. STARRETT COMPANY

THE WORLD'S GREATEST TOOLMAKERS
MFRS. OF HACK SAWS UNEXCELLED

ATHOL, MASSACHUSETTS

NEW YORK
LONDON
CHICAGO

42-851

STARRETT TOOLS

If interested tear out this page and place with letters to be answered.

Striking the Line of Least Resistance



This idea has been recognized by all great salesmen as the real secret of success in the commercial world.

THE LINE OF LEAST RESISTANCE in the sale of FOOD CHOPPERS, BREAD MAKERS, COFFEE PERCOLATORS, TEA POTS, KITCHEN KNIVES, LUNCH KITS and POCKET CUTLERY is

THE "UNIVERSAL" LINE, because

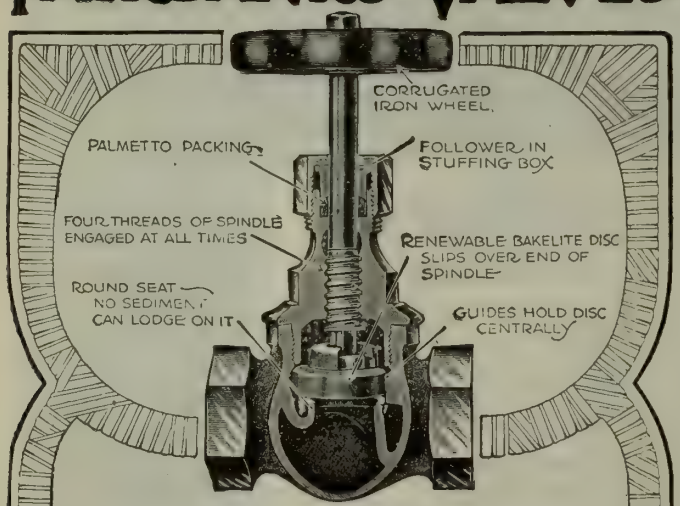
1. **After years of use in thousands of homes UNIVERSAL goods have proven BEST BY TEST.**
2. **Unlimited national advertising has made the name "UNIVERSAL" familiar to EVERY ONE OF YOUR CUSTOMERS.**
3. **By selling UNIVERSAL goods you can give your customers unquestioned QUALITY at NO GREATER COST to them and a LARGER PROFIT for yourself.**

When making up your orders in these lines specify UNIVERSAL, and remember that with present uncertain freight deliveries, prompt shipment of your orders is an important consideration.

IF YOU WANT YOUR GOODS SHIPPED THE SAME DAY AS THE ORDER IS RECEIVED, BE SURE TO ADDRESS THE ENVELOPE

WHITES LIMITED
WHOLESALE HARDWARE & METALS
COLLINGWOOD - - ONTARIO

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa,
Toronto: Hamilton, Windsor, Winnipeg,
Saskatoon, Calgary Vancouver, Victoria.



Canadian Rivet Forges are built to last.

Easy running blower, powerful uniform blast, rigid steel plate construction.

Write for Catalog 100-16.

Canadian Blower & Forge Co.
Kitchener, Ont.

If interested tear out this page and place with letters to be answered.

Why You Should Be A Michelin Dealer

No. 28

In Addition to Money, There's All-around Satisfaction Waiting for You

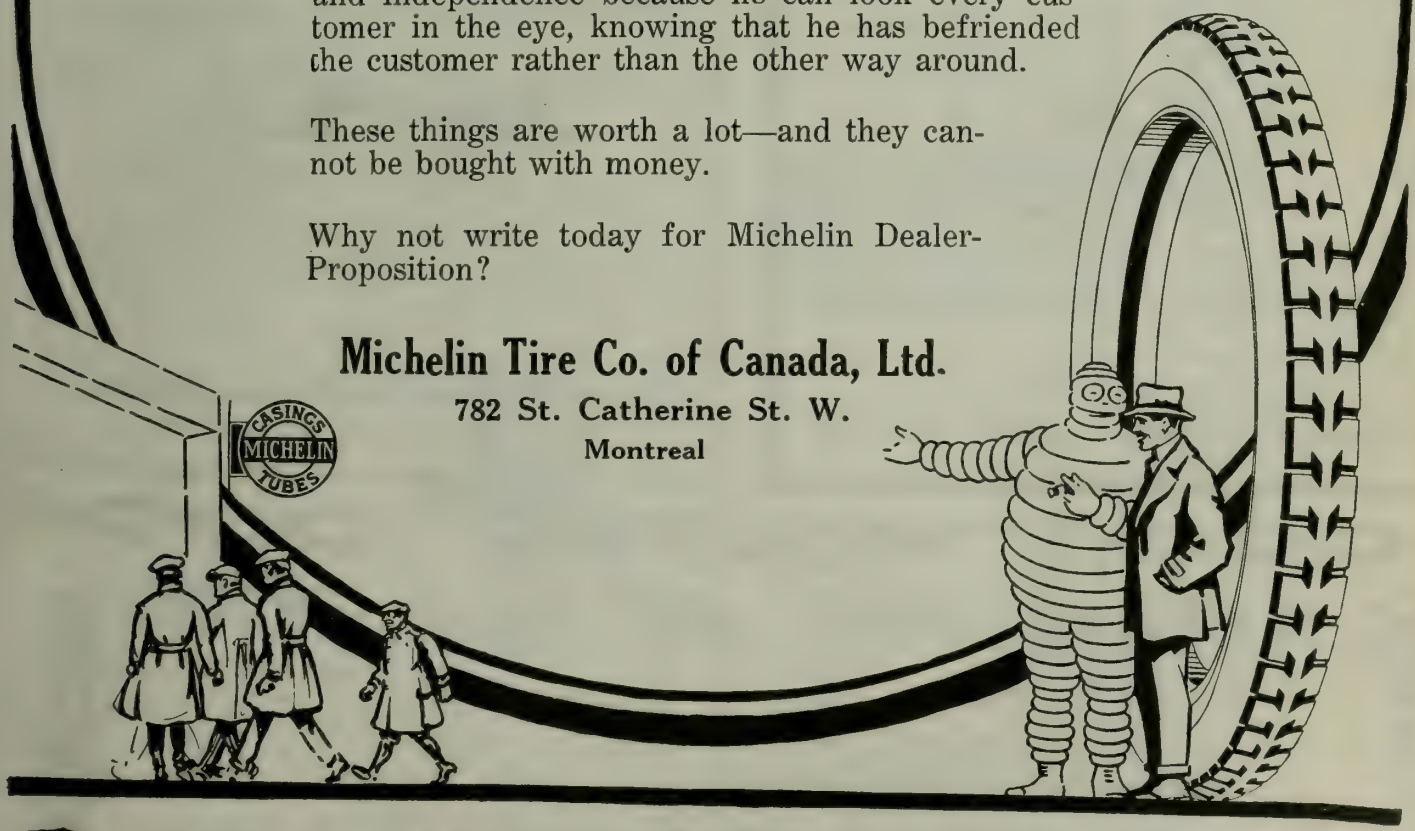
The Michelin Proposition does more than bring the Michelin Dealer prosperity. It wins for him many other and perhaps equally important forms of compensation.

It brings him freedom from the worries, the complaints and the petty annoyances that make a burden of so many businesses. It brings him satisfaction and independence because he can look every customer in the eye, knowing that he has befriended the customer rather than the other way around.

These things are worth a lot—and they cannot be bought with money.

Why not write today for Michelin Dealer-Proposition?

Michelin Tire Co. of Canada, Ltd.
782 St. Catherine St. W.
Montreal



MICHELIN

"Multiped"



The Garden Hose That Doesn't Kink

A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

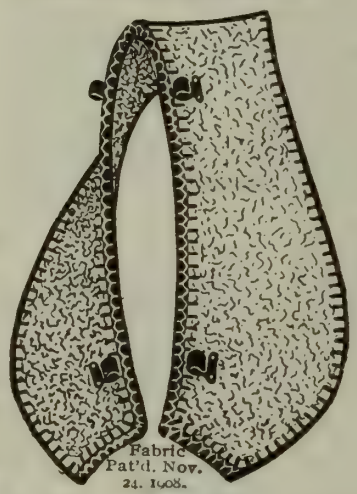
MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria

TRADE MARK

Ventipiex

PADS



"Prevents Gall Sores"

"Keeps Horses Fit"

Fabric Pat'd. Nov. 24, 1908.

Ventipiex pads assist in greater efficiency because horses are always free from the handicap due to gall sores. Ventipiex pads lengthen the life and usefulness of a horse by removing irritation and giving comfort. They are sanitary, hygienic, very durable and easily washed. Warranted to make the collar fit.

In the winter time they promote warmth.

Boost this line—you'll find it mighty profitable and very satisfactory.

Burlington Windsor Blanket Co., Ltd.
793 King West, Toronto



Sani-Flush serves a specific purpose. It isn't a general cleanser, but is prepared only for cleaning water closets. That one thing it does to perfection.

Sani-Fluhs does not interfere with your sale of anything else — and nothing else will take its place.

Make a display of

Sani-Flush

Let people know you have it. The label on the can tells the whole story. Put cans of ***Sani-Flush*** where people can see them.

Harold F. Ritchie & Co., Limited
10-12 McCaul Street, Toronto, Ont.

"HENDRYX"

STANDARD STEEL AND BRASS CHAINS

MR. CHAIN USER: October, 1918.

For many years we have made a specialty of chain for manufacturer's use, and are well equipped for this business.

Our chain is made of special wire found by us to be best suited for the purpose. The links are well shaped, small and compact, making a heavy, strong chain.

A sample mailed to us of what you may need will be given immediate attention, and interesting prices quoted on any quantity.

Yours very truly,

The Andrew B. Hendryx Company, New Haven, Conn.

If interested tear out this page and place with letters to be answered.

BEHIND the thoughts and actions of every individual in Canada there must be one dominating purpose, the protection of our shores and the making of a better Canada.

Buy and urge your every customer and acquaintance to

Buy Victory Bonds

to the full extent of their interest in Canada's future.

James Morrison Brass Mfg. Co., Limited

93-97 ADELAIDE STREET WEST, TORONTO



Make Money from Good Pumps---Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

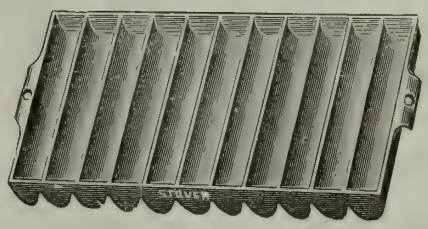
All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The

R. McDougall Co., LIMITED

GALT, CANADA

CORN BREAD PANS



Fast Selling Hardware Specialties

The use of corn meal as a substitute for wheat has created a large demand for these pans.

Every dealer should have them. Be sure you get the STOVER brand. It is a guarantee of clean, smooth castings.

This is also the time of year to lay in your waffle irons. STOVER waffle irons keep on the move and do not lay in stock. Send for our special waffle iron circular.

Some of the Stover Hardware

Waffle Irons	Fire Place Fixtures
Mop Sticks	Stove Pokers and Lifters
Lemon Squeezers	Stove Pipe Dampers
Ice Picks and Shaves	Pulleys (All Kinds)
Saw Vises	House Numbers
Door Latches	Cast Hammers
Chest Handles	Harness, Coat and Robe Hooks
Door Pulls	Wind Mil's
Foot Scrapers	Feed Mills
Cast Pliers	

Gasoline Engines

Stover Mfg. & Engine Co.

709 East Street

Freeport, Ill.

Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.
Send undersigned information regarding your

Name .....

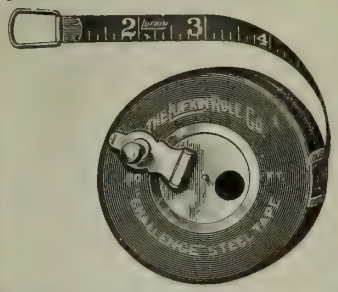
Business .....

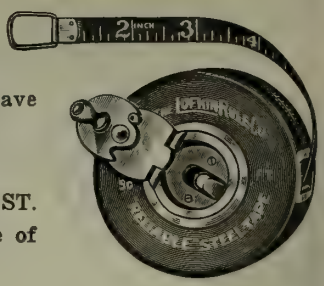
Address .....

If interested tear out this page and place with letters to be answered.

LUFKIN

Measuring Tapes





are the market's staple in their line, and while guaranteed, have a reputation for dependability better than any guarantee.
ACCURACY is the backbone of that reputation.
Our tapes are well fitted in every way to do their work.
ON SALE EVERYWHERE. CATALOGUE ON REQUEST.
Ask also for circular of *Instantaneous* Readings, one of the many improvements brought out by us.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Buy Victory Bonds

NOW is the Time to Think it Over---
Don't Wait for the Other Fellow

Our Boys "Over There"

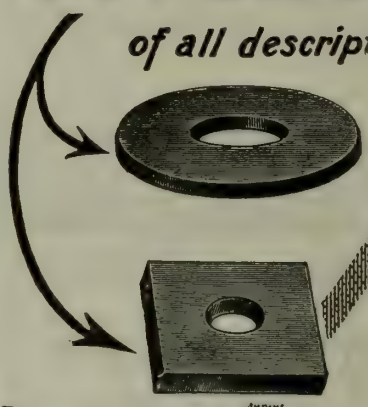
ARE

DOING IT NOW

WALTER WOODS & CO.
Hamilton and Winnipeg

Wrought and Steel Plate WASHERS

of all descriptions



Round & Square
Plain or
Galvanized

Annealed
Rivet Burrs,
Felloe Plates,
Sheared and
Punched Plates.

Malleable Washers
and Cast Iron Washers.

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.



4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

If interested tear out this page and place with letters to be answered.

Can You Imagine a Man or Boy

Who Wouldn't Like to Own This Kit?

No matter what a man's occupation may be, he will find daily use for the "So Handy" Pocket Knife Tool Kit. Autoist, Sportsman, Hunter, Farmer, Boy Scout—these, especially, will find it a pleasing and practical pocket companion. Excellent, too, for use around the home.

Outfit comprises a splendid Jack Knife with cocoa handle and an exceptionally good blade, and the following tools which can be instantly attached to the knife handle: File, Chisel, Reamer, Screw Driver, Bottle Opener, Gimlet and Rule, all made of high grade steel, carefully hardened and oil tempered.

The So Handy Kit is made in five styles. Jobbers—get posted about this good specialty.



RETAIL PRICE $1.50.

THE BRIDGEPORT HARDWARE MFG. CO. BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

WANTED

Fall Orders for Hardware such as follows:

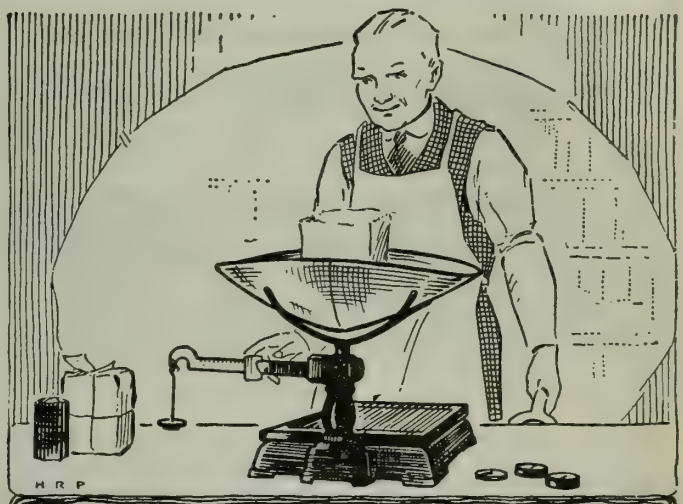
Snow Shovels,
Lanterns and Globes,
Weather Strip,
Axes, Mitts and Gloves

A good stock on hand, and orders promptly shipped.

Thos. Birkett & Son Co. Ltd.

Wholesale Hardware Merchants

Ottawa Ontario



Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO



It's a Pink anyway you take it, and it's the best Peavey made.

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

WHY have our sales increased 200% over last year?

BECAUSE our prices, quality equal, are 10 lower than others

OUR GRADES

Colored---1B, 1A, 7, 1, 5

White---Jap, XC, X, XX, XXX

ACME WASTE MFG. CO.
LIMITED
482 WELLINGTON ST. W., TORONTO
5 Queen Street, Montreal 1206 McArthur Bldg., Winnipeg

C. KLOEPFER, LIMITED
Edward Halloran, General Manager
44-50 Wellington Street East, TORONTO
And at Guelph

IRON and STEEL
HEAVY HARDWARE
AUTOMOBILE ACCESSORIES

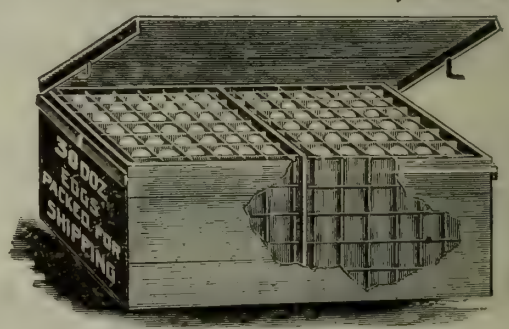
GULF BRAND
Pure Gum Turpentine and Rosin
of highest Quality, guaranteed at destination to Equal *Government Standards*

Nothing but selected pure Gum Products from Distilleries using the most Modern methods of manufacture and handling and following a strict set of specifications to insure the Highest Uniform Quality.

Shipments made direct from Distilleries. Grades guaranteed at destination to equal Government standards. Stocks carried in Toronto, car or less car lots. Write for quotations.

FRED SMITH
Mail Building, Toronto, Can.

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, - MONTREAL, CANADA

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

The Only All Metal Weather Strip That Can Be Applied Without Removing Windows

Positively the only all metal weatherstrip that can be sold satisfactorily over the hardware counter.
Easily installed—and just as easily sold.



Best Weather Strip Company
Limited
Hamilton, Canada

If interested tear out this page and place with letters to be answered.

Look for the full name

Russell Jennings

stamped on the round of our

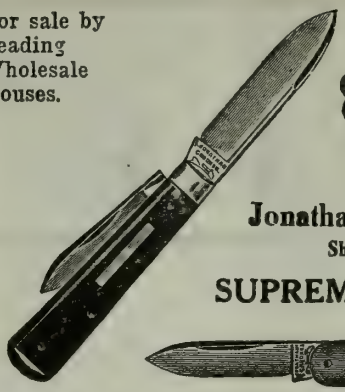
Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.

CHESTER, CONN., U.S.A.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son

Sheffield, England

SUPREME CUTLERY



JOSEPH RODGERS & SONS

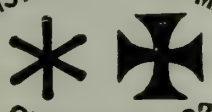
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that thi exact mark is on each blade

REGISTERED TRADE MARK



GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL



EAGLE

Portable Tool Cabinets

For Mechanics, Toolmakers!

Every live Mechanic and Toolmaker will want one of these cabinets when he sees it.

More than twenty styles to choose from in quartered oak and leatherette covered. Leatherette cases have mahogany finished drawer fronts.

Write for prices and descriptive folder.

EAGLE MANUFACTURING COMPANY

HAMILTON ONTARIO

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

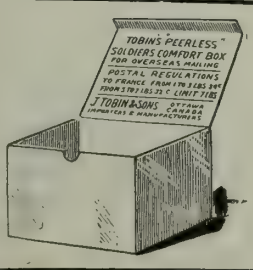
Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

Hardware Dealers! There are sales and profits in Tobin's Overseas Mailing Boxes, the toughest, strongest and most reliable box for sending good things to the boys in the trenches.

By Government test—37 pounds to the square inch—**70 times stronger than required.**



***Sell* "Peerless" Overseas Mailing Boxes**

"Built Like a Gun." Send us a Trial Order.

J. TOBIN & SONS

Ottawa (Sons on Active Service) **Ontario**

Sewn Bunting FLAGS

Soon will come a greater demand for FLAGS that will stand sun and water such as we make in our factory from ALL-WOOL ADMIRALTY BUNTING.

Be Prepared for the Rush when it Comes.

Write for Quotations

J. J. TURNER & SONS, LTD.

PETERBOROUGH, ONT.

Stock Up Now While the Goods Are Obtainable

FREE POWER

The fact that the power for operating an "Ideal" Washer does not increase the water rate and is, therefore, free, is a very convincing argument to many customers. The cost of operating an electric washer, such as our "Seafoam," is practically negligible in most districts served by electric power; but the fact remains that many sales may be made of the "Ideal" Water Power Washer when the prospect shows hesitation in regard to an electric machine.



With the two, the "Seafoam" Electric and the "Ideal" Water Power, you have a machine to suit the requirements of every urban customer and the assurance that each is as good as high grade material and workmanship can make it.

Dowswell, Lees & Co. Ltd.

HAMILTON, CANADA

Eastern Representative:
John R. Anderson, Montreal

Western Representative:
Harry F. Moulden & Son, Winnipeg

If interested tear out this page and place with letters to be answered.

NO BETTER LAMPS ARE SOLD THAN THESE CANADIAN MADE

Northern Light

"MAZDA" LAMPS

They embody all that the word "MAZDA" implies.

They are made in all standard sizes for domestic and industrial use.

The distinctive cartons in which these lamps are packed are especially suited to attractive window displays.

They are carried in large quantities in each of our nine distributing houses.

Dealers net bigger yearly profits from the sale of these quality lamps than from inferior brands.

IT PAYS TO SELL THE BEST.





Northern Electric Company

LIMITED

MONTREAL HALIFAX OTTAWA TORONTO LONDON WINNIPEG
REGINA CALGARY VANCOUVER

EQUIPMENT FOR EVERY ELECTRICAL NEED

If interested tear out this page and place with letters to be answered.

SUPREME AMONG WASHERS

The "1900" Complete Line Pays You Best

For over twenty years we have been making washing machines **exclusively.** The best types of washers have been developed and patented by us in this time.

Recently we have perfected two new models representing the highest development the Washing Machine has ever attained.

"1900" Cataract Electric Washer

These most modern washers, as well as the other various "1900" machines—the Gravity, Water Power and Gasoline Motor Washers—are sold everywhere through our extensive advertising, which is the largest publicity campaign conducted for washing machines in Canada. Inquiries in large numbers result from this advertising, and these inquiries are turned over to such "1900" Dealers as have proven their worth in their different territories.



"1900" Agitator Electric Washer

Is there a live "1900" Dealer in your district? Would you like to know more about the "1900" line?

If there is no one selling "1900" Washers in your territory there is a chance for you. Make use of it by writing to-day to the Wholesale Department.



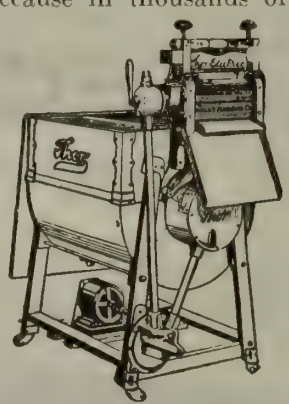
The "1900" Washer Company
357 Yonge Street
TORONTO

Thor

PRODUCTS

Are "Doing Their Bit"—

And THOR dealers everywhere can "do their bit" to-day by drafting more THORS into the service of the nation's homes—because in thousands of homes THORS are helping to conserve labor and time by harnessing the great invisible servant—electricity—to the irksome burdens of the housewife.



Swing into line now—it will pay you big!

HURLEY MACHINE COMPANY, Limited
413 Yonge St., Toronto

In Times Like the Present

why send your money out of Canada? Besides getting good that are

CANADIAN MADE

and keeping the money in the country, you can get from us

ELECTRIC FIXTURES

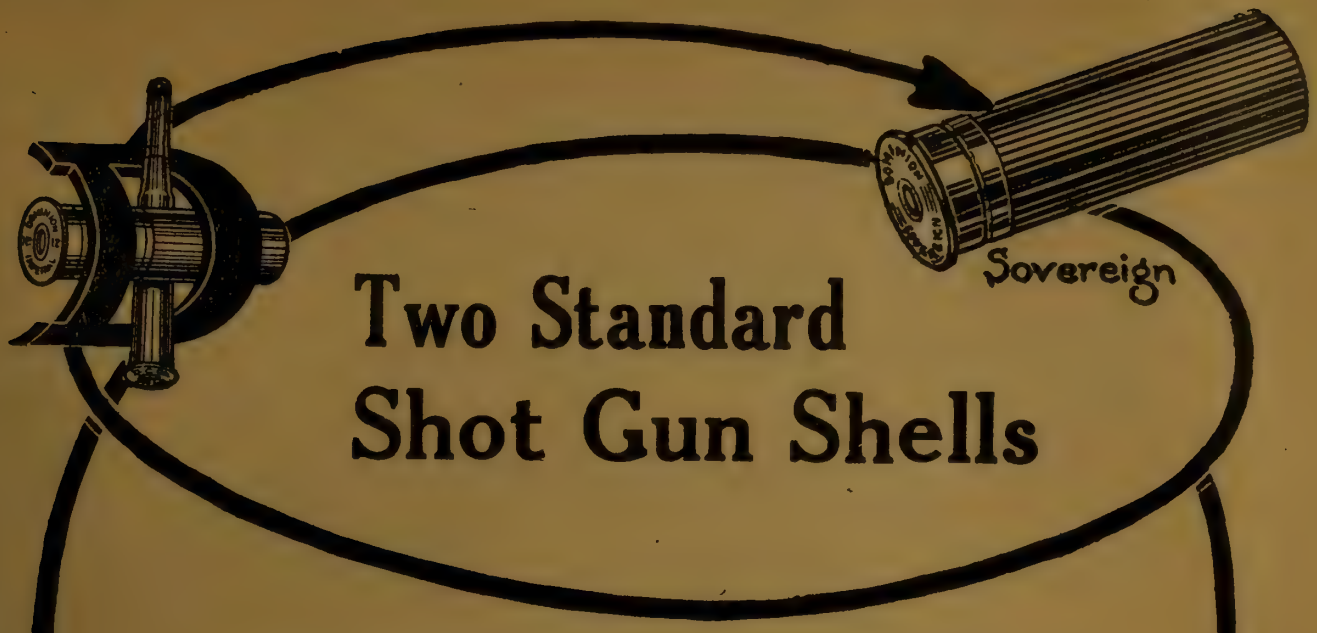
that are equal, if not superior, to those that are imported. Have you our illustrated sheets showing our medium priced lines? Write for them to-day.

W. H. Banfield & Sons, Limited
TORONTO

City Sales Office
80 King St. West, Adel. 104

General Offices and Factories
370-386 Pape Ave.

If interested tear out this page and place with letters to be answered.



Two Standard Shot Gun Shells

The sportsmen—trapshooters and hunters—who stand at your counter know the superior qualities of

Sovereign and Regal *Shot Gun Shells*

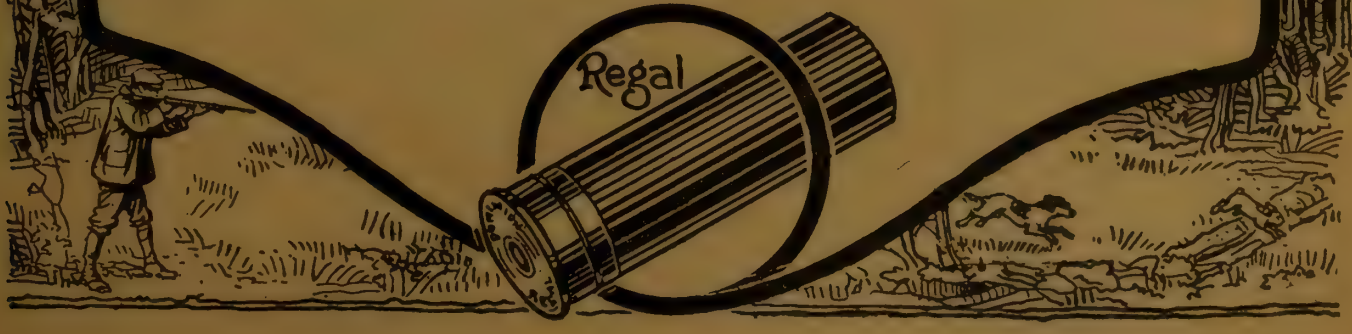
The double assurance of strong, safe casings, due to the knurled base and the steel reinforced head in both the Sovereign and Regal are points that interest your sportsman customer. Care in loading — well seated wads—the large Dominion 3B primer all help to develop the

Speed—Pattern—Penetration

that have meant so many successful days for Dominion users —your customers.

Show the loading to the doubters by slicing the side of a Sovereign or Regal shell. Demonstrate further by pressing the cut paper back in place and firing the shell at a large piece of paper spread out on a board. Point out to him the number of pellets of shot that have hit and how evenly they are spread on the paper—Pattern. Show him how deeply the shot has gone into the board—Speed and Penetration. The customer will not mind missing a shell from a box when such quality is demonstrated.

Dominion Cartridge Co., Limited
120 St. James Street **Montreal**











FIVE WORKS—OVER 3,000 EMPLOYEES

It is our intention after the War to devote our energies to the intensive production of the following Specialities:

Gunmetal and Brass Valves and Cocks.
Steam, Water and Compressed Air Fittings generally.
Cast Iron Stop and Sluice Valves.
Semi-Rotary Pumps.
Extruded Brass and Bronze Bars.
Brass Bolts and Nuts, Studs and General Turned Work from the Bar.
Cast and Malleable Iron Cocks and Pipe Fittings.
Pressure and Vacuum Gauges.
Injectors and General Jet Appliances.
Engine Governors (Pickering, Proell and other types).
Spraying Machines for Insecticides and Limewashing.
Coppersmiths' Work.
"Stella" Brand Alloys, Manganese Copper, Silicon Copper, Ferro Zinc, Phosphor Copper and Tin, etc.

Business After the War

If you are interested in any or all of the lines mentioned and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office at the address below.

UNITED BRASSFOUNDERS and ENGINEERS, Limited

EMPRESS FOUNDRY

Cornbrook, Manchester, England

Success and Your Associates

ALWAYS associate with men who are earning more money than you are. Such is the advice given by a man whose name is known the world over for his own success and the business which he created. It is good advice of a certainty, but we are not urging that it is the best advice. At the same time it is wise to associate with better or bigger men than you are yourself, because you are likely to be lifted up to their levels.

Most of us would probably like to be the intimates of J. P. Morgan, or of John D, or of Charlie Schwab, or Canny Andrew. If we had a speaking acquaintance with John Wanamaker, or Lord Beaverbrook, or Lord Shaughnessy, and with other distinguished and successful men, we would take comfort from the fact

And most of us would feel rather small and uncomfortable if we were placed beside President Woodrow Wilson at a dinner table, or beside Sir Robert Borden, Sir Herbert Holt or Sir Wm. Mackenzie. And the reason would probably be that we know so little of the knowledge that really counts. If these successful business men engaged us in conversation we would probably find ourselves knowing very little about the things that matter.

This will illustrate the point:

Here's a true story. A Toronto manufacturer found himself on a train going to Albany in company with a number of distinguished Americans about to attend the inaugural ceremonies of a State Governor. A washout led to a delay, and the Canadian was thrown into close association with senators and congressmen and prominent lawyers. They bantered the little Canadian about Canada. He had the pluck of a bigger man. He had been a constant reader of THE FINANCIAL POST, and had absorbed many facts about Canada. He surprised his American traveling companions with his positive, well-informed and wide knowledge of Canada. When the company reached Albany, the Canadian was persuaded to attend the ceremonies, and was introduced as the man who knew all about Canada. The Governor was interested in Canada, and said so, and the little Canadian found himself telling the story of Canada very ardently to a very attentive listener, much to the amusement of his friends who introduced him.

This man made a hit on that journey, and many friends. One of the company gave him a stock market tip worth a fortune.

The point of this story is: You, as a Canadian, can make yourself informed very fully and intelligently if you become a regular reader of THE FINANCIAL POST. You can make yourself a worthy companion and intimate of presidents and magnates. The world likes to listen to men who know something well, and who can talk interestingly and informingly on the subject of their study.

You can become worth listening to if you know your Canada well. And you can get the kind and amount of knowledge concerning Canada which will make you interesting to others if you will read THE FINANCIAL POST regularly each week.

IF you read THE FINANCIAL POST REGULARLY you will find yourself keeping company with the highest paid staff of editors engaged on any publication in Canada—trained men who know how to make others know what they know and learn.

You will find yourself living in a most interesting world—the great, throbbing world of business. You will have your thoughts tremendously stimulated and helpfully directed. You will find yourself becoming a fit table companion for big men — this because you will have knowledge of a quality that will keep you from shame.

What is it that keeps you and THE POST separated? It cannot be its subscription price of $3. Probably it is because you are not very well acquainted with this paper.

We are going to put it to you this way: If you have the desire to be worthy of association with big men, then prepare yourself for such association by reading THE POST, and to make acquaintance easy, we provide the coupon below. It offers you THE POST for four months for a dollar bill.

The MacLean Publishing Company, Limited,

143-153 University Avenue, Toronto.

Send $\frac{\text{me}}{\text{us}}$ THE FINANCIAL POST for four months for One Dollar. Money $\frac{\text{enclosed}}{\text{to be remitted}}$

(Signed)

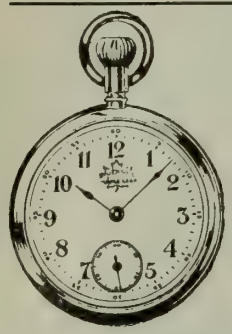
.....

H.M. .....

THERE IS NO TRICK

in selling Ingersolls. The whole secret is in letting your customers know that you have them. Keep them displayed where your customers can see them—make an occasional display in your window—and they will add considerably to the profit side of your ledger.

This fall our advertising campaign for the Dominion is larger than it has ever been. It not only includes many magazines published in the States, which have a large circulation in the Dominion, but most of the best Canadian magazines, farm papers, etc. Connect up your store with these advertisements by making a window display and our advertisements will be your advertisements, so far as your locality is concerned. We will supply the material for the display.

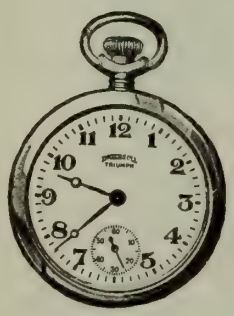


THE MAPLE LEAF

Retail Price $2.00

This model needs no introduction. It is the model that made Ingersolls famous. Sturdy—and dependable.

You get 4 of these in the Special Assortment.



THE TRIUMPH

Retail Price $2.50

A watch with the sturdiness of the Maple Leaf—but a few more refinements in the way of good looks. A splendid watch for a man who wants a watch that will stand lots of hard service and is good looking, too.

You get 3 of these in the Assortment.

THE RADIOLITE

Retail Price $3.00



The watch that tells the time in the dark. The hands and numerals of this watch are coated with a self-luminous substance containing genuine Radium. Luminosity is guaranteed for life of watch.

You get 3 of these in the Special Assortment.

THE INGERSOLL WATERBURY

Retail Price $5.50



12 size—thin model, jewelled. The sturdiest jewelled watch made, will stand many knocks and jars that would put most jewelled watches out of business. And it is good looking, too.

With Radiolite Dial it sells for $6.50.

You get 2 with Plain Dial in the Special Assortment.

Special Assortment

We have arranged special assortments of 1 dozen of these four fast-selling models. They are assorted in the way that you will sell them. With an order for one or more assortments, we will send you 3 attractive display cards. Put these cards in your window—and they will sell the watches for you in "rapid fire" time.

This assortment complete costs you $22.05 and sells for $33.50. Your profit $11.45—and a quick turn-over on your money.



This is one of the handsome Show Cards that is included with the Assortment. It is printed in 4 colors—has an easel stand—and it certainly is a beauty.

Cut out this coupon and mail it to-day. It is best to order several of these assortments while we can still supply them. You will need them for your Christmas trade.

Robt. H. Ingersoll & Bro.,
128 Bleury St., Montreal, P.Q.

Please send me:

.....Special Christmas Assortments with Show Cards.

Also extra watches as follows:

.....

.....

.....

.....

Name .....

City ..... **Province** .....

"Member Audit Bureau Circulations."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, OCTOBER 26, 1918 No. 43

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A. C. Leslie & Co., Limited
560 St. Paul St. West, MONTREAL

"Queen's Head"

Galvanized Sheets

Heavily Coated
Uniform Weight
Every Sheet Guaranteed

John Lysaght, Limited — Manufacturers — BRISTOL and NEWPORT
A. C. Leslie & Co., Ltd. — Managers Canadian Branch — MONTREAL

TELL THE PEOPLE WHAT YOU HAVE TO SELL!

ALMOST every day some of the women in your district are hearing about O-Cedar Products, and how they lessen the work of housekeeping. They are reading our advertisements in newspapers circulating all over the Dominion, and they are hearing about O-Cedar from their neighbors.

O-Cedar Polish

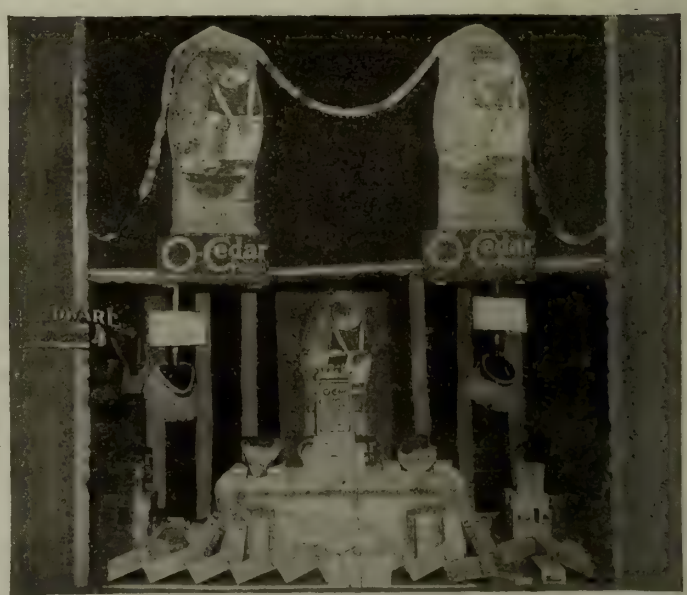
You should let them know, in the most forceful way possible, that they can buy O-Cedar Products in your store. There may be dozens of people who would buy O-Cedar from you, if they were simply reminded of it by an attractive window or store display of O-Cedar Mops and O-Cedar Polish.

To give you an idea of how to go about making a good display, we are illustrating one very attractive window trim, made up from a stock of O-Cedar Products and regular O-Cedar display features. Right now is a good time to show O-Cedar. Will you plan to make up a display Monday morning?

Order from your jobber.

See the O-Cedar Hardware Transfers on this Window.

Sent Free on Request.



CHANNELL CHEMICAL CO., LTD.
369 Sorauren Avenue Toronto

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, OCTOBER 26, 1918. No. 43

Famine Expected in Galvanized Sheets

License Must be Secured for Every Shipment of Raw Material From the United States —Many of the Largest Mills Have Supplies Cut Fifty Per Cent.—Stocks in Canada Very Small—Steel Situation Remains Decidedly Complicated

A FAMINE in galvanized sheets is likely to prevail in Canada from now on, according to A. T. Enlow, president and general manager of the Dominion Sheet Metal Company, Limited, of Hamilton. The change on the part of United States Priorities Committee in the method of handling priorities for steel he says will have far reaching effects here.

"Heretofore," said Mr. Enlow, "when a Canadian consumer desired to purchase, for instance, galvanized steel sheets which we manufacture, and the raw material for which could not be secured in Canada, it was necessary for them to furnish us with a statement signifying the exact use of the material. This we passed on in the form of an application for priority certificates to Ottawa, and if they looked favorably upon it, they sent to Washington, where the Canadian War Mission endeavored to secure a priority certificate.

Must Have License

When this certificate was finally secured, granting that the need was regarded as urgent, the mill would proceed in turn to fill the order and eventually the customer would get his material, but now this has all been dispensed with and for every shipment of raw material from the United States there must be a license secured which takes the place of the priority certificate.

In order to secure this license it is necessary to fill in a form X-26 which is a long closely printed form of four pages and after filling this in, one regards the proposition as almost hopeless but granted that it does finally run the gauntlet and the export license is granted, the mill is then authorized to go ahead and manufacture the material and export it in turn or as its urgency warrants.

Exports Limited

After fully analyzing the new form, which must be used in connection with application for export license, one must inevitably conclude that export of steel in any form to Canada or for that matter to any country outside of the United States will be very limited, much more limited in fact than heretofore under the priority certificate system.

In view of this we can only conclude that the most urgent requisitions will be the only ones given any attention whatever, and they will not come through very fast unless the material is direct for the Canadian Government or some of its branches.

Output Reduced

We are advised by several of the largest sheet mills making black sheets that they are operating at less than half capacity, due to the fact that the Government cuts off their supply of steel, using it for other commodities. As regards the local supply of black sheets it resembles the well known "drop in the bucket," but nevertheless has helped out what has been a very bad situation indeed and what bids fair to be much worse.

Our conclusion is that every user of sheets, black or galvanized, may as well prepare to go on a strictly war ration if he has not already done so, and the supply which has seemed to be very scanty will look quite profuse as compared with what will be available during the next several months or until the actual conclusion of peace."

Material Still Scarce

There have been some shipments of sheets reaching Toronto this week, but they are not in keeping with the business booked against them. Galvanized sheets that are being delivered now are selling for $11 up, mostly up. As a matter of fact, the $11 figure does not exist now as a selling mark, and prices are running at $12 and $12.50. Peace talk has had no effect on the calls that are made on the material. There is a fair amount of the lighter sizes in plate still on hand in Toronto, but for the heavier sorts the scarcity is felt. Ottawa does not sanction extension to plants, even for the production of munitions, but will grant permits for material that is required for the upkeep or repair of existing plants, with a view to keeping production up in size and quality.

Production Affected

Reports from Montreal state that efforts are being made to maintain operations in spite of the influenza that is depleting offices and factories throughout the district. The situation in regard to steel plates shows little relief and the difficulty in obtaining material except for the most necessary purposes is as acute as ever. Local mills are compelled to work under additional pressure owing to the number of men that are away, so that in consequence the general output is considerably below the average for the period. Dealers report that in some respects the delivery of material from the States has been delayed, and the cause of this is generally conceded to be the prevailing shortage of help for the operation of the rolling stock. A factor that is beginning to influence the trend of activities is the possible effect that an early peace may have on the industrial situation. While to all appearances the business continues as brisk as ever there is some tendency to retrench, particularly in the direction of covering requirements for future operations. This has not yet been felt regarding existing activities but the undertone is quite pronounced in many places.



HAMILTON IS GLAD TO WELCOME HARDWAREMEN

WRITING in reference to the recent article in HARDWARE AND METAL regarding the annual convention of the Ontario Hardware and Stove Dealers' Association, H. G. Wright, President of the E. T. Wright Co., Limited, says:—

"I am pleased to see HARDWARE AND METAL give Hamilton a boost. We shall be pleased to welcome the Ontario Retail Hardware members' Association to Hamilton for the third consecutive time. This speaks well for both the Retail Hardware Association and for the City of Hamilton. The Retail Hardware Association apparently know a good thing when they pick Hamilton for their annual convention, and the City of Hamilton know it is a good thing to have the Ontario Retail Hardware Asssociation hold their convention in Hamilton. The Retail Hardware men are a bright, clever, energetic, live set of business men, and no doubt Hamilton, which has an increased population of 110,000 after sending 10,000 men to the war follows a good policy in giving the Retail Hardware men another warm welcome to our lovely city."

ELIMINATE EXPLOSION FROM GLASS POLICIES

AT a special meeting of representatives of companies handling plate glass insurance held at the office of Lloyd's Plate Glass Insurance Co., in New York, it was decided to amend the policy so as to specifically exclude losses occasioned by explosion unless an endorsement is attached extending the coverage to that hazard, for which an additional premium is to be charged.

After the meeting, however, it was learned that one or two companies who were not present at the meeting were opposed to restricting the present form of coverage, contending that the explosion hazard was one of the main reasons for a property owner carrying plate glass insurance and intimating that they would continue the present form notwithstanding the action of the majority of the companies.

IMPORTANT DECISION IN PRICE CUTTING CASE

A PRECEDENT of much importance has been established by a decision of the New Jersey Chancery, upholding the Ingersoll Watch Company in restraining dealers from selling its watch below the company's advertised price under the company's guarantee and trade-mark. The issue upon which a decision was sought and rendered is this: Should a manufacturer of an advertised article—the good will for which has been built up at great expense and effort and which is trade-marked and guaranteed—be permitted to restrain the dealer from offering the article at prices below those advertised by the manufacturer?

It seems reasonable to assume that there are considerations due the company for the obligation incurred by it under its guarantee as well as the value of the trade-mark. Moreover the Ingersoll watch is not a monopoly and the company offered to make a similar article without its guarantee on which it would not require price restrictions to be observed. The court held that no rulings of the Supreme Court had as yet been made which applied to exactly similar cases. Furthermore, it was held that under-priced selling of the watch was an intention to mislead the public into the belief that all the goods sold in the defendant's stores were similarly low priced. The guarantee, however, seems to have been the determining factor in the court's decision, reinforced, also, by the company's declared willingness to exact no resale restrictions on similar goods without such guarantee. The ruling applies only to this limited type of case and only in the State of New Jersey, thus far, but it establishes a precedent which is important in its possible bearing on interpretation of the Sherman and Clayton Anti-Trust Laws.

IMPORT RESTRICTIONS ON HARDWARE GOODS

GENERAL Import License No. 2, just issued by the Canadian War Trade Board, places the United Kingdom and the United States on the same basis so far as import restrictions are concerned. These regulations extend also to Newfoundland and the islands of St. Pierre and Miquelon.

The list of commodities now requiring individual import license from the United Kingdom, the United States, Newfoundland and the islands of St. Pierre and Miquelon includes: automobiles valued at over $1,200; games, tables and accessories, dice and poker chips; baskets; beads and ornaments; bells; boats; electric lamps; certain electro-plated ware and gilt wares; fishhooks, rods, reels and artificial bait; furniture; manufactures of gold and silver, including jewelry; firearms and accessories, and ammunition if not for war purposes; animal ivory and its manufactures; oilcake; phonographs, etc., and parts; photographic goods; crude rubber; silverware; skates and parts; toys.

ORGANIZED LABOR IS ANXIOUS TO WIN WAR

THE attitude of railroad labor organizations towards the recent order in Council prohibiting strikes during the period of the war is clearly indicated in a telegram received by Senator Gideon Robertson from James Murdock, Vice-President of the Brotherhood of Railway Trainmen. It reads as follows:—

"Pleased, indeed, to read recent order in Council prohibiting strikes for the duration of the war. Under existing conditions and arrangements organized Labor can receive prompt recognition and adjustment of its reasonable needs. Honest organized Labor does not want to be unreasonable, and most surely places war requirements first. There should be no strikes to interfere with war efforts, and I am glad to note there will be no strikes. Respectfully suggest that the first violator of order be dealt with promptly.

"Yours for the Victory Loan,

"(Signed) James Murdock."

FIGHTING APPLICATION TO RAISE PHONE RATES

TORONTO will lead the fight against an application just made by the Bell Telephone Co. to the Dominion Railway Commission to increase its rates after November 20. City Solicitor Johnston of Toronto was given immediate instructions to fight and it is expected that municipalities and business organizations all over the country will join in and help.

The new rates planned by the Bell Co. contemplate a flat increase of 20 per cent. over existing rates. They also provide for a new charge known as "service connection," to be paid for installation, which ranges from $2 to $6, according to the cost of the phone. Long distance rates are also to be increased. The minimum increase is 10 cents for eight miles, with an additional charge of 5 cents for every eight miles or fraction thereafter. For change of name an extra charge of $2 is provided for. Greatly increased cost of labor and materials is advanced as the reason for the proposed increase.

In Toronto, in addition to the change in long distance rates, a person who wants a residence phone would have to pay a new service charge of $4 when he makes the application, and a business firm would have to pay an initial charge of $6 on application for such a service.

SEEKING TO RELEASE 108,000 HORSE-POWER

THE Dominion Power Commissioner, Sir Henry Drayton, is negotiating with the United States Government with a view to obtaining some relief for Canadian manufacturers and secure the release of 108,000 horsepower which is still being exported to the United States.

The shortage of power has been keenly felt by many manufacturers for some time and a great deal of machinery has not been working to capacity because of insufficient hydro to go round.

ANOTHER HUN OWNED FIRM IS TAKEN OVER

GERSTENDORFER Brothers, Inc., a $1,000,000 concern, dealing in bronze, paints, varnishes, and enamels, at 331 East Forty-second street, New York, which in past years did a considerable amount of business in Canada, principally through jobbers, has been taken over by the Alien Property Custodian, A. Mitchell Palmer, on the discovery that 90 per cent. of its stock was enemy owned. The concern reported only 30 per cent. enemy owned.

Mr. Palmer's investigator, Francis P. Garvin, found that Albert Gerstendorfer, now in Germany, was the principal stockholder, having 1,349 shares, and that three days before Ambassador von Bernstorff received his passports an alleged transfer of sufficient enemy-owned stock was made to give control of the corporation to residents in the United States.

New certificates were issued, Mr. Palmer said, for 1,200 shares to Edmund Echart, president, and 100 shares to John Raabe, secretary of the company. Echart explained, according to the Alien Property Custodian, that in making the transfer he was carrying out the wishes of his uncle, Albert Gerstendorfer, but no record that the German owner authorized or agreed to such transfer could be produced.

MOTOR FIRMS MERGE FOR POST WAR TRADE

AN amalgamation of the interests affiliated with the General Motors Corporation is in progress. In order to take care of the after-war expansion, which the directors of the company believe is in store for gasoline-propelled vehicles of all kinds, including tractors, the consolidation of the McLaughlin Motor Car Co., Limited, Chevrolet Motor Car Co. of Canada, Limited, and McLaughlin Carriage Co., Limited, with General Motors Company has been consummated. The transfer takes place November 1. All the plants at Oshawa will be operated to full capacity as soon as the raw material situation permits.

The new organization will be represented by R. S. and G. W. McLaughlin.

WAR BOARD PUTS BAN ON GASOLINE STOVES

THE chairman of the War Industries Board of the United States has just issued the following:

"The discontinuance of the manufacture at this time of gasoline stoves, because of the heavy war and industrial uses of gasoline is advised by the War Industries Board.

"The Priorities Division in granting priority to the oil and gasoline heating and cooking devices and appliances industry requires a pledge of the manufacturers to reduce consumption of iron, steel, brass, copper, and aluminum used in the manufacture of their products to a basis of not exceeding 50 per cent. of six-twelfths of the 1917 consumption."

"The war and industrial uses for gasoline are so heavy at this time that it is advisable to ask you to discontinue the manufacture of gasoline stoves during the present emergency and use the materials which are ordinarily applied to the manufacture of such products to the manufacture of gas heating and cooking devices and appliances. This will not be construed as interfering with your working up materials on hand which are suitable only for the manufacture of gasoline stoves.

RULING ON THE IMPORTS OF RUBBER JANUARY 1

AN important ruling has been made in the United States regarding the importation of crude rubber. A dispatch from Washington says:

The previous rate of permitted importations of crude rubber, effective up to October 1, 1918, has been continued by the War Trade Board in a new ruling for the final quarter of the year. Importations of crude rubber from overseas during the months of October, November, and December, 1918, will, therefore, be limited to 25,000 tons, or at the rate of 100,000 tons a year.

One-fourth of this amount will be licensed only from Central and South America. The remaining three-fourths may be licensed from any country.

Dealers Score Price Cutting by Hydro

Hardwaremen Claim Unfair Tactics Are Being Adopted to Drive Them Out of the Electrical Trade—London Hardware Association Plans to Take the Matter Up With Ontario Commission and Ask For Justice

HARDWARE dealers in many parts of Ontario are strongly of the opinion that they are getting a decidedly unfair deal from Hydro. In some quarters it is alleged that Hydro is jealous of the electrical trade the hardwaremen are doing and is trying by every means in its power to put them out of business. Price-cutting is alleged to be one of the favorite weapons used by Hydro and some of the hardwaremen feel so strongly about the matter that they are planning to take the matter up with the Ontario Hydro Commission and ask for a fair deal. Among other places from which complaints come is London, Ont., the home of Sir Adam Beck, chairman of the Ontario Hydro Commission. Here, it is stated to HARDWARE AND METAL, price-cutting has been indulged in so freely that the London Retail Hardware Dealers' Association at its next meeting plans to name a delegation to wait on the Ontario Hydro Commission and see what can be done to stop the practice.

Unfair Tactics

Not long ago in London, Ontario, a Hydro office and sales building was erected. It was to have cost $50,000, but it is no secret that the expenses ran into a great deal more. The building is unquestionably a handsome structure. It is furnished in a style that is suggestive of some of the electrical palaces on 42nd Street in New York City. It is one of the very handsomest buildings of its kind in all Ontario and when it is lighted up at nights the effect is very striking.

Among the people who have to help pay for all this grand display are the hardwaremen of London. The tax rate in London is pretty heavy and most of the hardwaremen have big tax bills. It rather exasperates them when in addition to paying these taxes they find Hydro cutting prices on them and endeavoring to prevent them by this method of competition from engaging in the sale of electrical goods.

Spoiled the Sale

One hardwareman stated to HARDWARE AND METAL that a sale of irons was planned by a London hardware dealer. The price was to be $5 and the merchant had gone ahead with all arrangements for his campaign. To his surprise the Hydro store came out at the same time with irons selling at $3.90 and of course killed his sale. Price-cutting of this kind may be legitimate, but the London hardwaremen do not think so. This instance was merely given to HARDWARE AND METAL as a sample of what is being done. The hardware dealers are indignant over the matter and will see if anything can be done to prevent it.

In Other Places

In St. Thomas and in Windsor also complaints are made by hardware men about Hydro price-cutting. In St. Thomas one hardware firm sells more electrical goods than the Hydro shop. It meets competition by competition. If Hydro cuts prices the hardware firm cuts prices too. The hardware firm can do this because it is such a large buyer and can get the same discount as the Hydro. But the other St. Thomas firms who can not buy in this way cannot meet the competition.

Is Short Sighted

"The whole sum and substance of the matter is that Hydro is jealous of the hardwaremen," said one dealer. "The policy of Hydro is to make a big showing at a few points at the expense of the public. London is one of these points. In the long run this is a shortsighted policy because there are hundreds of places in Ontario where there is no Hydro shop and the hardwaremen are the logical distributors for the electrical goods because they come in such close touch with the buyers for the homes. As a result of the price-cutting that is being carried on, the hardwaremen in centres near big Hydro shops are not able to push the sales of many articles as they would otherwise. This means that many people who might become consumers of current and buyers of electric goods are not reached."

Cannot Meet This

A Windsor dealer stated to HARDWARE AND METAL that in addition to price-cutting there was another factor in which the Hydro store had an advantage over him because it is maintained to some extent by public funds.

"They can send out a man to make repairs free," he said. "If I sell any electrical goods and they need repairing I have to charge for what is done. Hydro stores send out a man who makes all kinds of little repairs free. This is quite a big advantage to the Hydro store."

No Definite Policy

"There is no definite sales policy in regard to hardwaremen or any other dealers," said Mr. Madden of Toronto, sales engineer of the Ontario Hydro Commission. "The Hydro stores in each municipality are operated by the Hydro Commission of that municipality. For instance, the Hydro store in London is looked after entirely by the London Utilities Commissioners. It carries out whatever sales policies it desires to. The Ontario Hydro Commission has nothing to say about it. The hardwaremen can buy their goods from the same firms from which Hydro purchases. The policy of Hydro is to handle only the best goods. We have had complaints that hardwaremen and grocers are selling goods, especially lamps, that are inferior in quality to those offered in the Hydro stores for prices that are the same."

Welcome Competition

No class of business men welcome clean cut, fair and square competition more than the hardwaremen. If the Hydro stores by fair methods can sell to the public irons, or any other goods, at lower prices than the hardwaremen, there is no kick coming. But if the Hydro stores cut prices and carry on business at a loss in order to drive the hardwaremen out of the electrical trade and do this because their losses are made up through public taxes, a percentage of which is paid by the hardwaremen themselves, this is neither legitimate or fair.

Public Has to Pay

A rather striking instance of what the public may expect if Hydro competition is allowed to throttle other business has occurred right in London, Ont., the home of Sir Adam Beck, in the past few days. The London and Lake Erie Transportation Company, an electric line which was a competitor of the London and Port Stanley Railway, a system operated by Hydro, was forced out of business. As long as there was a rival line the people got cheap fares, but a few hours after it was out of business the Hydro line was considering raising fares. If Hydro stores succeed in crowding the hardwaremen out of selling electrical goods and then jump the prices when they have no competition the buying public will be far worse off than it was before.



A dealer in Folkestone, England, who recently charged a member of the Royal Air Force 5s. for a safety-razor strop instead of 2s., the advertised price, has been placed by the military out of bounds to all members of the forces for an unlimited period.

SEASONABLE WINDOW DISPLAYS



Just now when thousands of men and women are planning what they will put in boxes to send to the boys on the firing line a window showing razors and other cutlery will not only make a most attractive display but will bring many additional customers into the store to buy things for the boy "over there." A window full of good tools, well arranged, always has immediate results in increasing sales.



At first thought you would hardly think that galvanised iron goods and vacuum sweepers could be combined so as to make an attractive window. Both lines are in great demand just now and and will be for several weeks. Here is an idea that will make every housewife, and everyone who has to look after the furnace these chilly days think of their needs and come into your store for them.

You Can't Keep a Real Hustler Back

Because There Was No Newspaper in Stoney Creek, Ontario, John H. Lee Gets Out His Own Little Sheet And Sends It Broadcast Through the Country Filled With Telling Sales Talks That Pull Business

THERE is an old saying that you cannot keep a good man down. It might perhaps be paraphrased and be quite as truthful to say that you cannot keep a hustling merchant from advertising. The proof of this comes from Stoney Creek, Ont. The population of Stoney Creek is 500. It has no newspaper, but it has a hustling merchant in the person of John H. Lee, hardware. Mr. Lee appreciates the advantages of advertising. He knew that it would boost his business and help him build up a fine big store. He was up against the problem though of having no paper to advertise in. Was he discouraged? Not a bit of it. He started his own paper. It must be admitted that Mr. Lee has his own ideas of how a paper should be conducted, and what matter should go into it. But no one after reading his paper "The Spotlight," will accuse Mr. Lee of being prosy or dull.

Keeps It Bright

He keeps it bright and newsy. Especially from the standpoint of his customers is the paper newsy. It fairly overflows with sales talk written in a bright, catchy style that carries an appeal and brings people into his store. There is withal a friendly spirit in all the news, just as if Mr. Lee was chatting with you over the counter. Mr. Lee has a sense of humor and he does not fail to use it, and put his sales talks across with a smile. Business with him apparently is not such a serious affair that one must never crack a smile or enjoy a good laugh. Mr. Lee, as editor of "The Spotlight," has realized the advantages of good cuts to help brighten up his paper, and he makes good use of them. "The Spotlight" however is thoroughly capable of telling its own story, and below are given quotations from it which will illustrate the manner in which Mr. Lee is going after business in his district.

Newsy and Brief

In what might be termed his editorial column Mr. Lee says:

"I feel the need of a local newspaper more than anyone else. I need its columns to tell you what I have for your benefit. So I have adopted this plan. It will cost you nothing and will save you a lot. I can buy and sell as cheap as any city store. That's because I buy heavily and at the right time. I cannot afford to carry the heavy stocks I buy any length of time, so you will get the benefit. Prices will be right. Quality will always be guaranteed. Service will be prompt.

A Great Thing

Speaking of service, it is one of the greatest things in life. He who serves his fellow man serves himself best. I intend to continue and greatly expand my mail order service. You may live at an outside point. You will never be too far away to serve. Whatever you may want can be sent to your nearest shipping point as easily as loaded on your wagon at my door.

A Personal Touch

One other thing. I want to thank you, personally, for your patronage of the past. I feel that every customer is a personal friend. I like to see you, and I like to hear about your troubles and how you overcome them. It helps me to forget my own. It also gives me pointers how to help you. Come in and see me again.

Lots of "Punch"

Here are some excerpts from the columns showing how Mr. Lee keeps seasonable goods before the people of his district with lots of "punch" in his printed sales talks.

There's one thing I want all my customers to see when they drift into the Creek. It's that new electric power washer in my front window. It's all hooked up with the current. All I have to do is to turn the button, and—zip—away she goes.

It's an inspiring sight, I can assure you. Just think what it would mean to your wife every week! There is no other job under the sun that ages a woman like bending over the wash tub. No man likes to see his wife grow old. If he don't care, then that's different.

Seasonable Hints Served to Your Taste

What a difference when you carry your lunch to have your tea piping hot, especially in cold weather You can have it with a Thermos lunch kit. Our $1 size has a pint bottle held in the top with a strong clamp. The box is all metal, neatly Japanned, and the handle falls down flat. Get one the next time you are in. You'll thank us for trying to sell you one.

Time for Flashlights. What a handy little lamp they are. A safe light wherever needed—tieing or untieing your horse in the church shed, looking down a dark well you can see what is at the bottom. Makes a good egg tester; try it. We stock the Eveready Daylo because they are the best, and you ought to see the different styles and sizes to fit any purse or pocket. Prices 75c to $3.50; batteries, 25c to 60c; bulbs, 20c each.

Peeling apples by hand is no snap—used to do it myself quite awhile ago—but I soon got a peeling machine, which did the trick in less than half the time. Now, this peeler is called the Hudson; cog wheel drive, all nicely lacquered, and will take the hide off an apple slick and clean and pushes the peeled apple off the fork. All you have to do is put the apple on and turn the handle. Clamps on your kitchen table. Yours for $1.00.

With some kinds of fruit, of course, you have to use a paring knife, and we can take care of you in that respect. A nice black handled one, good tempered steel blade, four shapes to choose from, 20c and 25c each. Then we have cheaper ones, but not such good stuff in them for 10c and 15c each.

Othella Treasure Range



The Wonder Baker

You'll be cutting the corn pretty soon to save Jack Frost doing it for you. All of us can't afford a corn binder, so we've got in some of the little "Giant" hand sickles; the blades adjustable to three angles to suit your purpose. A thin high tempered steel blade that you can keep sharp; securely fastened to a good feeling handle—all for 65c.

Yes, the flies do bite hard this month, and torment horses and cattle till you feel it in your pocket book Your horses get thin and you cows give less milk. But we've got a remedy in Dr. Williams' fly chaser that'll make your stock laugh if you spray it on them only once a day Comes in quarts, 60c, half gallons, 90c; and a spray gun to put it on with for 75c and 90c each

How often you've wanted a scale to weigh sugar and plums you're doing down—and you've got to have a pretty fine scale to weigh sugar just now—to know if you're getting them too sweet or too sour. We've a scoop style, 10 lb. brass beam scale, government inspection certificate goes with scale, for $5.50; just the thing for butter

A spring balance scale with nickle-plated barrel, weighs 1-4 lb. to 15 lbs., called a Sportsman scale. Very handy, 65c.

Some heavy galvanized boilers, good strong seams, No. 9 size, $2.25.

Strong tin boilers, with copper pit bottom and pressed tin lid, handles won't come off, either, $3.50.

1,000 light basket hooks, in a package, at 20c; stronger ones to go in hard covers, 25c. Big saving if you take a full crate

O'Cedar Mop is the right thing to use on your hardwood floors, licks up the dust clean. You can do it so easy, too. Our triangular shaped, padded frame, saves injury to furniture and gets in the corners. The Genuine is $1.50 everywhere. A 4 oz bottle O'Cedar Oil, 25c, or 12 oz., 50c. Take the larger, it's cheaper

Big stock Wicks for Perfection Oil Stoves at the old price, 25c; should be more.

No more messing around with an old demijohn or awkward oil can to fill the lamps when you can get a Neverfail with a little pump that puts the oil in steady and evenly.—No running it over because you didn't think it so near full—if you do happen to get it too full, just press button on top of can then spout puts it back where it came from. We'll show you how it works next time you're in. Don't let us forget because we might be busy showing you the many other things we have which always is a pleasure to us and will be profitable to you

Got some thick linseed oil. All right for painting floors and ironwork. Is it worth $1 a gallon to you? It's the last out of the barrel, has the best ingredients in it, can easily be thinned, excellent for interior finish. Our loss is your gain. Only 5 gals. to a customer at this price

Open Every Night Except Wednesday

LEE HARDWARE

STONEY CREEK, ONT.

Telephone 108 r 4 Winona

When she is gone he will realize what he has lost. Then wife number 2 will have a power washer, you bet! Don't make any mistake about that. Second wives are not caught in "love's halter."

Meeting Arguments

Cost! Yes, they're rather expensive. That is, strictly from a dollar-and-cents point of view. But we have reached the age where money is not the only thing in life. What it will bring one in comfort and time to read and broaden the mind is the best way to view riches.

I can arrange it so that everyone on a power line can have one of these washers. I do not believe in the "Instalment" plan any more than you do. But there are a few things in the list that make for better life that should be obtained as quickly as possible. I have a nice little plan for you to be the owner of one of these washers on easy payments. Not a cent of interest will be charged. You will know when you sign the contract just what you are expected to do, and what to expect of me. We'll both be frank and honest, and we'll both be happy, especially you, if you get one of these washers.

Seasonable Hints

"How to make shingle roofs last fifty years—give them a coat of our Carbolastic Roof Cement. Keeps shingles from curling up and cracking—prevents all rot and waterproofs them. The best for all metal surfaces, too; will stand heat of furnaces, boilers, steampipes, etc."

"I want a halter," one of our customers said as he entered store. "A good one, like I got from you before. Somebody stole it off the horse while in the pasture field." This halter was good enough to steal—you never hear of a poor article being stolen—and we don't wonder at it, for when people see the kind of halters we have, they want them. They're made from belting leather and strong. Pretty hard to get good leather in halters these days, but we have them for colts or the bad ones."

Help! Help! Get This

"In order to combat the constantly soaring cost of living, we advise our readers to biplane food."

Help Wanted. — Men or women to paint their homes and help unload our big stock of paint we have put in for the fall trade.

For Sale.—Davis Acetylene lighting outfit. 35 light machine. Fixtures and pipe complete. An attractive price for cash now.

Wanted.—A few good second-hand stoves, taken on the price of a new one.

Wanted.—The names of people who intend buying new stoves this fall. Have something of interest for them. Inquire at the Spotlight Office.

Is your name on our mailing list?

Did you see our Grand Fall opening of Horse Blankets?

He also fights who helps a soldier fight. Buy Victory Bonds.

Boosting Heaters

It's plain to be seen that there's going to be a big "drag" on coal oil this winter. Everything points that way. Shortage of coal, prohibitive prices for wood and no gas.

It is a "cinch" therefore, that coal oil will be used more extensively than ever. You will be using that good, little Perfection heater more this winter than ever before. You will want a touch of summer warmth in your bedroom once in a while. It's amazing how much heat these litle heaters throw out. Coal oil will be the real "stand-by." There may be times when the supply at your dealer's will be low this coming winter. The most logical thing to do and the cheapest as well is to get your oil by the barrel. Let me quote you barrel prices. Can deliver it to your nearest shipping point.

Appeals to Women

"The writer accepted an invitation to dinner out in the country. It was at a big farmstead, and the lady of the house knew how to make that good old staff of life—Home Made Bread. After being "fed-up" on bread off-the-wagon kind, the taste of this bread—bread like mother used to make—was a rare treat. Even pumpkin pie wasn't in it and "have some more bread?" was a familiar break in the conversation as the bread was passed towards the "humble guest."

Now, maybe you've had a similar experience. Then you'll vouch for this when I say it certainly is a treat, especially when it is made in the good old fashioned way with pure ingredients.

You'd like to eat bread like mother used to make, because it is healthful. Perhaps the lady of the house would like to make it too—if she knew how.

Anyone can make "Home Made Bread" with a "Canuck" Bread Mixer. No previous experience or "taking lessons."



What Do You Know About This?



A dandy little Coal Oil Heater, blue enamelled, for $3.00. "Awful cheap" you'll say, when others cost $7 to $10. But we've got 'em.

Bothered with chapped or cracked hands this weather? Mule skin Mitts are good to wear but get hard after being wet, so we've got some excellent quality sheepskin one-fingered variety, nice and pliable, don't get hard, and warmer, too. 75c. Many other kinds, some with all fingers and a long cuff to protect your wrist and lower sleeve, expecially in handling corn, or around your car, $1 and up.

Do your pickers pull or cut the grapes off the vines? To pull them is very wasteful and spoils the bunch. Some bunches are left on the vines for the want of a good cutter. Get a good one from us. They have long thin blades, spring won't fly out, either. 40c.

At last we've got a lantern that won't flicker and go out. You'll be as glad to hear that as we are. Use our "Best Coal Oil" and turn night into day on the farm, and safe to take in your barn or stable. $1.25.

How many lantern chimneys do you buy in a year? We've got a few dozen a little bit better than the average kind at 15c or two for 25c.

Many women don't get a washing machine because it's too heavey to move around and would you blame them. Many kinds are awkward to use, too. But we've got one the New Idea B, that you can lift the tub off then the stand is easily moved. The tub turns on ball-bearing axle. It will wash a lace handkerchief or a blanket just as well, and for this reason is very popular with the women folks in this neighborhood and they lay it to this machine for cutting hard work on wash day in half. Take one home, try it. You can send it back if you dont think it will.



Do the children slide the chairs on the floor or oilcloth and scratch or mar it? Get some steel glides—don't cost much—from us; turn the chair upside down and whack them in with a hammer. Then the chairs will glide. Better than casters for tables, couches, chairs, etc. Sold any quantity.

One of the essential things on wash day is a clothes basket. But most baskets are bulky and clumsy. We have some nice white willow ones, nearly light as a feather. They're hard to get, that's what makes the price big; but, say, they'll last a good while.

Buying a cheap tin pail for the dairy nowadays is like poking your money down a rat hole. You never see its value. Our XXXX pails you can depend on. They won't bend in when carrying full of milk, the bottom is pressed, which takes all the spring out, ears large—don't stick out—and rivetted on; heavy bale and good handle. It is tinned, then re-tinned, has good strong rim at bottom to protect it. The strainer kind have large spout to pour out of and if screen gets damaged can be easily replaced. Different shapes and sizes. Have a look at them when you're in. $1.25 to $2.25.

Perhaps the harness you drive is getting old in spots; breaks just when you're least expecting it. For this reason we carry an assortment of parts for single and double harness. Look them over when next you're in. Maybe pieces you want is right here, and don't forget to look over our stock of halters, too. Think the one shown here would hold your horse? If it don't, it won't cost you a cent. But all the halters are not like this one. Have them for colts, drivers, old horses, and new; rambunctious or quiet.

How often you've wanted a dust mop that wouldn't smear wallpaper, carpets, etc., with oil. We've got a good one in the "Tarbox." Chemically treated, needs no further attention. When dirty, wash it, then dry, that's all. $1.35.

What's the matter with your pump? Won't hold its prime, or hard work to get water? Why, it needs a new sucker, and maybe a new valve. We got them, all sizes made from best of leather. Bring size of your cylinder.

Clevises, all sizes here. They are a necessity and very important article on a farm; form the connecting link between motive power and load, and you don't want the bolt coming out just when your team gets down to a draw, either. Pick them out of our assortment the kind that suits you.

Two big shipments of roofing just arrived before the price starts to soar upward. Lots of Mill ends now and the old price still stands. Get yours before they are gone.

Don't wait 'till cold and stormy weather starts, to put glass in where they are broken or out. Now's the time to do it right. To cut any size of glass you want is one of our hobbies.

On looking around the place perhaps you see where a board needs nailing on, a picket on the fence, a few loose shingles need tacking down, etc. A stitch in time is worth nine they say. Get a box of our mixed nails, all sizes, six pound for 25c. A very handy package to keep on hand all the time, and cheap too.



Open Every Night Except Wednesday

Lee Hardware

Stoney Creek, Ontario

Telephone 108-R4 Winona



HELPING CONSERVE STEEL

In order to conserve steel and brass for war purposes, the United States War Industries Board has put into effect a conservation programme by which all makers of pens are limited to thirty styles. No new styles will be allowed during the war and the manufacture of brass and nickelplated pens must be discontinued.

What Steel Men Think of the Future

Nails and Barb Wire to be Short—Opinions as to Prices After War—World's Warehouses Empty—U.S. Interest Return $400,000,000—Foreign Market Requirements—Buyers Here From Abroad—India Short 72 Per Cent. of Normal Imports

"SUPPLIES of barb wire and nails will be short for the coming season," said H. A. Diplock, assistant manager of the Steel Company of Canada at Montreal, to HARDWARE AND METAL.

Asked as to the probable reduction in the supply of these two basic hardware lines, Mr. Diplock would not make an estimate. He intimated, however, that there would be wisdom in taking care of one's wants as early as possible, if disappointment is to be forestalled.

World's Warehouses Empty

"The storage warehouses of the world are said to be empty," said Mr. Diplock. "If this condition exists, and there is little ground for discounting the statement, can they be filled to normal pre-war capacity soon, and if so, how soon? Viewed from statements of the leaders in the great steel industry, it will be a long, long time before reasonable surplus can be laid by against demand. For even when the greater capacity of mills to produce is considered, the industrial demands and those of the community at large will require such huge supplies that the output will be quickly absorbed. In many instances the housing needs of the country have become acute.

What $400,000,000 Means

It is stated that the loans of the United States to the Allies are such, down to date, as to assure an annual interest return of not less than $400,000,000. That would be considered, in pre-war days, almost an impossible sum. It is a large amount even in the light of present day figuring and an index of what development may be expected in that country once the war has ceased. And, with an allowance for probable temporary uncertainty and even temporary inaction, there is reason to expect that constructive development will readily assume large proportions. With probable development of housing facilities on a huge scale, with office building and other requirements also great, these programmes can and will be carried out as there will be the money to pay for them and occupants clamoring for accommodation.

India's Great Needs

A striking instance of the conditions prevailing abroad was touched on by Mr. Diplock. In India, for instance, he stated that the actual pre-war imports had decreased to about 28 per cent. of normal. The country simply could not get the needed supplies of steel and other goods its great population had to have, and the markets of the world were being scoured now to augment the scant supplies being received. It would take a long time to make up the shortage after peace is declared.

Now, if this condition is reported from one part of the Far East, what must conditions be elsewhere?" he said. "It is pretty safe to assume that they are somewhat similar, for the needs of the steel-producing countries of the world have gone short a long time and those depending on them must certainly be still unsupplied. None can estimate how long a time will be required to rectify the conditions."

Buyers from Asia

Are the days of the '80's and '90's coming back, in the matter of buyers going to market? In some respects this is already the case. For, as pointed out by Mr. Diplock, buyers recently came to them from Shanghai, Japan, Australia, New Zealand. The tables were actually reversed and so bare were the home markets in these lands that representatives were sent abroad to pick up what goods they required, or as much as they could find. In one instance, illustrative of this feature, one buyer had cabled to his wife in a distant eastern country to come to America, as he expected to be kept here procuring commodities for his principals for many months. This recalls the days of 25 and 30 years when buyers went to market to a much greater extent than now.

What of Prices?

"The law of supply and demand is well known and understood and prices on steel goods to-day," said Mr. Diplock, "are very much lower in Canada than in many foreign countries. Nails are selling in Europe, for instance at $6 to $7 per keg, while the Canadian trade is supplied for much less. The cost of nail kegs and labor alone has so risen as to leave a small margin only for the maker to-day. Labor is very independent and in such mood that to dictate to men unduly is to be met with practically a refusal to work. In a recent instance one man plainly intimated that he was able to make a good week's wages in three or four days of the week and that was his reason for not reporting on the remaining days. Such a condition serves to increase the manufacturer's costs materially.

Modification of Gasoline Regulations May Be Announced Shortly

HARDWARE dealers all over the Dominion who handle gasoline have written to HARDWARE AND METAL asking when the new regulations in regard to the licensing of gasoline become effective. This matter was taken up with the Fuel Controller who states that it became effective on October 2, the date on which the regulations were approved by Order in Council.

It is likely that some modifications of the regulations will be necessary in order to avert injustice to some of the distributors. The large distributors, for instance, are up against the problem, as the law now stands, of paying taxes on the same gasoline several times. This would mean many thousands of dollars a year to them. If they receive a consignment of gasoline by boat at Toronto, that amount of gasoline goes into their records at the point where it is unloaded. It may be sent from this point to a Toronto station for storage. It is again recorded here and liable for tax. It is likely to be sent from the station to another station and again has to be recorded. From this station it may go out to still another before it is finally on its way to the consumer. As the license is based on the amount of gasoline handled at each distributing point it is apparent that the gasoline figures in the records of as many stations as it may be found necessary to move it to. Millions of gallons are constantly being moved from station to station, and if the big distributing companies have to pay taxes on this basis it will mean a large sum to them annually. This question will, it is understood, be taken up with the Fuel Controller shortly, and an effort made to establish a more equitable basis for taxation. One of the most reasonable ways of taxing gasoline which is in transit several times might be to base the tax on the amount received at the point at which it comes into Canada.

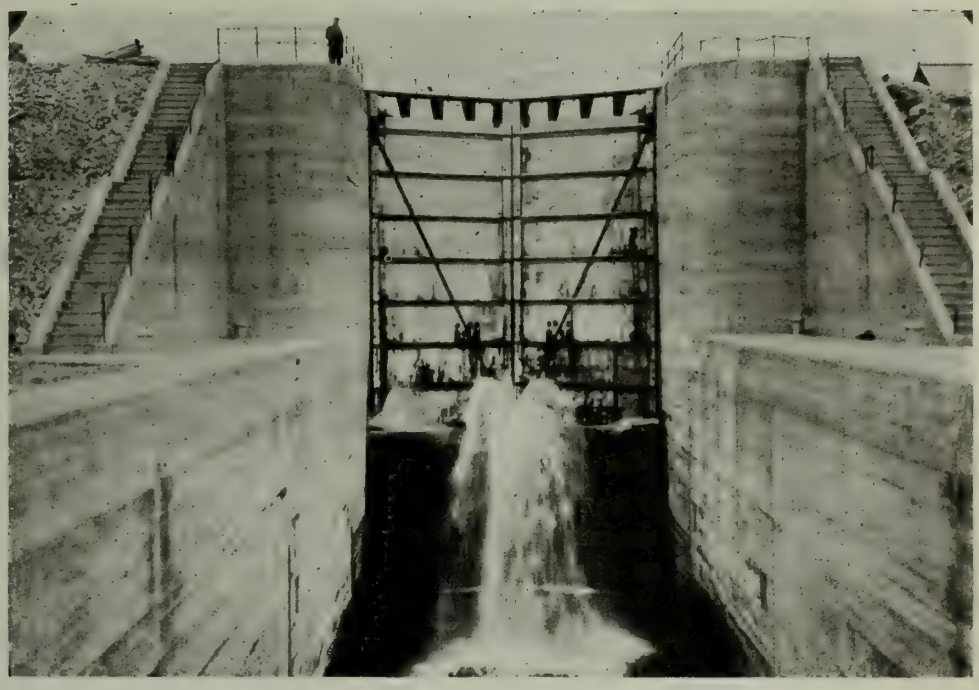
The gasoline companies are still not allowed to sell on Sundays, although the ban on Sunday automobiling has been lifted. It is likely that as far as Canada is concerned, it may be necessary to again eliminate Sunday riding for a time. At many points in the West, where tractors are used, it has been necessary to delay their operations because of insufficient supplies of gasoline. Food production is one of the essentials in connection with the war, and unless there is relief from the shortage in the West it may be necessary to take action that will insure supplies.

Continued on page 55

Current Events in Photograph

LOCKS ON THE TRENT CANAL

Picture shows the upper lock of the Trent Canal at Hailey's Falls, Ont. The lift here is 27 feet. The canal has only recently been placed in operation, and connects Peterboro and Trenton. Further work is in progress which will make it one of Canada's most important waterways.



Squeeze All the Business Out of Replies

Many Hardware Firms Find That by Carefully Considering Enquiry Letters Sent In They Can Discover New Sales Possibilities — Following Up All Leads is Turning Many of These Queries Into Profitable Sales

ARE you getting all the business out of the letters that come in from customers that you should? An investigation recently made into this matter by several firms proved conclusively that a percentage, and not a small percentage of business either, was being entirely overlooked. It was overlooked because the persons reading the letter in nine cases out of ten failed to realize the hidden possibilities that lay in many of the queries for information, prices, etc. When a farmer's wife for instance, wrote in asking for information about an electric toaster or the price of floor paint it was easy enough to give her the information and make the sale eventually. A little attention to the matter however, has convinced many firms that there are huge sales possibilities hidden in the majority of these letters. The ability to recognize hidden leads, to sense the possibilities for business development in some insufficiently expressed phrase, in short to "smell out" the business, is now being turned to profitable account.

Important Feature.

The careful analysis of replies received by hardware firms who send out printed matter is a tremendously important matter. Proper reading and interpretation and prompt following up of all leads for business may mean a difference of many thousands of dollars annually in your turnover. Many people, especially farmers, who know well enough what they want, find great difficulty in making themselves clear when writing. In thousands of cases farmers, and city people too for that matter, become interested in some advertising matter or some printed matter sent out by hardwaremen and want to buy. In writing to ask about the goods, however, they very often fail to make it clear just what they have in mind to purchase. Women especially will ask for prices of half a dozen things. Very often these inquiries will reveal to the careful dealer the direction in which their thoughts are travelling and he will see big chances for interesting them in other goods. It is this ability to grasp opportunities and follow them up and convert them into successful sales that is making many hardware firms show a most satisfactory increase in their volumes of sales for the year.

Aggressive Business

The man who sells his customers what they ask for and nothing else is a typical example of the old time, easy going "store keeper." The man who sells his customers more than they came to the store to buy is a real merchant. Many firms throughout the Dominion long ago realized the "pulling" power of attractively prepared mail matter. They have developed many departments of their stores enormously by timely trade letters and circulars sent out to their customers. They have found that it was good business to send these out regularly to customers and to keep lists of prospects to which they keep adding new names. A careful going over of the letters received in reply however has convinced many proprietors that they had not fully recognized all the possibilities for "hidden" business that lay behind some of the questions asked. They are giving this side of the question more careful consideration and are increasing their sales still more.

They Wanted To Know.

Your customers of course want to know what you have to sell. Very often they are particularly interested in knowing what the goods looks like and always in

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EDITORIAL COMMENT

WASTE is the most costly evil you can tolerate in your material life.

* * *

IF THE telephone company raises its rates, rings will of course be dearer.

* * *

EVERY dollar the Canadian merchant can put into the new "Victory Loan" is not only good patriotism, but good business.

* * *

AS BUSINESS insurance as well as a good investment, there is nothing in the immediate future which should make so strong an appeal to the Canadian business man.

* * *

DON'T forget that the clock has to be changed on Sunday at midnight. It will make an hour's difference in the time you have to turn out on Monday morning.

* * *

OUR idea of an accomplished man is the chap who can ride in some other person's motor car with that splendid indifference that makes the real owner look like his chauffeur.

GET BEHIND THE SOLDIERS

HARRY LAUDER has been called to the colors. He is 48 years old and has already given his only son that the world may be kept free. For months past the famous Scotch singer has been doing wonderful work recruiting and helping various war loans. Now he will have a chance to go into the army. The calling to the colors of men like this is but another example not only to Canada but to the whole world of England's determination to see the war through to a finish. The Huns are on the run but more men are needed to keep them scurrying toward Berlin and land the real knockout blow that will bring the head of the Prussian military autocracy to his knees. Britain is prepared to do her share, even though it means calling out men like Harry Lauder. Thousands of others will be called, many of them fathers who have given three or four sons on the battlefields of Flanders. We in Canada have given men and money but we have yet to learn what giving means in the way that England, France and Belgium have given. We will have another chance to give of money very shortly in the Victory Loan campaign and when we realize that every dollar we loan to the government means just that much more help and strength to the boys on the firing line, and that it is really a privilege to be able to help in this way and not a duty, our response should be generous. The United States has just passed its objective of six billions in its war loan and Canada amid her unprecedented prosperity should be able to make an equally fine showing.

GET THE GOODS.

RECENT changes and restrictions in many lines make it certain that it will soon be more of a question of getting the goods rather than a consideration of what they will cost. For this reason, dealers should look carefully to their wants for the future and make the necessary arrangements for the stock they will require during the winter and spring without delay.

If you have not given attention to your future requirements, it behooves you to do so at once. Let the manufacturers know of your requirements and specifications and you will aid not only the Government, but also those firms which are conscientiously trying by their foresight to help win the war.

CHANCES FOR YOUNG MEN

ENDLESS opportunity for advancement has been one of the results of the war for the young men and women in business life in Canada. As a result of the general speeding up which was caused by the acute shortage of help Canadians as a nation are working harder and faster than ever before. In spite of all this activity many firms have been finding it impossible to handle all the work they have on hand. In order to keep everything moving and "carry on" to the best of their ability many firms have given youths who only a short time ago were the rawest apprentices all kinds of responsibilities. Many young men to-day are handling jobs which formerly were reserved for veterans. The value of training was never perhaps more forcibly emphasized in the history of the Dominion than since the war started. The young men upon whom responsibility was thrown realized at once that one of the quickest ways of rising to the occasion and making good was to read the best books and magazines published in connection with their particular line of work. The

value of the technical books and magazines has been demonstrated in thousands of cases by the progress they have enabled ambitious young men to make. These young men have been making good because they concentrated with all their energies upon the tasks in hand and many of them have advanced more in the past four years than they would under ordinary circumstances in ten. They have taken and are still taking advantage of every opportunity to forge ahead. Many of them in the next few years will take leading places in the commercial life of Canada and they owe their chances for rapid development to the war.

RESULTS OF WASTE

ENGLAND has revised and Canada is learning ing to revise the word "rubbish." We are beginning to realize that we have been a wasteful people. Because we had a wealth of resources at hand and ready access to the supplies of other countries we were not careful. It was far less trouble to use new material than to bother about the old which was nearly always consigned to the "rubbish" heap or ruthlessly destroyed. Now we are realizing that much of this material was most useful and that we were too indolent to prepare it for further use. Some of our greatest wastes were in metal and in cloth. If we learn nothing else from the war we will have an increased respect for the value of many metals. As a result of the depletion of supplies it seems likely to be a long time before we will be in the position to have anything like as liberal supplies of many materials as were available formerly.

LEADER IS NEEDED.

IN spite of all that has been said in the business papers and magazines of the country, the Government has taken no action to solve Canada's post war trade problems or to help the business men of the Dominion extend their trade. One of the great needs in connection with the situation as it exists to-day is leadership. With the end of the war in sight and Canada in a splendid position to take care of increased trade Ottawa is doing nothing to rise to the occasion. There is no definite policy of any kind. If the Dominion's exports increase it will be due to the enterprise of Canada and not through any help from the Government. Other countries are busy getting all the knowledge they can regarding the markets that will be open and the requirements of those markets. They are getting in touch with the people who will be the buyers of the future. As a result of the war Germany will be compelled to abandon millions of dollars worth of markets developed with an enormous effort and much hard work. Canada by her position and her resources should be in a position to get a big share of the trade in some of these territories. There are many ways in which the Government by co-operating with the manufacturers and business men of Canada could assist in building up a trade that would steadily grow in the future. Action, as far as Ottawa is concerned, seems to be confined in many instances to avoiding anything that looks like work.

MAY MODIFY LUXURY TAX

TWO serious objections which have become apparent in connection with the proposed luxury taxes in England and the United States have been presented and appear to be so well founded that the governments may greatly modify their original schedules. It has been pointed out that there is a great danger that the tax, would encourage the sale of cheap trumpery articles and discourage the manufacture of articles of solid workmanship and greator durability. From the point of view of sound economics little can be said to controvert that argument. That being so, the proposal is likely to bring about a state of things which is exactly contrary to that which is desired.

Another important consideration is that in order to collect such a tax the Government would require to organize a large staff of officials in order to see that there were no evasions, and in this way the revenue would be largely eaten up in salaries.

HANDWRITING ON THE WALL

THERE are lots of jobs we would rather have these days than that of Kaiser Bill. Just imagine how pleasant it must be to get message after message, that Foch has taken this strong point or that impregnable town, or is chasing the Brandenburgers or some other of "my incomparable troops" back to the Rhine. Setback after setback has been coming with such clocklike regularity since the middle of July that even such a blinded egoist as the Kaiser must see the hand writing on the wall. It would be interesting to know just what is taking place behind the scenes at Potsdam these days. The head of the Prussian autocracy and his underlings have a lot to answer for and the day seems to be coming swiftly when they must pay in full for their crimes against humanity.

Whether the Kaiser abdicates or not, the end of the Hohenzollern dynasty is fairly in sight. The Electors of Brandenburg and their successors must be conceded to have been the architects of modern Germany; when all the qualities that made the line great and all that made it base became united in one man, the ruin of Germany stands as their latest work. Napoleon had a prophetic insight into the implications of the Hohenzollern character when he said: "I made the mistake of my career, when I had the opportunity, that I did not remove the Hohenzollerns from the throne of Prussia. As long as this house reigns and until the red cap of liberty is erected in Germany, there will be no peace in Europe."

EVENTS IN THE TRADE

Business Changes

Montreal—Wenceslas Thauvette & Co., hardware, is registered at Montreal.

Ethel, Ont.—Charles Cleaver has purchased the hardware business of John Krauter.

Obituary

The death occurred at Iroquois, Ont., of Samuel Landon, dealer in stoves and tinware.

The death occurred at Burlington, Ont., of Gordon Colton, of the hardware firm of Colton and Lorimer.

George Smith, aged 31, of Toronto, sales manager for the Ontario Wind Engine and Pump Co., died from pneumonia a few days after being taken ill with Spanish influenza.

Edward Weiss, manager of the hardware departments of the firm of William Knell & Co., Kitchener, Ont., died from pneumonia, which followed an attack of influenza. He was 31 years old, and had been with Knell & Co. for eight years.

Spanish influenza was responsible for the death of three prominent members of the National Association of Window Glass Manufacturers. Raymond Cornil, president, and Louis Lambiotte, vice-president of the National Glass Co., died within a short time of each other. Marcel Mayer, general manager of the Alliance Window Glass Co, Salem, W. Va., was also a victim.

Personals

W. Kemp, who recently resigned from the staff at the land titles office at Humboldt, Sask., has taken a position in the hardware store of E. Fletcher & Co.

C. R. Metler of the Purchasing Department of the Perfection Stove Co., Ltd., Sarnia, Ont., has resigned and becomes indentified with the management of the S. C. Williams chain of cash and carry stores.

Lt.-Col. Hon. C. C. Ballantyne, Minister of Marine and Fisheries, vice-president of the Sherwin Williams Paint Co., has been appointed a director of the Royal Trust Co.

Trade Notes

J. Hume, hardware dealer at Oak River, Manitoba, has taken the agency for a light tractor.

The John Deere Plow Co., Ltd., and the Dain Mfg. Co., of Welland, have amalgamated under the name of the John Deere Mfg. Co, Ltd.

As a result of there being more than 1,700 cases of Spanish influenza in Kitchener and Waterloo recently the big plants of the Kaufman Rubber Co. and the Merchants Rubber Co. had to close down.

A dispatch from London, England, states that the Privy Council has dismissed the application of the Canada Foundry vs. Edmonton Portland Cement Company, concerning a claim for erection of buildings.

The Haddow Brokerage Company has opened with offices in the Southam Building, 128 Bleury street, Montreal. The salesmanager is G. Nicolet, formerly manager of the tool and sporting goods departments of the Jas. Walker Hardware Co., Ltd., Montreal. His connection with the hardware business covers fifteen years, part of which was spent on the road. Adam Haddow, president of the company, has been connected with the tile and marble business for twenty years and recently decided to enter the manufacturer's agency business.

The McClary Mfg. Co., Ltd., is making extensive improvements to its Montreal plant which will provide much more room for the business served by this division. J. C. Newman stated to HARDWARE AND METAL that the changes would increase the capacity of the plant by 20,000 feet. Among other things a new galvanizing room is being arranged for and the factory part of the plant will be thoroughly overhauled. The new plans call for the addition of a full storey and the improvements will be hurried so that full advantage may be taken of them not later than the first of the year.

Montreal News

R. D. Anderson, of the office staff of the Consumers Cordage Co, died of influenza after a short illness.

Walter Ramsay, president of A. Ramsay and Son, who has been confined to his home through sickness, is recovering rapidly.

W. S. McLennan, sales manager for Brandram-Henderson Ltd., who was confined to the house for a few days this week, is at his desk again.

N. O. Philip, lately with the J. S. Mitchell Co., Ltd., Sherbrooke, Quebec, and formerly with Peart Bros. and Co., of Regina, has accepted a position as assistant in the pricing department of Starke-Seybold Ltd.

Starke-Seybold Ltd., wholesale hardware, are making extensive improvements to their offices, which, when completed, will afford more commodious and comfortable quarters. The walls are being beaver-boarded and tinted, and divisions are being made to make for efficient handling of the office work in the various departments.

R. H. Monk, manager of the lead works division of Brandram-Henderson Ltd, Montreal, has left on a trip to the Maritime Provinces, and will visit the company's eastern plant at Halifax.

The first order regarding the hours at which stores may be legally opened and at which they must close in Montreal has been changed. The latest ruling requires all stores to open at 10.30, or not earlier in any case and close at 7 p.m. Some remain open until this hour, while others close between 6 and 7. Although the measure has caused some inconvenience, it has been gladly met by the trade, which recognized that the efforts of the city commission were directed toward staying the spread of disease.

News From Regina

The Bapco Paint Co., has opened a wholesale branch on Scarth st.

Wm. Tinline, of Armstrong Smyth and Dowswell, is holidaying at Elkhorn, Manitoba.

H. James manager of R. H. Williams hardware department, has returned from a business trip east.

C. A. Speers, travelling salesman for the Champion spark plug, was here on his way east after having made the trip to the coast. He is returning by auto.

Wm. H. Munroe, of R. H. Williams, hardware department, and Perry Logan, of the Wood Hardware Co., recently enjoyed a week's duck hunting at Johnston Lake.

The Imperial Oil Co., recently handed the City Treasurer a cheque for $17,000 as its share of the cost of a pavement to its new plant. The company is erecting thirty cottages to house its employees.

Conventions Held Up By the Spanish Flu

Owing to the epidemic of Spanish influenza the conventions of the American Hardware Manufacturers' Association and of the National Hardware Association which were to have been held at Atlantic City, October 23, 25 have been indefinitely postponed. Word was received from the health authorities of the State

of New Jersey and Atlantic City that such a course was absolutely necessary in the best interests of everyone.

Big Bicycle Orders Placed in Montreal

The report from the United States that the War Service Board had ordered the American bicycle manufacturers to discontinue the making of juvenile and racing bicycles has led the Montreal trade to order an unusual quantity of juvenile models for immediate delivery from Canadian concerns. The American order does not, however, affect the Canadian industry and no move has yet been made by the Dominion Government to curtail the production or sale of bicycles in Canada. The action of the United States authorities has not made any material difference in the ordering of bicycles in Canada, except in the case of Montreal, but the Canadian makers and jobbers have received many inquiries as to possible development in the Dominion. The Canadian companies report that they are in fair shape to take care of retail demands during the whole of the coming year.

Dealers Used "Flu" To Boost Business

Toronto bicycle dealers took full advantage of the general criticism of the street railway service as a reason for the spread of influenza to give the bicycle trade a real boost. Combination advertisements of good size were run in the evening papers on two different days to point out the advantages of the bicycle over the trolley car and the names of twenty-two local bicycle dealers appeared in the ad. The wording was as follows:

"To Avoid the 'Flu' ride a bicycle."

"Get away from the stuffy, over-crowded street cars, with their danger of contagion.

"Ride a bicycle through the pure, fresh air.

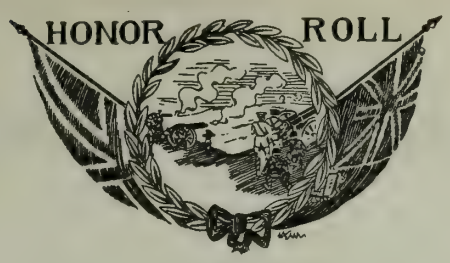
"With an easy-running, long-lasting bicycle, cycling will be a pleasure as well as a benefit.

"You will need a bicycle next spring anyway and will save money by buying now."

At the bottom of the display was the slogan:—"Twice as easy as walking and three times as fast."

CARTAGE TO BE CHARGED ON STOVES

Montreal.—It has been arranged that cartage on stoves and heaters shall be charged to the buyer from now on. There has been some controversy regarding this matter and it has been generally agreed that the cartage ought to be paid by the recipient on the basis of the usual rates charged by the railway companies for such service. For instance, when a shipment is delivered at the railway station of the consignee and he desires that it shall be delivered to his warehouse, he will be required to pay the accumulated charge for such delivery.



Signaller Guy W. Garrett, son of George S. Garrett, hardware dealer, 582 College St., Toronto, was killed in action in the recent fighting. Prior to going overseas two years ago with the 169th Battalion, he worked with his father. He was formerly a sergeant-major in the Imperial School of Signalling in England but reverted in order to go to the firing line in France. Signaller Garrett was 23 years old.

Pte. Jack Evans, formerly foreman of the graniteware department of the McClary Mfg. Co. at London, Ont., was killed in action in the recent drive. He went overseas with the 10th Canadian Battalion.

Pte. Heinrich, formerly employed in Hallson's hardware store at Kamsack, Saskatchewan, was killed in action recently. He went overseas with the 188th Battalion in the spring of 1916 and soon after going to France with a draft was wounded in the head. He returned to the firing line last March.

Gunner Arthur Hare, aged 23,formerly traveller with the Ramsay Paint Company of Montreal, died in England from pneumonia. On the same days his brother, John W. Hare, died in Toronto of the same disease. Another brother is now on his way to Russia.

Terry R. Cope, salesman with C. T. Laird, hardware, Regina, was wounded in the recent fighting in France.

W. Hubb, of Lethbridge, has received his discharge from the cavalry and has returned to his position with the hardware firm of Armstrong Smyth and Dowswell, of Regina.

Turpentine Market Will Continue Firm

The following is the outlook for turpentine and rosin according to the *Naval Stores Review*:

"As to the production for 1919, no one in position to gauge the situation at all believes that more rosins and turpentine will be made than were produced this season. Consumption, even with the war still in progress, is not apt to be short of what it was this year, so the production of 1919 will be taken up even if peace does not come, and further inroads made on such stocks as may be carried over from this season. If peace comes in the next spring, or summer or fall, the position of both rosins and turpentine must be exceptionally strong, stronger, in all likelihood, than any other raw commodities will occupy. Small visible supplies, small production, American demand vigorous, and the greater part of the outside world bare of supplies and eager to rehabilitate their industries as quickly as possible, certainly paints a bright picture for naval stores at that time. And because of these conditions the American consumers who need turpentine and rosins in their factories will do well to study the situation with the utmost care. To be caught without suplies when the foreign calls come will not reflect credit upon their business foresight."

SALES CONVENTIONS CANCELLED

Several large annual conventions of various paint companies which were to have been held in Montreal this week and next, have been postponed indefinitely owing to the influenza epidemic.

Trade Inquiries

714. **Tools.**—A Glasgow firm are interested in getting into touch with Canadian tool manufacturers with a view to post-war business.

715. **Handles.**—A Glasgow firm would like to hear from Canadian exporters of pick, axe, adze and hammer handles, with a view to post-war business.

716. **Tools.**—A Glasgow firm are interested in hearing from Canadian firms manufacturing engineers' and mechanics' tools with a view to business after the war.

727. **Wire nails and iron hooping.**—A London firm wishes to be placed in communication with Canadian manufacturers of wire nails and iron hooping for wooden cases, which are required for the Persian Gulf.

736. **Steel pipes.**—There is a big demand in Japan for steel pipes of various sizes, and a Tokyo firm is anxious to communicate with prospective shippers thereof.

752. **Bicycle accessories.**—A Japanese importing house desires to obtain bicycle chains, free wheels (coaster brakes), spokes, and nickel ball bearings from Canadian manufacturers. This firm recently placed an order for yen 20,000 worth of free wheels in England and yen 70,000 of chain. They would like to receive samples of each article which they would be willing to pay for. They intimated a large business could be done if Canadian firms could supply the materials in question.

HARDWARE LETTER BOX

Ice Cream Freezers

Who makes the Jack Frost ice cream freezer? J. A. Waterhouse, Cereal, Alta.

Can any of our readers supply the information?—Ed.

CATALOGUES.

A pamphlet recently issued by the Canadian General Electric Co., of Toronto, lists a number of electric air heaters especially useful for continuous use in homes, offices or factories. Designs of electric glowers and radiators are also shown.

THE CLERKS DEPARTMENT

BANK PRESIDENT AT 37, BUT BOOK-FARMER FIRST

Steps in the Path to Success of Oscar Cooper, "the Breezy Westerner" Who Controls the New York County National Bank

"BOOK-FARMING" and banking may seem a curious combination of interests for a young business man with a good legal training, but they have both bulked considerably in the career of the subject of this biographical sketch — Oscar Cooper who is at thirty-seven years of age, President of the New York County National Bank, New York City.

On the way to that position of responsibility Oscar Cooper wrestled with several decent-sized problems, and mastered them (though one did manage to floor him.) The one that floored him was not the famous San Francisco earthquake and fire. Quite to the contrary—he won distinction by the way he managed the problem that little event produced for him. But an aftermath of the earthquake set for him a further problem so entangled and perverse in its intricacies that neither Oscar Cooper or any other man could make head or tail of it. In the endeavor, to unravel it, however, he acquired invaluable experience which he has since cashed in upon as a banker.

The statement that Oscar Cooper is the son of a wealthy man would be enough to convince anyone with Bolsheviki tendencies about the brain-pan that, of course, the wealth of the father must be the reason for the success of the son. Wealthy men with sons of their own to bring up may be inclined to view the matter differently, for they are the men who can best realize just how far mere money can find place for a young man in the business world, and win for him the confidence and respect of men of affairs. And as a matter of further fact in connection with his father's wealth, Oscar Cooper gained no advantage from it whatsoever, but had to win his way entirely on his own merits from the earliest.

About him Genevieve Y. Parkhurst writes in *Forbes Magazine*:

When a lad dreams a dream and it grows up with him—*and he works*—some day that dream is likely to come true. And when it does, it usually has expanded. Which is the experience of Oscar Cooper, president of the New York County National Bank.

This is not a janitor-to-millionaire fact romance. It is the simple story of how a rich man's son made himself. His grandfather was an early California pioneer. His father, Judge James A Cooper, now an eminent jurist and ex-presiding justice of the Appellate Court of California, settled in Ukiah, California, in the early seventies, taking up the practice of law.

Judge Cooper had made his own way and his own fortune. He expected his son to do the same. The lad began to realize that a ten-thousand-acre ranch in a country rich in timber and farm production was a hard goal for a young lawyer. So he went to San Francisco, took his desk in a law office and set about making his fortune. He found it monotonous. There was slight adventure in listening to and straightening out the squabbles that find their way into the beginner's office. The one-toned restraint of doing the thing he didn't like chafed him. But with something of the courageous spirit which had come down to him from his father and grandfather, he kept at it just the same.

About that time along came the earthquake and fire which temporarily blotted San Francisco from the map. With cries of hunger from two hundred thousand people, there came the necessity for quick, effective action. Someone with a punch, someone who could handle people was needed to organize things.

Oscar Cooper was the man chosen. He was twenty-five. To assist him was named John S. Drum, also a young lawyer but some years older. He, too, by strange coincidence is now the president of one of San Francisco's leading banks.

The work that Oscar Cooper did during those first six weeks following the fire still lives in the hearts of the grateful many whom he kept from hunger. Both rich and poor were forced into the bread-line. The grocery stores, except a few in remote districts, had been burned. Young Cooper was made executive of the Commission for Relief. Respecting no personal privileges, he took command of the entire food problem, dealing it out share and share alike. At the end of the chaos the mayor and committee were able to announce that not one person had gone without his three meals a day.

Floored—For Once!

A terrifying financial slump was the next aftermath of the catastrophe. Among the institutions that went under was the California Safe Deposit and Trust Company. It carried with it the fortunes of many and the good name of a few. Desperate attempts were made to revive it. They failed. Men who were big figures in the San Francisco money market and who held the bank's securities were anxious to see it put on its feet rather than have it go into liquidation, which would yield but a small per cent. on its liabilities

Oscar Cooper's record as executive of the Relief Commission had made an impression on the minds of the city's men of affairs. They decided he would be a good man to rehabilitate the California Safe Deposit and Trust Company. For three years he worked incessantly endeavoring to get the various holders to turn in their collateral for stock in a new corporation. The depositors were a heterogeneous class, such as could be found in no place but a seaport metropolis. When one group was ready to acquiesce, another wanted to withdraw. Various trips back and forth from East to West, North to South, in search of new capital to back it would be on the point of proving effective when some faction would withdraw their support. At last capital grew tired of the vacillations. Oscar Cooper failed as any man would have failed, to readjust the corporation.

From Oil to Ranching

And here the young man's dream disappeared on a dim horizon—until a quick turn of fortune sent him scampering to face it. During the oil boom he had, for a small amount of money, bought an option on acreage in one of the remoter oil districts. Experts laughed at him, declaring that the outcroppings and the shale underneath were not high-grade indicators. But he knew a bit aobut oil prospecting. Also, among his friends were practical oil men. He took their advice and held on to his option, renewing when it ran out. A few weeks before the exhaustion of the second option oil was discovered on the adjoining property. Oscar Cooper sold the land for a comfortable fortune.

Before the ink was dry on the check, he was upstate to Mendocino County. In a week he owned his ranch.

The money had come at an opportune time. At twenty-five he had married a girl in his own set, one who had known nothing but luxury all her life. The parents on both sides were pleased with the match. But they felt that the young people should make heir own way together So no checks had come from either side.

"Book farming" and Bride Made Good

Oscar Cooper did not believe that a man had a right to marry a girl of that sort and take her into a home where she would have to do without the things to which she had been used. He married her and, although he had to work early and late, he never failed in maintaining his ideal. They went up to the ranch together. And there for five years he went in for ranching just as he had gone in for the California Safe Deposit had

Trust Company. His wife, too, did a big part. It was almost impossible to get help on the ranch, for it was sixty miles from a railroad. So for the five years Mrs. Cooper did all the cooking and housework—no light task, since there were often as many as forty hands about the ranch.

This time Oscar Cooper did not fail. Acting as his own foreman, he rode over his land, handling his herds of cattle on the range, following the plow in the orchards and the alfalfa fields. The city seldom saw him. When he returned to it at the end of five years he was the owner of one of the show places of Mendocino County and he had all the old farmers in that section scratching their heads and "allowin' as how there must be somethin' in this book farmin' after all."

The Lure of the East

The ball of fortune, once started to roll, did not stop. The scope of his vision grew. His activities in connection with the defunct bank had brought him into touch with the Eastern financial centres. In the heat-waves that danced over the hill-tops of his California ranch he visualized the trail of the cattle to the railroad, to the packing houses, to the people and back again to the nation's treasuries. He followed the redwood boles down the long flume into the mill pond, through the mill and on to the end of the empire road. He longed for the whole big adventure of it. He wanted to come to the centre of things financial. just as in his ranching he had gone deep into the heart of the open. That was a little over a year ago.

So he found a foreman and took the train for New York.

And here perhaps, he found the strangest of all the turns of fortune s wheel. The men of finance he met listened attentively to him when they talked with him. They were taken with his alert mind, his keen sense of values. Among the men he met was a high official of the Guaranty Trust Company, the largest in the city, and in the whole country. Oscar Cooper told him he would like to try banking. He asked to be put to work there to study modern business.

When he returned to California it was to say good-bye and start out on the high road of big business. There were men at home who did not want him to leave. The president of one of the large national banks offered him a vice-presidency in the institution. But his will had marked his way. He came to the waiting desk in the Guaranty Trust Company.

He worked and studied, going from one department to another, sometimes attending to the bank's outside work. Then one day men on the directorate of the New York County National Bank sent for him and asked him how he would like to be its president.

He laughed at them at first, thinking they were joking. He knew that the institution was one of the most conservative on the Atlantic Coast, that the presidency had been in the same family for over seventy years. He did not believe the conservative directors would consider a breezy Westerner for the place.

But these directors thought differently. One of them said: "You have three qualities we find necessary in modern banking; you put punch into everything you do; you get the other fellow's point of view; you know just enough, not too much, law. Besides, you have piled up a pretty good fortune for yourself with no help from anyone but yourself."

And so, since last November, he has been president of the New York County National Bank. And he is making good—this new-fashioned man in an old-fashioned bank.

SQUEEZE ALL THE BUSINESS

Continued from page 49

knowing how much you want for them. These three points form the basis of some of the most successful selling literature that has been sent out. It has more than proved its efficiency over literature sent out by firms who used their space to eulogize themselves, their store or their prices. In nine cases out of ten stuff of this kind went over their heads and was wasted. The well planned letter or circular however, with its simple yet direct appeal, invariably brings inquiries that later bring good business. Very often by going over these letters carefully merchants find that apparently vague expressions when followed up bring extremely satisfactory returns.

How It Worked.

A man wrote in recently to a hardware dealer and said "I think I will try some of your paint as mentioned in circular, send me a half gallon at price stated." The hardware man sent the paint, but he did more. He sent a man with it who could talk paint, size up the work and who was a salesman also. He went out ten miles in the country and got in personal touch with the man and found that there was a great deal of other work that needed doing beside what the farmer had in mind. He convinced him thoroughly that he could not afford to put that work off any longer as if he did he was going to have a much greater bill for repairs than the necessary paint would cost. He convinced him also that there was work in the house that should be done, implements that should be painted and other work done. He sold enough paints and brushes to pay for his time and expenses many times over, and he also got a line on other business in the neighborhood which he will follow up. All this had been overlooked and resulted from the following up of what at first glance seemed only a simple order for half a gallon of paint.

Wasted Effort

When your customers' letters are not "intensively" read and properly followed up, much of the time and expense merchants put on their letter or circular campaigns are wasted. There is also the waste of paper or postage and above all of opportunity. Letters and circulars properly handled are efficient and economical salesmen. They will draw business from all over a firm's territory,but unless the proprietor of the store or the party in charge reads them very carefully and thoroughly appreciates the possibilities that lie hidden in many of them a great deal of good opportunity for trade may be lost.

MODIFICATION OF GASOLINE REGULATIONS

Continued from page 48

The results of the "Gasless Sundays" in Canada and the United States were most satisfactory. It is estimated that more than 1,000,000 barrels of gasoline were sent to the boys on the firing line as a result of the savings made at home. Owing to the season of the year the peak load of domestic consumption is passing and in the great majority of cases the elimination of Sunday riding from now on would, it is felt, work no hardship.

Hard Fibre Prices Are on Down Grade

A market report from New York says:

"Hard fibre values have been undergoing a process of adjustment to lower levels, while the soft fibres made gains. Manila, Sisal, Maguey, New Zealand and Mauritius all are on a lower level than for some months, the declines running from ¾ cent to 4 cents per pound, while Italian jute and cotton made appreciable gains in market value, the advances ranging from 1¾ cents to 3¾ cents per pound. American Government regulation of manila and maguey prices has been removed. and the removal has been followed by lower market values, a part of the decline being due to lower Pacific Ocean freight rates. Manila fibre quotations at the beginning of this month were exactly four cents per pound lower than they were at the beginning of July. Maguey showed recessions of 2½ to 3½ cents. Mexican sisal, because of the purchase of 500,000 bales in June by the American Food administration was one cent lower. Java sisal declined 2½ cents during the three months. New Zealand quotations were down 1½@2 cents. Mauritius on spot was only three-quarters cent. lower. Italian, owing principally to a partial rectification of exchange advanced 2½@3¾ cents. Jute on spot gained 1¾ cents, while for shipment the advance was three cents. Jute's yield this year promises to be the smallest in many years. Cotton, because of serious damage to the growing crop, showed a net gain of 3 60 cents.

CONTROL LAMP CHIMNEYS

The British Government has added glass lamp chimneys to the articles under its control. Firms ordering direct from manufacturers must submit their order in duplicate to the Controller of Glassware Supply, 22 Hertford street, London, W.1, with a covering letter stating the purpose for which the goods are required, and how long the quantity ordered will meet requirements. A declaration must also be made of the quantities of British or imported lamp glass chimneys received during 1917.

THE SPIRIT'S THE THING

Said an Irish leader: "Min, ye are on the verge of battle, will yez fight or will yez run?"

"We will," came a chorus of eager replies.

"Which will yez do?" says he.

"We will not," says they.

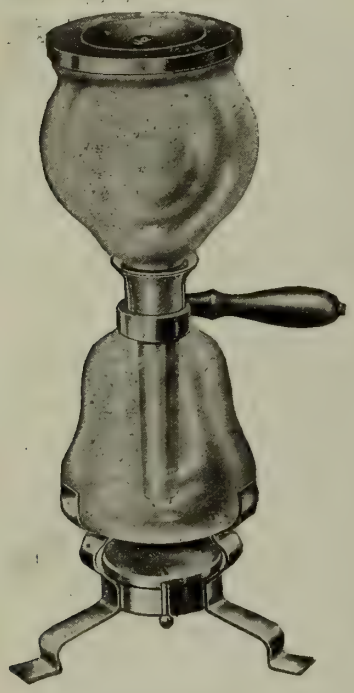
"Thank ye, me min," says he, "I thought ye would."

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

AUTOVAC COFFEE FILTER

The Autovac glass coffee filter it is claimed cuts coffee bills in half, makes better coffee and pays for itself in the saving of coffee within four months' time in an average family. It can be heated it is stated with alcohol, with gas or on



Coffee Filter

the top of any electric or coal stove. The Autovac flat bottom bowls can be placed firmly on the table it is claimed and will not roll off or break while being cleaned. Another point claimed for coffee making by the Autovac is that because it is all glass, no flavor of metal results and caffetanic acid is avoided by means of the quick action of the filter. This quick action is aided it is stated by the use of finely ground coffee, the boiling water reaching the coffee grains more speedily and more thoroughly than in other processes where coarse coffee has to be used. The Autovac Filter is handled by E. G. Gooderham, 24 King St. W., Toronto.

STEVENS PISTON RINGS

Stevens & Company, 375 Broadway, New York, manufacturers of automobile and cycle accessories, have put up in a convenient compartment box fifteen different sizes of non-set piston rings most in demand. From this group, it is said, over fifty different well-known cars can be fitted, including Ford, Maxwell, Overland, Buick, Saxon, Dodge, Chalmers, Mitchell, Packard and Chevrolet. From this assortment the hardware dealer can fill practically any order for frequently used rings, besides helping him to gauge the local demand for particular sizes so that he can safely re-stock according to sales experience.

The non-set piston ring is of the one-piece type—individually cast of a close-grain metal, the skin formed in casting being retained on the inner side of the ring because of the extra tough or resilient quality. Notwithstanding the accurate machining and fine metallic quality these rings it is claimed may be sold profitably at a moderate price.

It is estimated that but about one-seventh of the hardware dealers have been carrying piston rings for automobiles. Many of them have believed it necessary to stock many different sizes, which they were reluctant to do. It was to help the hardware merchant to safely stock this line without the risk of carrying many inactive sizes that Stevens & Company made up this assortment of non-set piston rings.



Piston Rings

P. D. Q. GOLF BALL

The P. D. Q. golf ball which has just been brought out by the Harry C. Lee Company, of 99 Chambers St., New York, is made in three weights; 31 dwts., which is the heaviest, and suitable for a good strong player; 29 dwts., which although a sinking weight has good distance, and the 27 dwt., a floating ball and somewhat larger in size. The latter it is claimed is especially suitable for players desiring a light ball. This ball will also float, and is used for water holes.

The P. D. Q. ball it is claimed is made of the very highest grade material ob-



P. D. Q. Golf Ball

tainable. The tension at which the rubber is wound, together with its being perfectly centered and absolutely round, makes it ideal for putting, it is stated.

COMMUTATOR WIRES

Commutator wires for Ford cars are being put on the market by Samuel Trees & Company, 42 Wellington St. E., Toronto.



Commutator Wires

Commutator wires after one or two years become oil soaked and lose their efficiency. By replacing the old with new commutator wires, the troubles in the ignition system it is claimed are reduced to a great extent. This also applies to the spark plug wires, it is stated.

COMBINATION PLIERS

The Lakeside Forge Company, of Erie, Pa., is making a new line of pliers with cotter pin extractor handle. This tool, it is claimed, is essential in kits for trucks, etc., as it combines a plier, cotter pin extractor, and a screw driver.

INVENTS TIRE CHAIN

Captain B. W. Hartley, of Haileybury, Ont., has invented a non-slip automobile tire chain. It is claimed that it absolutely prevents skidding sideways or back, or front. It is stated the chain does not bump or rattle when in use.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

WIRE nails are to the fore this week in an advance of 20c per 100-lb. keg. Manufacturers have found it necessary to revise the differentials on packing as well, 25 and 50-lb. boxes now taking an extra of 50c per 100 pounds over kegs and a charge of 25c per 100 pounds being the new extra for coating or blueing. Wire rods are extremely scarce and even at advance made indications are that market on nails rules with a very strong undertone.

Wire fence staples have also gone to higher levels, new prices issued this week providing for an advance of 25c per 100-lb. keg on both bright and galvanized. The extras on 25-lb. and 50-lb. boxes have been advanced to 50c per 100 pounds on staples in line with change made on nails.

A sharp advance in one line of planes and plane irons has been recorded, the present basis of quotations being approximately 15 per cent. over that previously ruling. This follows an advance made about three months ago and there is no indication that the peak has yet been reached. Iron and steel squares and pipe cutters are other lines of tools to record increases in prices.

Linseed oil after a period of rapid decline seems to have stiffened again. Following last week's recorded drop, a further recession of 8c was made but this has been recovered and the market seems likely to stiffen up further. The flaxseed market is on the upward move again and this will be reflected in prices on linseed oil. Prices three cents lower and three cents higher per gallon than those of last week are asked for spot deliveries.

Turpentine at primary points has stiffened materially and indications are that markets there will rule with a firm undertone. This will be reflected here although in some quarters a further decline of 2c per gallon has been made. Higher prices are almost sure to be recorded here in the course of another week or ten days.

New prices have been issued on horse blankets which show a sharp advance of 25 per cent. The scarcity and high price of jute along with continued advances in other materials and higher labor costs are factors contributing to this increase.

A decline of 5c per pound in the price of tin has been made in some quarters. The market generally is quiet and whereas supplies are none too plentiful, there seems to be ample to meet requirements. Spelter has firmed up considerably, stocks being materially reduced under influence of active demand. No change in price has yet occurred.

MONTREAL MARKETS

MONTREAL, October 24—Wire nails are up 20c and fence staples have advanced 25c per 100 pounds. A change in the extras is also noticeable. Other important changes affecting collar pads, pipe cutters, grindstones, squares have been made, higher levels being reached in each instance. Some lines of auto equipment have also come in for revision.

Shock Absorbers Up; Auto Springs, Also

Montreal.

SHOCK ABSORBERS, AUTO SPRINGS.—Springs for Ford cars are advanced. Front springs, No. 3800, are now priced at $4.20 to the trade, the old cost being $3.49 each. No. 3824 are up from $9.30 to $10.50, and main leaves for front Ford springs are quoted at $1.31, the former cost being $1.05.

Steelbilt shock absorbers are higher too. The old price of $5.40 for single sets is superseded by one of $6.12, and where sets of 6 lots are wanted $5.82 is the price. The old price for lots of six was $5.13 per set.

Air Bag Prices; Blowout Patches

Montreal.

AUTO EQUIPMENT.—The following prices on air bags will be of interest to the trade. In dozen lots the following prices obtain, each, and the trade discount is 30 per cent. Air bags 3 x 14 inches, $3.68; 3 x 16, $3.96; 3½ x 14, $4.20; 3½ x 16, $4.73; 4 x 16, $5.25; 4 x 18, $5.78; 4½ x 16, $6.06; 4½ x 18, $6.30; 5 x 16, $6.58, and 5 x 18, $7.31.

Blowout patches of Samson make are priced at 52½c for lots of 12; 4 in., 73½c; 4½ in., 91c, and 5 in., $1.02. These prices carry a trade discount of 30 per cent.

Hook on Boots, Mats, Grips, Patches Priced

Montreal.

HOOK-ON-BOOTS, MATS. — The Leader line of hook on boots for auto tires in lots of 24 are selling as follows: 3½ inch, 94c; 4 in., 91c; 4½ in., $1.16; 5 in., $1.33. Discount is 30 per cent. for this quantity.

For the lace-on variety the above prices obtain and for those wanting the lines in smaller lots prices are: 90c, 97½c, $1.24 and $1.43 each, respectively, with trade discount of 25 per cent. applying.

Grips for Ford crank holder are worth 19c in singles and in 2 doz. lots 17½c each. Usual trade discounts apply.

Rubber mats for Fords are priced at $1.68 each singly, or in lots of 6 $1.47 each with 25 per cent. discount on smaller than six lots and in quantities of 6, 30 per cent.

Prices on Cementless Patches, Pedal Rubbers

Montreal.

PATCHES, PEDAL RUBBERS.—Cementless patches of Samson make are

priced at 42c each in 2 doz. lots, with 30 per cent. trade discount, and at 39c with 35 per cent. discount for 8 doz. lots. Leader patches are similarly listed at 28c and 26c respectively with like discounts.

Pedal rubbers for Chevrolet cars are sold at 42c each in dozen lots with 30 per cent. discount; Ford rubbers at 38½c; McLaughlin H-45 at 42c; McLaughlin E-63 at 42c, and Overland 75 and 90 at 38½c each. Like discounts apply to the latter also.

Hose connections for Chevrolet cars are priced at 10½c for 1¼ x 4 inch; 14c for 1¾ x 3¾; 9 4-5c for 1¾ x 2¾; 12 3-5c for 2 x 3¼, and 14c for 2 x 3½ inch. The trade discount in these quantities is 30 per cent.

Running Board Mats; Reliner Prices

Montreal.

MATS, RELINERS.—Running board mats, 11⅜x7¾x11-32 inches, are worth $1.13 each, singly, $1.05 in lots of 12; 97½c in lots of 48. Respective discounts of 25 per cent., 30 per cent. and 35 per cent. apply to the trade.

Reliners are selling on the basis of dozen quantities at the following prices and subject to trade discount of 30 per cent.; 30x3, $1.58; 30x3½, $1.79; 32x3½, $1.89; 31x4, $2.49; 32x4, $2.52; 33x4, $2.63; 34x4, $2.70; 34x4½, $2.90; 35x4½, $2.94; 36x4½, $3.01; 37x4½, $3.15; 36x5, $3.33; 37x5, $3.36.

Fabric Patches, Floating Flaps, Talc

Montreal.

PATCHES, FLAPS, TALC.—Flat fabric patches, No. 1 for 3, 3½ and 4 inch tires are offered to the trade at 38½c each, in dozen lots with a trade discount of 30 per cent. No. 2, for 4½ and 5 inch tires are selling at 52½c. If smaller quantities are wanted the price is 3½c each higher with discount 25 per cent.

Floating flaps are selling as follows in single lots: For 28x3 tires and 30x4, $1.35; 30x3½ and 31x4, $1.35, and the same price for 30x3, 31x3½, 32x4 and 33x4½. A price of $1.46 applies for sizes 32x3½, 33x4, 35x4½ and 36x5; 34x4½ and 35x5 are priced likewise.

The above are put up in 1 pound cartons, are frictioned both sides and skim coated. They also may be had in 5 and 10 pound rolls and are sold to the consumer at $2.05 per lb. and to the trade at $1.54 less 25 per cent in the No. 1225 A style. One side coated styles are also sold at approximately the same rate.

Weldacut talc in 4 oz. size in 2 doz. lots is 35c; 6½ oz., 52½c, and 8½ oz., 70c. Trade discount is 30 per cent.

Gums, Matting, Pails On New Price Basis

Montreal.

GUMS, MATTING, PAILS—White retread and white sidewall unvulcanized gums of 1-16 inch thickness, 18 or 36 inches wide, are selling at $1.20 per lb. in small lots; $1.12 on the $12 list and $1.04 on the $50 list. This range of prices is for the carton style of one pound each. Five pound rolls are priced lower at $1.09, $1.02 and 94c, respectively, while the prices for 10, 25 and 50 lb. rolls is respectively $1.01, 95c and 88c. All the above apply to number 1268 style.

Style No. 1242 grey retread and sidewall of similar size and thickness are: For cartons, $1.20 per pound, trade; $1.12 on the $12 list and $1.04 on the $50 list; five pound roll prices respectively, $1.09, $1.02 and 94c, and in 10, 25 and 50 lb. rolls, $1.01, 95c and 88c.

The same style in black, No. 1243, is priced likewise, while prices for red, No. 1244, are slightly higher. Discounts range from 25 per cent. to 35 per cent., according to quantity.

Collar Pads Advance, Steel Squares; Planes

Montreal.

COLLAR PADS, SQUARES, PLANES—Advances are made for collar pads. No. R 9 are now worth $8.80 per dozen; No. R 10, $9; No. R 13, $9.50; No. S 9, $9.50; No. R E 10, $9.40 and No. 310, $7.

Steel squares of various makes are higher, too, the increases approximating about 10 per cent.

It is stated that the market for planes is strong and that advances for this line in the immediate future may be made.

Grindstones Higher; Pipe Cutters Too

Montreal.

GRINDSTONES, PIPE CUTTERS.—Advances are made for grindstones. The following prices obtain here: 20 to 40 lbs. x 2 inches thick, $2.75 per 100 lbs.; 40 to 200 lbs. x 2 in., $2.50; 20 to 60 lbs. x 1½ and under 2 inches, $3; 200 lbs. up to 48 inches diameter, $2.60, and 200 pounds and up, over 48 inches diameter, $2.75.

Barnes and Saunders pipe cutters have been undergoing revision in some quarters, and prices here are revised with an advance made of about 20 per cent.

Wire Nails Up 15c; Staples Up Too

Montreal

WIRE, NAILS, STAPLES. — Advances were made for wire nails of 15c per keg and the price is now $5.50 here per 100 lb. keg. Staples, too, are higher, bright being advanced to $5.75 and galvanized to $6.50. The latter advance is 25c per keg.

The advances now asked for coating and bluing is 25c extra, instead of 20c and in 25 and 50 pound boxes the packing charge is 50c per 100 lbs. instead of 25c as heretofore. The same rule applies in the matter of wire staples.

Rope Markets Quiet; Prices Steady

Montreal.

ROPE AND CORDAGE.—Nothing new marks the local rope situation either as regards prices or movement. As a matter of fact the conditions are seasonably quieter and no new movement is looked for at present.

Pure manila basis is unchanged at 39c per pound; British manila 33c and sisal 27½c.

Coal Oil Steady; Gasoline Freer

Montreal.

COAL OIL, GASOLINE.—A better demand in the country obtains for coal oil. This is selling here at the unchanged price of 19c for Royalite and 22c for Electroline and Palacine.

There is a better position with regard to supplies of gasoline, for consumption is much less than it was a couple of months ago and stocks have benefited thereby. Prices on motor grade is still 34c.

Stove Makers Hard Hit; Wares Active

Montreal.

STOVES AND WARES.—The foundrymen are having their own times these days completing fall orders. Materials were scarce and some of these have only recently been received. Now again, another trouble confronts them, that of the sickness epidemic, and some are running on staffs that are short several hundred workers. This means that orders are delayed, and the overselling of some foundries makes it impossible to undertake any new business.

Enamelled and other wares are selling freely.

Light Sheet Trading; Prices Are Firm

Montreal.

SHEETS.—Little new interest is reported in the sheet metal markets and jobbers have no difficulty in getting their price for requirements. It is simply a matter these days of securing the necessary stock and prices are forthcoming from those needing the goods. A slight revision is made in black sheets, but the range is still such as to afford favorable buying prices.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$9 75	$11 50
12 gauge	9 65	11 00
14 gauge	9 00	8 20
16 gauge	9 15	8 25
18-20 gauge	9 25	8 30
22-24 gauge	9 60	8 35
26 gauge	9 75	8 40
28 gauge	9 90	8 50
GALVANIZED SHEETS—		
10¾ oz.		$12 00
28 gauge		11 65
26 gauge		11 35
22 and 24 gauge		11 15
20 gauge		11 05
18 gauge		10 95
16 gauge		10 85

NOTE.—These prices are for full bundles, an extra charge of 25c per 100 lbs. is made for broken lots.

Peace Rumors Quiet Demand Lead Lines

Montreal.

LEAD PRODUCTS.—The possibility of near peace affected the trading for lead products and kindred lines, it is thought. At any rate there is not a great deal of interest and the amount of business confines itself to sorting orders of the hand-to-mouth variety. Solder is steady and quiet, too.

Lead pipe, lb.	$0 15	$....
Lead waste pipe, lb.	0 16	....
Lead traps and bends	Net list.	
Lead wool, lb.	0 15½	0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs., sq. ft.	0 12½	0 13
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c. lb. extra.		
Solder, guaranteed, lb.		0 52
Solder, strictly, lb.		0 45
Solder, commercial, lb.		0 41
Solder, wiping, lb.		0 41
Solder wire (8 gauge)—		
40-60		0 53
45-55		0 57½
Zinc sheets, casks		....
Do., broken lots		....

Note—The above prices for solder are for full boxes of 100 lbs. Jobbers will charge several cents more for small lots.

Steel and Iron Firm; Sales Satisfactory

Montreal.

IRON AND STEEL.—The markets are very firm and steady. The undertone would indicate that higher prices may be asked for some lines, steel being very firm. The trade has been fairly good, but just about seasonable until the epidemic broke out, this having the effect of putting a damper on trading. The markets are unchanged.

Common bar iron, per 100 lbs.	$4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 22

Tea Lead Brings 6c; Old Metal Quiet

Montreal.

OLD MATERIAL.—Little new interest centres around this line excepting a higher price for tea lead. This is now bringing 6c. There is nothing new in old metals, brass or copper and the volume of business has shown little improvement.

Dealers' Buying Prices:		
Tea lead		0 06
Heavy lead pipe		0 07½
Yellow brass		0 13½
Red brass		0 23½
Light brass		0 08
Scrap zinc	0 06½	0 06¾
Heavy copper	0 24	0 24½
Wrought iron, No. 1, per gr. ton	26 00	27 00
No. 1 machinery cast	38 00	40 00
Heavy melting steel	22 00	23 00
Pipe scrap	18 00	20 00
Stove plate, per ton	26 00	28 00
No. 2 busheling	13 00	14 00
Old rubbers, boots and shoes		0 07¼
Overshoes, lumbermen's rubber boots		0 05
Bicycle tires	0 04½	0 05
Automobile tires	0 04¾	0 05

Tin Market Quiet; Spelter Firmer

Montreal.

INGOT METALS—Trading in metals is more limited in some respects. There is little change, generally, and tin is quiet, with little price change. Spelter is reported firm, but without change.

COPPER.—The prices obtaining for this are unchanged at 28¾c to 30c per pound, with trading rather light.

TIN.—There is less talk of price fixing, although some announcement to this effect may be made in the near future. Local business is small and sales are made at from 90 to 92c per pound in small lots.

LEAD.—Requirements are small and at unchanged price of 10 to 10¾c per pound orders are being taken care of. Were the demand larger it would only be taken care of with difficulty as supplies are limited.

SPELTER — Market is reported firmer here, but there is little trading and prices are unchanged at 10¼ to 10¾c per pound.

ANTIMONY.—Outside markets are reported slightly easier. The local markets are unchanged and business is small at 17c pound.

ALUMINUM.—With price fixed on this and with local requirements small the interest is confined. Prices range from 50 to 55c per pound for small lots.

TORONTO MARKETS

TORONTO, October 24—A twenty-cent advance has been made in the price of wire nails and revised extras are now in vogue for coating and blueing and packing in 25-lb. and 50-lb. boxes. Fence staples are up 25c per 100 pounds on both bright and galvanized. A 15 per cent. advance in planes and a substantial increase in iron and steel squares have been recorded. Horse blankets are up 25 per cent. and other lines to follow the upward trend include molasses gates, wood faucets, tubular rivets and clinch rivets.

Planes Go Up About 15 Per Cent.

Toronto.

PLANES.—A sharp advance has been made in Stanley planes and irons, amounting to approximately 15 per cent. This follows an advance made a couple of months ago, and there is no indication that the peak has yet been reached. Prices which are now named to the trade on some of the more familiar numbers are as follows: No. 3, $3.80 each; No. 4, $4.10; No. 4½, $4.75; No. 5, $4.75; No. 5½, $5.30; No 6, $6.05; No. 7, $7.90; No. 8, $8.25; block planes, No. 9½ are now $1.95; No. 15, $2.15; No. 16, $2.20; No. 18, $2.40; wood bottom planes, No. 24, $2.45; No. 26, $2.80; No. 27, $3.20; No. 32, $4.10; No. 35, $3.20. Combination planes, No. 45 are now quoted at $13.85 each, and No. 55 at $27.40. Rabbet planes No. 78 are advanced to $3 15 each, and Nos. 190 and 191, $2.45

Plane irons, single, 1¾-inch have also advanced, now being quoted at 50 cents each; the 2-inch at 52c; 2⅛-inch, 59c; 2¼-inch, 60c; and 2⅜-inch, 62c. Block plane irons are also higher, the No. 103 being quoted at $2 10 per dozen, the No. 110 at $3.20, and the No. 120 at $4.25.

Sharp Advance In Horse Blankets

Toronto.

HORSE BLANKETS.—A sharp advance has been made in the price of horse blankets amounting to about 25 per cent. The scarcity of jute, along with shortage of all other materials and increased manufacturing costs are factors contributing to this change.

Revised Prices Issued on Squares

Toronto.

SQUARES.—Revised prices have been issued on both iron and steel squares. These provide for substantial advances in each case, and the present basis of quotations now being made to the trade is: Iron No. 493, $7.25 per dozen; steel polished Standard, No. 1, $26.45 per dozen; No 2, $25.80; No. 3, $25.15; No. 4, $23.65; No. 14, $22.50; No. 11, $14.75; No. 12, $19.20; No. 100, $27.80; No 100 blued, $33.80; No. 3 blued, $31.15; No. 100 nickel plated, $32 95; No. 3 nickel plated, $30.30; No. 3, Rafter polished, $30 20, and No. 100 Rafter polished, $34.15.

Rivets Up; Clinch, Tubular Affected

Toronto.

RIVETS.—Higher prices are in evidence in quotations now issued on tubular and clinch rivets. The japanned tubular rivets in cartons, assorted 3/16 to 9/16 inch, are now selling at 90c per dozen. Slotted clinch rivets, No. 9 are quoted at $1.20 per dozen, and No. 6 at $3 00 per dozen.

Pipe Cutters Move Upward

Toronto.

PIPE CUTTERS.—Prices on pipe cutters have been revised and again the upward tendency is shown. Saunders pipe cutters are being quoted for the No. 1 at $2 50 each and the No. 2, $3.75. With regard to the Barnes' pipe cutters,

present basis of quotations for the No. 1 is $3 15 each and No. 2, $4.20 each.

Molasses Gates, Wood Faucets Higher

Toronto.

MOLASSES GATES, WOOD FAUCETS.—A new basis of quotations has been established on molasses gates and wood faucets. The present range of prices on the Perfection molasses gates which provide for advances are: No. 50, $9.60 per dozen; No. 51, $11.20; No. 52, $12.75; No. 53, $14.75; No. 54, $17.60; No. 55, $24.00. Wood faucets are also higher, the new quotations reading for the IXL No. 2, $1.40 per dozen; No. 4, $1.85; No. 6, $2.30; No. 8, $2.75; prices on the Peerless wood faucets are for No. 1, $8.30 per dozen; No. 2, $9.25; No. 3, $11.00.

Wire Nails Up 20c; Differentials Changed

Toronto.

NAILS, WIRE.—An advance of 20c per 10 pounds in the base price of wire nails has been made, bringing to-day's quotations up to $5.50 in kegs. A change in the differentials has also been made. Coating and blueing now take an extra of 25c per 100 pounds as against 20c formerly effective. In 25 lb. and 50 lb. boxes the extra has been advanced from 25c to 50c per 100 pounds; in 1-lb. papers the extra now charged is $1.00 per 100 pounds, it was formerly 50c. Even on the basis now prevailing it is felt in some quarters that the peak has not yet been reached. The undertone is very strong and that further changes may be made seems quite possible. No further change in the base price of cut nails has been made, these selling at $5 85 per 100 pounds.

Staples Go Up 25c; Extras Changed

Toronto.

STAPLES. — New prices have been named on fence staples during the week which provide for an advance of 25c per 100 pounds. On this basis, bright staples are now selling at $5.75 per 100 pounds and the galvanized at $6.50 in keg lots. In 25 lb. and 50 lb. boxes the differential has been changed, the extra now being charged amounting to 50c per 100 pounds instead of 25c formerly effective.

Oils Sells Freely; Gasoline Firm

Toronto.

OIL, GASOLINE.—Sales of coal oil have been on the increase and this condition is still in evidence. Prices have ruled firm though unchanged at 18½c to 21½c per gallon, according to grade.

Motor oils are very firm and the outlook seems to be for higher prices. No change is yet in evidence, but that this will come seems probable.

Gasoline is steady. Sales are still fairly heavy and requirements of the trade being met. Prices are firm and unchanged at 33c gallon.

Stoves Unchanged; Enamelware Steady

Toronto.

STOVES, ENAMELWARE.—Stove manufacturers' difficulties are still numerous, and no easing away of the situation in regard to securing materials is yet noticeable. Demands from the trade are fair and stocks as a whole are reaching a comparatively low point.

There are no new developments in regard to enamelware. Supplies are just as hard to get, and manufacturing troubles just as numerous. Stocks grow smaller with opportunities for replacement fewer.

Cordage Quiet; Twines Unchanged

Toronto.

CORDAGE, TWINES.—Cordage markets are quiet. The demand is normal which means comparatively little moving at this time of year, and prices hold without any change at the following levels: Pure manila, 39c per pound, British manila, 33c; sisal, 27½c. There have been no changes made in the twine situation, supplies being comparatively light, and prices firm but steady.

Iron and Steel Rules Firmly

Toronto.

IRON AND STEEL.—The demand is along comparatively narrow channels and prices have held firm at unchanged levels.

TORONTO—	Per 100 lbs.
Common bar iron	$ 5 25
Common bar steel	5 50
Refined iron	5 65
Angle base	5 75
Horseshoe iron	5 50
Tire steel	5 70
Mild steel	5 50
Norway iron	11 00 — 13 00
Toe caulk steel	6 25
Sleigh shoe steel	5 50
Band steel, No. 10	5 75
Do., No. 12	6 00
Spring steel	9 50 — 11 50
Mining drill steel	19 00 — 30 00
Sheet cast steel	0 42 — 0 45
Tool steel	0 20 — 0 42

Situations in Sheets Is No Better

Toronto.

SHEETS, PLATES.—The situation is no better—the feeling prevails that it can't be much worse. There have been one or two odd cars of sheets arrive but these are merely "a drop in the bucket," almost an aggravation when they are stacked up against business waiting to be taken care of. The outlook is by no means good. The method of securing sheets has been changed, and whereas ultimately the new process may be easier, these changes usually cause considerable confusion. One thing they do not assure any shipments which is the point all importers and manufacturers can't get away from. Prices are unchanged with little prospect of an easing away even after the war, according to some of the best informed authorities.

BLACK SHEETS—	Per 100 lbs.
10 gauge	$10 00
12 gauge	9 60
14	9 85 — 10 85
16 gauge	8 50- 8 55
18-20 gauge	8 05 — 8 30- 8 80
22-24 gauge	8 10 — 8 35- 8 85
26 gauge	8 15 — 8 40- 8 90
28 gauge	8 50- 9 00
3-16 inch plate	10 00
¼ inch boiler plate	10 00

Prices shown are for full cases. An extra charge of from 25c to $1 per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—	
10¾ oz.	$11 00 — $12 75
U.S. 28	10 70 — 12 50
22 and 24	10 25 — 11 25
18 and 20	10 10 — 11 10
16	9 95 — 10 95
14 gauge	$8 40- 8 90

Prices shown are for full cases An extra charge of from 25c to $1 per 100 lbs. is made for less than case lots.

Difficult Situation in Corrugated Sheets

Toronto.

CORRUGATED SHEETS.—Depending as they must on flat sheets, manufacturers of corrugated sheets and other manufactured sheet metal lines face a situation which grows steadily worse. Stocks are being depleted and opportunities for replacement virtually nil, so the outlook is considered worse. Quotations are only nominal and all orders carefully scrutinized before acceptance.

TORONTO— Corrugated Sheets—	Per 100 Sq. Feet Gal'zed	Painted
No. 28 gauge	$ 9 00	$ 7 50
No. 26 gauge	10 00	8 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No. 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7½ per cent.

Wrot. Pipe Firm; Boiler Tubes Moving

Toronto.

WROUGHT PIPE, BOILER TUBES.—Wrought pipe is very firm and unchanged. Manufacturing troubles are many, shortage of raw materials being a factor which is only aggravated by scarcity of labor. Prices appear in current market quotations.

Boiler tubes are steady with no arrivals reported. A very fair movement is reported but these are going forward only under government supervision. Quotations follow:

Toronto—	Per 100 feet Cold drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Solder Unchanged; Lead Products Firm

Toronto.

ZINC AND LEAD PRODUCTS.—The market on solder is without any particular feature. There is a slightly easier price on tin being made, but as yet this has not exerted any influence on solder. Manufactured lead products are firm, the difficulty in securing pig lead being a factor to uphold prices. The demand on all lines shows a slight improvement after a couple of weeks of rather quiet trading.

Lead pipe, lb.	0 15
Lead waste pipe, lb.	0 16
Lead traps and bends	Net-list

Lead wool, lb.	0 14	0 15
Lead sheets, 2½ lb. s. ft., lb.	....	0 14½
Lead sheets, 3 to 3½ lbs. sq. ft., lb	....	0 14¼
Lead sheets, 4 to 9 lbs. sq. ft., lb.	....	0 13½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 50	0 55
Solder, strictly, lb.	0 47	0 52
Solder, commercial, lb.	0 42	0 45
Solder, wiping, lb.	0 40½	0 50
Solder wire, lb.	0 56	0 70
Zinc sheets, lb.	....	0 26

Old Materials Virtually Stagnant

Toronto.

OLD MATERIALS.—The scrap metal situation is stagnant. Some dealers indicate they are not in the market at all and prices generally have remained on basis prevailing for the past few weeks.

Dealers' Buying Prices—		
Tea lead	$0 05¼	....
Heavy lead pipe	....	0 08
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 22	0 23
Stove plate, per ton	....	25 00
Old cast iron, per ton	....	30 00
Overshoes, trimmed Arctics	....	0 06½
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Tin a Little Lower; Lead Tight

Toronto.

INGOT METALS.—A lower price is noticeable in tin in some quarters though supplies generally are not considered any too plentiful. Lead is in none too good supply and quotations rule with a firm undertone. Spelter has firmed up though prices are unchanged.

COPPER.—There is little of particular interest in this market. Supplies continue to go into war work and there is little to report commercially. Locally prices are firm and unchanged at 30c to 32c per pound.

TIN.—Lower prices are in evidence on this metal in some quarters which has served to widen the range somewhat. Quotations are now being made as low as 90c, and go as high as $1 per pound. Supplies generally are none too heavy but as the market is quiet there is ample for present demands.

SPELTER.—The market has firmed up as a result of better demand. Local supplies have been heavy, but this condition is largely overcome now and stocks are none too heavy. Quotations are firm though unchanged at 11c per pound.

LEAD.—The market is very tight. Practically the entire production is being absorbed in war work and this leaves commercial users in a position of uncertainty as regards getting any deliveries. Nominally quotations range around 10½ to 11c per pound, but this may stiffen slightly as it is said premiums have to be paid to secure supplies for other than essential war industries.

ALUMINUM.—There is no feature of interest in this metal. Supplies go to government and quotation of 50c per pound can only be termed nominal.

ANTIMONY.—The market is quiet. The demand is light and interest lacking. Ample supplies are available to meet requirements and price is unchanged at 18c per pound.

PIG IRON.—Government demands for iron and more iron are insistent, with the result that production of pig is largely going to essential war industries of one type or another. The line on commercial enterprises is drawn more tightly every week. it seems.

LONDON MARKETS

LONDON, October 24—A decline of 25 cents per 100 sq. feet has been reported in price of screen wire cloth. Lower prices are also noted on linseed oil and turpentine. Other lines which have changed but which go to higher levels include—horse-shoe nails, light and heavy tee and strap hinges, horse rasps, grindstones and canvas gloves. A 20-cent advance in the price of wire nails has also been noted, in addition to the change on the differentials for coating and blueing and packing in 25 and 50-lb. boxes.

Business throughout this district has been very good although a slowing up from the epidemic of sickness and general trade conditions is noted.

Heavy and Light Hinges Revised

London.

HINGES. — New prices have been named on light and heavy tee and strap hinges, the present discount being 10 per cent. off list. This provides for an advance in the net prices, the present basis on the heavy tee and strap hinges being given herewith:

	Hinge—Tee.	Hinge Strap.	
4-inch	$2 30	$2 70	doz. prs.
5-inch	2 88	3 33	"
6-inch	3 24	3 60	"
8-inch	3 69	4 86	"
10-inch	6 57	8 64	"
12-inch	10 44	10 71	"
12-inch	10 62	12 24	"

Horse Shoe Nails; Horse Rasps Up

London.

HORSE SHOE NAILS, HORSE RASPS.—New prices now prevailing on shoe nails provide for an advance of 50 cents per box of 25 pounds. The steel situation and manufacturing conditions are such that this step was found necessary. The new prices which are now being quoted on M.R.M. horse shoe nails based on this advance are as follows: No 4, $10.00 per box; No. 5, $5.00; No. 6, $4.75; No. 7, $4 50; No. 8, $4.50; No. 9, $4.25; No. 10, $4.25; No. 11, $4 25 and No. 12, $4.25.

A change in horse rasps has also been made affecting the Globe and other Canadian brands. This provides for an advance, the new discount now being 70 per cent. from list.

Lower Prices on Wire Cloth; Roofing Caps

London.

WIRE CLOTH, ROOFING CAPS.—At least one change that will be welcomed by the retail trade is that put into effect on screen wire cloth. The new prices which are now out for spring booking business show a decline of 25 cents per 100 sq. feet. On this basis black cloth in 100 ft. rolls is now quoted at $3.25 per 100 sq. feet, and in 50 ft. rolls, $3.30.

New prices are also out on tin roofing caps, these selling in 100 pound bags at 9½ cents per pound, and in small quantities, 10 cents per pound.

Nails Up 20c; Rope is Steady

London.

NAILS, ROPE.—An advance of 20 cents per 100 pounds has been made in the base price of wire nails. This makes to-day's quotations $5.50 per 100 pounds in kegs. A revision in the differentials on smaller packages is also noted; 25 and 50 pound boxes now take an extra of 50 cents in place of 25c per 100 lbs. formerly ruling; 1 pound packages are advanced from an extra of 50 cents to an extra of $1.00 per 100 pounds. For coating and blueing, the extra has been advanced from 20 cents to 25 cents per 100 pounds.

Business on rope is normal, which means that this is rather quiet at the present time. There has been no change made in the base price of any grade and range is as follows: Pure manila, 39c per pound base; British manila, 33c; New Zealand hemp, 33c and sisal, 27½c.

Staples Go Higher; Wrench Parts Too

London.

STAPLES, WRENCH PARTS.—A new basis of quotations has been arrived at on fence staples. This provides for an advance of 25 cents per 100 pounds, the present basis for the bright being $5.75, and for galvanized $6.50. Extras for packing in 25 and 50 pound boxes have been changed from 25 cents to 50 cents per 100 pounds.

A new discount has been adopted on repair parts for Trimo and Stillson wrenches. This discount, which is now 40 per cent off list, provides for an advance in the net prices.

Grindstones, Canvas Gloves, Axe Handles Up

London.

GRINDSTONES, GLOVES, HANDLES.—A higher basis of quotations has been arrived on grindstones. New prices which are now being named to the trade are for the 40 to 200 lb. stones, $3.00 per 100 pounds, and up to 40 pounds in weight, $3.25.

A sharp advance is also noted in canvas gloves, new prices on the cheapest line of 8 oz. white being $1.70 per dozen pairs.

Higher levels have also been named on axe handles, 2nd growth now being quoted at $6 50 per dozen.

White Lead in Oil Steady; Putty Moving

London.

WHITE LEAD IN OIL, PUTTY.—The market on white lead in oil rules with a firm undertone. Difficulty in securing the pig lead is still the big factor in this condition, as prices on linseed oil have declined materially during the past couple of weeks. No change in white lead is provided for in present prices which for the pure, in ton lots, are $17.80 per 100 pounds, and in less than ton lots, $18 15.

Putty is moving fairly well and prices are holding at levels recently established. The standard putty in 25 pound drums is selling at $7.00 per 100 pounds, and in 100 pound drums, $6.75. Pure putty shows an advance of $2.00 per 100 pounds over the price of standard.

Turpentine Down 2c; Linseed Oil Steady

London.

TURPENTINE, LINSEED OIL.—A decline of 2 cents per gallon has been made in the price of turpentine. This is in direct opposition to the markets in the south which show a gradually firming tendency. However, stocks are in very fair shape and the requirements of the trade are being met quite readily. Just how long this low price may be in effect is still somewhat uncertain. The present basis of quotations for 1 barrel lots is 98 cents per gallon, two to four barrel lots 97 cents, and in five gallon lots. $1.08.

Linseed oil, after a further decline of 8 cents per gallon from last week's prices, has recovered this 8c and is being quoted on same basis as that prevailing last week. The raw linseed oil in 1 to 2 barrel lots is now quoted at $1.87 per gallon, and the boiled, $1.90; in 3 to 5 barrel lots the price of raw is $1.86 and the price of boiled, $1.89; in smaller quantities than barrel lots there is an additional charge of 10 cents per gallon.

WINNIPEG MARKETS

WINNIPEG, October 24—Price changes for the past week are again numerous with all lines showing an upward trend. Included are many staple lines, such as barn door hangers and track, door checks and padlocks, hat and coat hooks, cut nails, wrenches, buck saws, buck saw blades and frames, files and bolt clippers.

Business is reported to be brisk in all seasonable lines with about the usual sorting demand.

Dry Battery Prices Revised

Winnipeg.

DRY BATTERIES.—Quotations recently issued on dry batteries were incorrect, prices adopted by the manufacturers providing for a higher scale of figures. The correct basis of quotations on the Columbia lines is given below:

Ignitor No. 6.—Less than 12....$49 35 per 100
Less than 50.... 44 35 "
Less than 125.... 43 35 "
Barrel lots ..... 40 85 "

If covered by contract for one year, irrespective of quantity, a better price of 1c per cell is made on standard barrel lots.

Ignitor No. 8—Less than 12...$126 40 per 100
Less than 25... 106 90 "
Less than 50... 103 90 "
Barrel lots..... 100 40 "

Contracts for one year, irrespective of quantity, 87c each, in barrel lots of 50.

All above prices subject to change without notice.

Barn Door Hangers, Track Go Higher

Winnipeg.

BARN DOOR HANGERS, TRACK—Prices on barn door hangers and track as well as parlor door hangers, show a further revision during the week. These have moved up from 5 to 10 per cent. due to increased manufacturing costs and advanced freight rates. Prices now in effect are given below:

Barn Door Hangers (doz. prs.)—No. 543, $18.00; No. 843, $12.00.

Barn Door Track (ft.)—No. 31, 22c; No. 643, 15c.

Barn Door Brackets (doz.)—No. 31, $2.65.

Parlor Door Hangers (per set)—R. W. No. 11S, $2.80; No. 11D, $5.60.

Five Per Cent. Jump in Hat and Coat Hooks

Winnipeg.

HAT AND COAT HOOKS—Further advances have been recorded during the week on hat and coat hooks. New prices show approximately a 5% advance. To-day's quotations to the trade on some of the more familiar numbers are as follows: No. 476½, $8.90; No. 976½, $8.90; No. 102, $11.90; No. 103, $14.90; No. 104, $18.45; No. 221, $6.05 gross.

Door Checks, Padlocks Advance

Winnipeg.

DOOR CHECKS, PADLOCKS—New prices have just been issued on door checks and padlocks, which show an upward trend of approximately 5 per cent. over former quotations. The Yale door checks and padlocks are the lines affected, new prices to become effective at once. The following are to-day's quotations on door checks and a few of the more familiar lines of padlocks:

Door Checks (each)—No. 12, $6.30; No. 13, $7.45; No. 14, $8.95.

Padlocks (dozen)—No. 225, $7.45; No. 805F, $16.75; No. 813, $18.75; No. 823, $20.65; No. 833, $23.50; No. 853, $29.05; No. 8434, $15.85; No. 8454, $19.60; No. 853½, $33.05; No. 326, $11.20.

Higher Prices on Cut Nails, 25c Up

Winnipeg.

CUT NAILS—Prices on cut nails which have remained firm for some time past, moved up 25c a keg during the week. There have been two advances in freight rates since the previous change which has largely influenced this step. To-day's price on cut nails is $6.80 base per 100 pounds.

Wrenches Up 5 to 10 Per Cent.

Winnipeg.

WRENCHES—Largely due to increasing costs of production new prices have just been established on several lines of wrenches including agricultural, knife handle and engineers, which move up from 5 to 10 per cent. Quotations to-day are at the following figures:

Agricultural Wrenches (doz.)—6-in., $7.00; 8-in., $8.40; 10-in., $9.80; 12-in., $12.60; 15-in., $16.80.

W. & B. Knife Handle Wrenches (doz.)—6-in., $12.75; 8-in., $15.30; 10-in., $17.85; 12-in., $23.00; 15-in., $30.65; 18-in., $40.85.

Farmers' Field Wrenches (doz.)—8-in., $15.30; 10-in., $17.85; 12-in., $23.00.

Engineers' Wrenches, Single End (each)—No. 0, 10c; No. 1, 52c; No. 3, 18c; No. 4, 22c; No. 5, 26c; No. 6, 31c; No. 7, 40c.

Engineers' Wrenches, Double End (each)—No. 25, 17c; No. 29, 25c; No. 31, 30c; No. 34, 46c; No. 37, 66c.

Twin Bull Dog (doz.)—10-in., $9.75.

Revised Discount Issued on Files

Winnipeg.

FILES.—Prices on Globe Brand files show a further advance during the week, after remaining firm for the past year. This advance is due to the difficulty of obtaining the high grade materials necessary in the manufacture of same as well as the shortage of skilled labor which has been the cause of slow shipments from all the makers. To-day's discount on Globe files is 40 and 5 per cent. off list.

Buck Saws Up 10 to 20 Per Cent.

Winnipeg.

BUCK SAWS—Further advances in production costs have again forced up prices on buck saws and frames from 10 to 20 per cent. over former prices. To-day's selling prices are as follows:

Buck Saws (doz.)—Prince Rupert, $16.00; Watch Spring, $12.50; Maple Leaf, $13.20; Happy Medium, Plain, $12.00; Swedish, $37.75.

Buck Saw Blades (doz.)—Prince Rupert, $9.75; Maple Leaf, $6.85; Lance Tooth, No. 2, $6.85; Happy Medium, $6.70; Watch Spring, $7.00; Swedish, $17.75.

Buck Saw Frames, Complete (doz.)—Prince Rupert, $7.00; Happy Medium, $5.25; Maple Leaf, $6.75; Swedish, $20.00.

Bolt Clipper Prices Revised

Winnipeg.

BOLT CLIPPERS—The manufacturers of "New Easy" bolt clippers have again been forced to advance their prices as a result of increased manufacturing costs. New prices now effective are given as follows: No. 1, $4.30 each; No. 2, $5.75; No. 3, $8.05; No. 4, $10.35.

Linseed Oil Holds Steady; Turpentine

Winnipeg.

LINSEED OIL TURPENTINE — No change is recorded during the week on linseed oil despite the fluctuations in flax seed and is still quoted on the local market as follows: Raw, $2.20 gal.; boiled $2.23 gal. in single barrel lots.

Turpentine prices remained firm durthe week and show no disposition to change, although stocks are reported below normal. Prices ruling are as follows: Barrels, $1.10 gal.; ½ barrels, $1.13 gal.; 5 gal. lots, $1.15 gal.; 1 gal. lots, $1.15 gal., plus the usual extras for containers.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Oct. 24.—Peace talk has attracted relatively little attention in the steel industry in the past fortnight. The steel producers are as anxious for peace as any, and face great complications and uncertainties in the markets and trade conditions generally in the period of re-adjustment, but they have no time to consider these matters being so busy endeavoring to swell production and distribute their output in strict accord with the regulations.

War Orders Heavy

In the matter of placing war orders for steel the Government has certainly shown no signs of relaxation for, if anything, orders have been heavier since the German peace drive started than the average of preceding months. Three large batches of orders for sheets have been distributed, making the buying the heaviest for months. Recent orders include 32,000 tons of 80-pound rails, for General Pershing, together with 150 locomotives. The 40,350 cars for General Pershing, on which bids were recently taken, are likely to be allotted shortly and the filling of the orders may further delay completion of the 100,000 freight cars which have been on order for domestic roads for several months.

Shell Steel

Fresh pressure is being exerted to secure still more shell steel. One important wire producer in the Pittsburgh district, which was kept off shell steel business for a long time on account of the need for its wire products, began making shell rounds a trifle over a month ago on one of its continuous billet mills formerly serving its rod mills, and this interest has now been asked to increase its shell steel production by 40 per cent. A little information has leaked out as to the actual tonnages of shell steel produced. It appears that in the early months of the year the total production was running at the rate of about 350,000 tons a month. The rate increased until recently it passed 500,000 tons a month, and a rate of 600,000 tons is expected to be attained this month or next. The indication is that the total shell steel output in the calendar year will be about midway between 5,000,000 and 6,000,000 tons. At 600,000 tons a month the output would represent approximately 18 per cent. of the total finished rolled steel output. The proportion of the ingot output involved in making shell steel is considerably larger than 18 per cent., by reason of the heavy discard required, but in practically every instance all the discard steel that can possibly be utilized is rolled into one finished form or another, chiefly for war purposes. The War Industries Board for several months past has been keen to find war uses for shell discard steel and has been quite successful. As a rule, when fresh orders are given a mill to roll shell steel, orders are given at the same time for the utilization of the discards, and only the material that cannot be rolled goes back to the open-hearth furnace as scrap.

Scrap Supplies Slightly Better

Reports from consumers in the past week are of slightly better supplies of scrap. The mills still claim they are very short of scrap, but on the whole the situation is a trifle easier. One theory to account for the improvement is that many railroads, finding labor so scarce, have adopted a practice of selling their scrap as gathered, without attempting to sort it, and this gets the material into the market sooner, though, of course, the supply in the long run would not be increased by the new practice. The Pennsylvania Railroad continues to sort and grade its scrap, and has been canvassing consumers with a view to their making contracts to take offerings in one grade or another, the contracts to run for three to six months. Hitherto the system has always offered its accumulation monthly, as a fresh offering. Another observation made as to increased supplies of scrap is that with the heavier deliveries of cars and locomotives to the railroads the roads are scrapping more old equipment. The scrap dealers have been thinking rather keenly on the subject of peace and recognize that when peace comes consumers of scrap will be prompt to "get back" at dealers for the trying experiences they have had, particularly in the matter of dealers holding extremely indifferent grades of scrap at the full heavy melting steel price of $29 delivered, material which mills say would frequently not bring $10 a ton in ordinary times. Just now, with all mills striving for the last possible ton of output, they are forced to buy the scrap that is offered, but when opportunity comes to let down on the pressure their policy in the matter of buying scrap will be quite different.

Priorities for Controlled Consumers

For several weeks past the conservation division of the War Industries Board has been making agreements with various manufacturing consumers of iron and steel, whereby these consumers would limit their operations to certain rates, based on former practice. In many instances the arrangement has been for the consumer to operate during the last four months of this year on an average, at not to exceed one-half the average rate in a four-month period in 1917, i.e., production in the four months to be "50% of four-twelfths of the production in 1917." In the majority of cases these manufacturing consumers had no definite prospect of getting any steel, under the present regulations, to operate at all, and questions have been asked whether they were to be given any assistance.

The War Industries Board has now undertaken to grant certain priorities to manufacturing consumers who have entered into these arrangements. The degree of priority that will be given is not announced, but whatever it is it will be helpful to consumers who otherwise would have no claim for steel except through their being on the preference list. With nearly all the mills the priority orders are absorbing the output, leaving nothing for the preference list. The agricultural implement trade is an exception to this practice, as it already has B-2 priority, given as "automatic priority" in circular No. 4 of July 1 last. This industry is limited to a 75 per cent. operation in the twelvemonth beginning October 1, 1918.

When Peace Comes

There are very few in the steel trade who think that the diplomatic interchanges of the past fortnight indicate a balance of probability that peace will come in the near future. The strongly preponderating feeling is that there is several months of hard fighting ahead, the actual time on the calendar depending largely upon weather conditions, which will determine how much of the fighting can be done this winter.

One thing, however, these diplomatic interchanges are regarded as suggesting rather clearly is that when peace does come, eventually, it will come suddenly. There will not be a long period of uncertainty. Acordingly, the change from war time to peace conditions in the market, and in the trade generally, will be a sudden change, not a gradual one. There have been strong intimations lately from Washington that the Government purposes to retain control of industry for a while after peace becomes

Continued on page 68

WEEKLY PAINT DEPARTMENT

Shows Farmer How to Save $75

Sheet Mailed by Live Wire Hardwareman to Farmers in His District Contains Irrefutable Arguments Why They Cannot Afford to Neglect Painting Their Barns This Fall

HERE is a little paint talk that a live wire hardware dealer in a small Western Ontario town mailed to every farmer in his district this week.

"Farmers have been the favorite victims of sharpers from time immemorial. When I say to any man that I can put $75 of actual profit in his pocket this fall if he will take a little common sense advice, I mean just what I say. I want first of all to call your attention to your barn. Do you remember what that barn cost to erect? Just compare the figures with the price to-day if you had to build that barn of the same materials.

A STRONG CONTRAST.

"It is no exaggeration to say that more expensive material is in the barns that were built by farmers ten years ago than is going into modern bungalows or most other houses to-day.

"Yet behold how these same expensive barns are neglected. Many of them have never seen a coat of paint. It is only because they were built of very excellent material that they have stood the ravages of time for so long. Had the average man considered that the building of his barn was not complete before it had three coats of paint on it he would have been dollars ahead.

NEGLECT IS FOOLISH

"To neglect painting your barn is as foolish as to let your horses stand exposed to a howling winter blizzard without a blanket. The horses may not last so long but the barn's life is shortened just the same. Now I want to tell you something. The cheapest lumber worth considering for building purposes (hemlock) sells at $45 per thousand feet to-day. The lumber in the barns built five years ago costs twice as much now as it did then. Figuring from a common sense point of view, the average unpainted barn to-day costs its owner $150 a year in the loss he sustains in not protecting it. Figure it out for yourself.

A STRONG ARGUMENT

"I will guarantee that if your barn receives but one good coat of specially prepared barn paint a year for the next three years a saving of $75 and more will be effected. After the third year, two years can be skipped, then another good coat should be applied.

"Barn paint is not expensive even now, and painted buildings are not only attractive to the eye, but mean dollars to the owner from a protective point of view alone. It is just as foolish to neglect to paint your barn as it is to neglect to place insurance on it.

"The next time you come in to town, bring the height, width and length of the surface of your barn and I will tell you exactly what it will cost to paint it. Better still, drop me a card, now, asking about the cost. Enclose the dimensions of the building and the information will be forwarded to you at once."

AFTER THE TRADE

The sheet on which this paint talk was forwarded contained a cut of the paint handled by this dealer. It is made by one of the best firms in the business. He has got a stock of paint he can guarantee to the limit and it will not be this dealer's fault if he does not double and treble his sales of paint this fall. He is prepared also to back up his arguments by service. Every farmer who comes in to inquire about the paint will be fully advised about the best way to proceed with the work, the best brushes to use and other little points that will help him to make a satisfactory job and bring him back in the future for more paint.

STEADILY EXPANDING

This dealer's paint trade is steadily expanding because he keeps everlastingly boosting paint. Incidentally he is just as good a booster for other lines and always has some seasonable goods he is pushing. He is a great believer in the value of well directed advertising and has found that it pays and pays well to keep the things he has to sell before the people of his district all the time.

MOORE'S



Use the Same Judgment When Selecting Paints

that you would use in employing a man for a big job. Search its reputation for reliability and record for past performance.

You will find when applying these tests to

Moore's Paints and Varnishes

that the enviable and unparalleled reputation they have controlled for many years past is due to uniformity of quality and dependable service.

Write for the Moore Agency Proposition.

Benjamin Moore & Co., Limited
West Toronto

A Guaranteed Set in Rubber
Meakins Brush
To Meet Every Demand---



Meakins Brushes occupy an enviable position in the brush industry. In every sense of the word, "they deliver the goods." And yet are not higher priced.

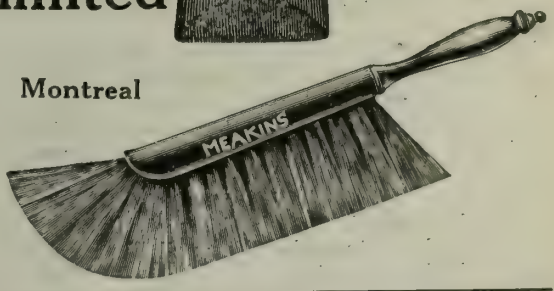
They're set in rubber, too—a sales compelling argument that gets the customer every time.

Send for our catalogue—then order from your jobber.

Meakins & Sons, Limited
WINNIPEG

Hamilton London Toronto Montreal





WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Oct. 24.—Lower prices have been named here on linseed oil, although a queer feature of the situation is that several of the large local firms have nothing to offer for spot delivery and are only quoting against November or December delivery. Turpentine is scarce and firm, prices being unchanged. White lead in oil and putty are all steady and the outlook for business is satisfactory. Several conventions slated for this week and next have been postponed on account of epidemic of sickness.

Linseed Oil Lower; Outlook Higher

Montreal.

LINSEED OIL.—The market, in sympathy with lower seed prices, has declined and quotations are $1.87 for raw and $1.90 for boiled, on spot order basis. Several companies are not quoting at all for spot delivery, November and December business being the nearest they will entertain. For this some are naming a price of $1.77 for raw in lots of one to four barrels. The feeling prevails that there may be some further downward movement but that the market would react very soon. One big crusher stated that stocks would last perhaps a month if the present rate of shipment was cut off. With the prospects of all transportation facilities being taxed in carrying necessities in the near future, many feel that oil will rule considerably higher about December 1. It is generally conceded that markets are low but temporarily, and the fact that several have no oil to offer until November would reveal small holding of seed in any case.

Linseed Oil—	Raw Imp. gal.	Boiled Imp. gal.
1 to 2 barrels	$1 87	$1 90
Nov. and Dec. delivery	1 77	1 79½

Add 10c per gallon in smaller quantities.

Little Turpentine Holds Prices Up

Montreal.

TURPENTINE.—While there is no actual change in the local quotations on this, the scarcity in some quarters has suggested an advance. The trade requirements at this season are not very large and the greatest users probably are the paint men themselves. Primary markets have ruled strong and the situation is such as to make the available supplies higher in price.

Turpentine.	Per Imp. Ga.	
1 to 4 barrels	0 95	0 98	1 00
5 barrels and over	....	....
Small lots	1 01	1 06

(Packages extra)

No Lower Putty Though Oil Down

Montreal.

PUTTY.—Although the oil market tendencies are usually reflected more or less directly on putty, the present position on English whiting, its high price and scarcity will serve to hold putty prices up. This is generally expressed, and while no advances are looked for the market is firm under an active, seasonable demand.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Steadiness Marks White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—There is a steady and unchanged market. The fluctuations in the oil market are negligible, broadly speaking, and unless there is a considerable change in oil prices the effect on this commodity is not great. Also, at the present time the scarcity of pig lead is such as to offset any slight advantage in oil prices that may obtain. Five-ton lots sell on the basis of $17 per 100 pounds; ton lots at $17.35, and smaller lots $17.85.

Paints and Varnishes On Firm Basis

Montreal.

PAINTS, VARNISHES.—A steady basis characterizes the markets although the tendency has been towards higher quotations for varnish. When the recent differentials were arranged for containers some felt that this would take care of the increased necessary costs for various varnish, but others feel that there will be further advances to cover raw costs and for labor and boxing. A good deal of booking has already been done on Spring business.

TORONTO

TORONTO, Oct. 24.—Lower levels are shown in some quarters on turpentine this week, but with markets at primary points showing increasing strength, higher prices may be looked for here. Linseed oil is down and up another three cents, indicating a wider range of prices, though strength now apparent in seed market would indicate that bottom had been reached. Booking orders for mixed paint, Spring delivery, are fair, but could be better.

Linseed Oil Both Up and Down

Toronto.

LINSEED OIL.—After a further slump from prices shown in last week's issue amounting to 8c per gallon, the market has stiffened and this amount recovered, making basis of quotations same as last week. A decline of 3c is noted in some quarters, however, while others again report an advance of 3c. It looks as though early peace had taken wings and as a result the drop in the market halted. Tuesday and Wednesday advances in the price of seed amounting to about 20c per bushel were made and an even higher basis is looked for. A fairly active demand may be expected from now until the close of navigation and this will probably have a firming influence on the market for seed. Range of quotations to-day is as follows:

Linseed Oil—	Raw Imp. gal.
1 to 2 barrels, gal.	$1.84-$1.87-$1.90
3 to 5 barrels, gal.	1.83- 1.86- 1.89
	Boiled Imp. gal.
1 to 2 barrels, gal.	$1.86½-$1.90-$1.93
3 to 5 barrels, gal.	1.85½- 1.89- 1.92

Add 10c gallon in smaller quantities.

Turpentine Lower; May Go Higher

Toronto.

TURPENTINE.—Lower prices have been named in some quarters on turpentine this week, but all tendencies point to early movement the other way. Markets in the south have been going up ¼ and ½c per day and rule with a very firm undertone. Favorable war news, presenting as it does possibilities of overseas shipments will tend to keep markets strong and that slightly higher levels may be reached seems probable. Until actual shipments are assured, however, no sharp upward movement is expected. Indications are that prices



The CAN that CAN BUILD UP BUSINESS

YOU do not need to be told how important it is to have attractive labels on the goods that you put on your shelves. You know the selling value of a good label. Look at the new B-H "English" Paint label pictured above. It is handsomely lithographed in four colors. Think of how "classy" your shelves would look, if filled with such attractive packages.

B-H "English" Paint is just one of our products. The complete line is put up in packages just as attractively labelled as the can shown above.

A high quality product, extensively advertised and attractively labelled, must appeal to your best merchandising instincts.

It will pay you to look into our proposition carefully, for you cannot fail to be interested in our method of co-operating with B-H Agents.

Ask us for particulars of the B-H Agency proposition.

BRANDRAM-HENDERSON, LTD.

Montreal Halifax St. John Toronto Winnipeg Medicine Hat Calgary Edmonton Vancouver

locally will go to higher levels, too, within the course of another week or so. Range of prices to-day is as follows:

Turpentine—	Imp. gal.
1 barrel (barrel included)	$0 96-$0 98
2 to 4 brarels (barrels included)	0 95- 0 97
5 gallon lots	1 06- 1 08

Sales Maintained At Fair Levels

Toronto.

MIXED PAINTS.—Sales for immediate delivery are comparatively small, a seasonable condition. Manufacturers and jobbers report booking business for Spring coming along a little slowly. There seems to be a feeling among the trade that possibilities of an early peace may mean a sharp decline in prices. It has been pointed out that manufacturers have already largely contracted for their supplies for next Spring and prices on this basis were issued to the trade recently. No recession from these values is looked for for some time to come and early buying will assure, to a better extent, satisfactory deliveries. Altogether the volume of business handled during the past year was entirely satisfactory and the outlook for the coming year should be equally as good.

No Easing Away In White Lead in Oil

Toronto.

WHITE LEAD IN OIL.—Corroders point to the scarcity of pig lead and premiums necessary to pay to secure delivery as the main factor in offsetting lower priced oil as it might affect prices on white lead in oil. Business just now is quiet and quotations are steadily maintained as follows: Pure white lead in oil, ton lots, $17.80 per 100 pounds; in smaller quantities $18.15 is the price.

Glass Unchanged Locally; Putty Moves

Toronto.

GLASS, PUTTY.—Conditions, it is said, warrant higher prices on glass and the feeling prevails that these must come. Locally, however, there has been no change, some attributing it to comparatively heavy stocks and small demand while others point to the limited demand only, indicating that stocks are small. Prices appear in current market quotations.

The movement of putty has been very good and continues fair. Prices are firm and unchanged as follows:

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

Brushes Rule; Very Firmly

Toronto.

BRUSHES.—The market on brushes is unquestionably very firm. Manufacturers report increasing difficulty in securing bristles and the range offering is greatly curtailed. All tendencies point to higher levels, but as yet there has been no revision made. An advance in some lines of waxing brushes is reported amounting to about 15 per cent.

PITTSBURGH MARKET LETTER

Continued from page 63

assured, but the nature of the contemplated control is not known. While it has been pointed out that shell steel orders would probably be cancelled instantly, while orders for shipbuilding and for the domestic roads would, of course, stand, there is thought in some quarters that the Government would early make a stand for lower prices, on the ground that with peace conditions and less pressure for tonnage output, steel could be made somewhat more economically.

Priorities Certificates Being Granted for Making Household Necessities

PRIORITIES certificates which will go a long way toward ending the difficulties under which many firms have been working owing to shortage of materials, have been authorized by the United States War Industries Board. It is understood the ruling will apply to many Canadian firms which have been trying to secure supplies from across the line.

The official announcement from Washington is as follows:

"Judge Edwin B. Parker, priorities commissioner, announces that with fulfillment of named conditions the priorities division of the War Industries Board will issue industry priorities certificates authorizing purchase of quotas of materials and give preference ratings to manufacturers in these industries:

1. The gas range, water heater, room heater, hot-plates and gas appliances industry.

2. The metal beds, cots, couches, and bunks, and metal springs for beds, cots, couches, and bunk industry.

3. The wire-bound box industry.

4. The black galvanized and enameled ware and tin-plate household utensils industry.

Contains No Guaranty

Each of these industries, says a special circular, issued by the priorities division, can supply essential needs if it can obtain certain limited quantities of materials and if such materials are properly distributed among the manufacturers in the industry with a view of balancing and equalizing stocks. No guaranty will be given the industry that the materials called for in any priorities certificate issued can be supplied.

A manufacturer to obtain the certificate must file with the priorities division a statement of stocks on hand, in storage, or in transit owned by such manufacturer, his 1917 consumption of materials and output of product, and quantities of materials needed to balance stocks to manufacture reduced outputs ordered.

Pledge By Manufacturers

The manufacturers must pledge themselves also to observe regulations as to curtailments, economies, and substitutions of materials; to devote products to essential uses; not to furnish products for re-sale to dealers without obtaining a similar pledge from them.

The curtailments ordered for the last four months of the present year are: Gas ranges, etc., industry to reduce its consumption of iron and steel used in the manufacture of its products to a basis of not exceeding 50 per cent, of four-twelfths of its 1917 consumption of such materials for such products. Metal beds, etc., industry, to reduce its production of metal beds, etc, and metal springs not exceeding 50 per cent. of four-of four-twelfths of its 1917 output of such products. The black galvanized and enameled ware and tin-plate household utensils industry to reduce its consumption of iron and steel, and tin-plate used in the manufacture of its products to a basis of not exceeding 50 per cent. of four-twelfths of its 1917 consumption of such materials for such products.

In connection with the use of brass and copper the Priorities Division says to the gas-range manufacturers:

"It appears that your industry uses considerable quantities of brass and copper, and brass and copper products. It will be exceedingly difficult for your requirements of these commodities to be supplied, and, for that reason it will be advisable for you to review your requirements of these materials with great care and eliminate every use of them which can be eliminated. Brass and copper tubing in particular will not, because of the war demands, be available to your industry for use in the manufacture of water heaters or other commodities. Such supplies of brass or copper tubing as your manufactures may have on hand should be reserved for repairs and replacements in their products which are already in use. This ruling may result in the shut-down of factories or departments using such materials, in which event the War Industries Board will extend any assistance within its power to aid any such factory or department to procure war work."

Metal-Bed Manufacturers

The metal-bed manufacturers are advised:

"The materials which are used by your industry are of such importance, and the constantly increasing demand for them is so vast, that it is imperative that you should put forth every effort to avoid any unnecessary or wasteful use of such materials and to encourage consumers and users of your product everywhere to utilize to the fullest extent during the period of the war stored, second-hand, or temporarily discarded articles rather than purchase new ones.

Hydro Should Be Taken Out of Politics

THIS is the pith of a powerful leading article in THE FINANCIAL POST for October 19th. The constructive thought is expressed that the whole matter of Hydro service ought now to be placed under the War Trade Board. The problem, as THE POST indicates, should be handled now by "experienced, fearless business men." The differences between Sir Adam Beck and Sir Henry Drayton, and their disadvantages are dealt with. Upon the right control of Hydro power much Canadian industrial prosperity depends. Send for a copy of THE POST and study this article. Order your subscription to THE POST and keep in touch with important developments in this and all Canadian business matters.

THE FINANCIAL POST THIS WEEK CONTAINS—

Danger of Taxes Which Penalize Business Success.
Good Showing of Canada's Trade in September.
How the Cause of the Allies is Being Financed.
Difficulties of Price Fixing in Grain Markets.
How Shawinigan Power is Bringing in American Industries.
Fox Business Now on Pelt Basis.
Coal Production Affected by the Spanish "Flu" Epidemic.
More Toronto Assessment Irregularities Are Uncovered.
British Fire Insurance Office Results During the Year 1917.
Fortieth Milestone of the National Policy.
New System in Seed Grain Liens Has Been Announced.
Germany Now Approaches the End of Her Financial Tether.
Effect of Influenza on Health Insurance Companies.
Halifax Bond Market Inactive.
Australia Has Issued Seven Internal Loans.
Victory Loan Plans Upset by Influenza Epidemic.
Actuarial Society Met in Montreal.
Alderman Aims to Reduce Exemptions on Montreal Land.
Canadians Have Recently Been Buying U.S. Steel.
Biographical Sketch—Oscar Cooper, President N.Y. County Nat. Bank.

Above mentioned are a few of the more important contents of this issue of THE FINANCIAL POST. Send for a subscription to THE POST and note its business value to you. Use this form to order subscription which costs $3.00 per year.

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me a copy of THE FINANCIAL POST every week till further ordered. I will pay subscription price $3.00 per year on receipt of bill or you may draw on me for this.

Name .....

Address .....

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C.G.

BERRY BROTHERS' CELEBRATED MADE IN CANADA BRILLIANT DURABLE UNEXCELLED VARNISHES WALKERVILLE, ONT.

A Quality-Economy Trademark

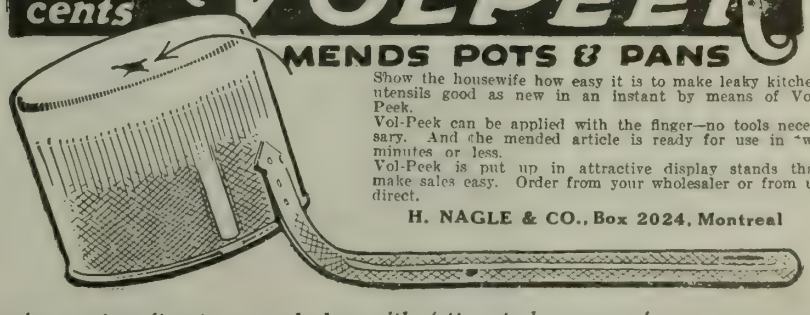
The national need for saving is causing house owners, and all users of varnish to consider more carefully than ever not only the appearance of the finish, but how long it will last.

The long wearing period of Berry Brothers' varnishes, enamels and stains permits economy without any sacrifice of beauty or utility.

The "Berry" trademark is a valuable sales help for the dealer because it is so widely known and trusted by all varnish buyers.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont. (709)

15 cents VOLPEEK
MENDS POTS & PANS



Show the housewife how easy it is to make leaky kitchen utensils good as new in an instant by means of Vol-Peek.
Vol-Peek can be applied with the finger—no tools necessary. And the mended article is ready for use in two minutes or less.
Vol-Peek is put up in attractive display stands that make sales easy. Order from your wholesaler or from us direct.

H. NAGLE & CO., Box 2024, Montreal

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box) $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to $1.15 a lb.

BARS, CLOTHES

No. 4, dozen	$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb. $1.40-$1.75
Cut Lace Leather, lb. 1.60- 1.95
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz.	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net lists.
Whiffletree Bolts net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 12-14c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 44
Rods, base ½ to 1 in., round	0 41
Tubing, seamless, base	53-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.	45½-50
Copper tubing, iron pipe size, base, ¾ in. up to 3 in.	0 57

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$14.50-$17
30-gal. Standard	14 00

BOARDS (Wash), Zinc List Doz.

Pony	$2 25
Improved Globe	4 90
Neptune	4 90
Standard Globe	4 90
Original Globe	5 40
Jubilee	5 50
Newmarket King	5 50
Western King (enamel)	7 00
Beaver (brass)	7 00

List plus 5%. F.O.B. Newmarket.

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5,000), 33 1-3%
Chicago Relax Floor (6,000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3,000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.B.

CHAIN

	Fire Welded Proof Coil Mont'l	Tor'to	Welded Mont'l	Tor'to
3-16 in.	$22.75	$17.00	$.....	$.....
¼ in.	16.75	14.50	21.75	23.70
5-16 in.	14.15	12.50	19.00	18.35
⅜ in.	13.00	11.50	15.90	14.00
7-16 in.	12.75	11.30	15.65	13.80
½ in.	12.50	11.15	15.50	13.65
⅝ in.	12.35	10.95	15.25	13.45
¾ in.	12.25	10.70	15.10	13.20
⅞ in.	12.05	10.60	15.00	13.10
1 in.	11.90	10.50	14.85	13.00

	Electric Welded B.B.	B.B.B.		
3-16 in.	$18.00	$19.00	$.....	$.....
¼ in.	14.95	16.00	16.20	.....
5-16 in.	12.55	13.50	13.80	.....
⅜ in.	11.35	12.25	12.60	.....
7-16 in.	11.10	12.00	12.35	.....
½ in.	10.95	11.80	12.20	.....
⅝ in.	10.70	11.55	11.95	.....
¾ in.	10.40	11.25	11.65	.....

Montreal and Toronto

	American Proof Coil Chain B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 5, 10%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement per bbl., $2.80 in car lots; $3.40-$3.50 bbl. in small lots. Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. Wood Drills, 37½%.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.
St. John, N.B., 20%.

CHOPPERS, FOOD Universal (doz.)

No. 0	$19 25
No. 1	23 30
No. 2	28 35
No. 3	36 45

F.O.B. Montreal, Toronto.

Russwin—	
No. 0	$19 20
No. 1	23 40
No. 2	28 20
No. 3	36 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$7 80
17—7-strand, 50 ft. lengths	8 00
18—6-strand, 100 ft. lengths	5 40
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER

Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.	$43 50	$43 00
Plain sheets, base, 16 oz. and heavier	48 00	50 00
Copper sheet, tinned, 14x60 in., 14 oz.	49 00	.....
Copper sheet, planished, base 16 oz. and heavier	58 00	50 00
Braziers' in. sheets, 6x4 base	46 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Montreal Toronto

Prices nominal.	
Ordinary, 52 sheets.	$11 75 $ 9 50
Do., 60 sheets.	9 65

	Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	.....
IX, 20x28 base (nominal)	...
IXX, 20x28 base (nominal)	..
IXXX, 20x28 base (nominal)	

F.O.B. Toronto

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	..
IX, 20x28 base, 112 sheets	..
IXX, 20x28 base, 56 sheets	..
IXXX, 20x28 base, 56 sheets	

(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C. 20x28, 112 sheets. $30 00

F.O.B. Toronto.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheets $28 00

F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

Nominal

IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.

Goods Well Displayed Are Half Sold

Every Hardwareman who sells

BABBITT METALS

May have a handsome Show Stand FREE

Write us for particulars



We Manufacture

Babbitt
Solder
Lead Pipe
Sheet Lead

and we have large stocks of

Ingot Metals

Write our nearest Branch for prices.

THE CANADA METAL CO., LIMITED
HEAD OFFICE - TORONTO

BRANCH FACTORIES:
HAMILTON 34 Jackson St. E. MONTREAL 50 Brennan St. WINNIPEG 301 Chambers St. VANCOUVER 1428 Granville St.



Does *"Warranted Pure"* mean Something to You?

OUR LINSEED OIL CARRIES THIS UNQUALIFIED GUARANTEE

The Canada Linseed Oil Mills, Limited
MONTREAL AND TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

DOORS,

See Screen Doors.
F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	25-27½%
Black Diamond	25-27½%
Delta Files	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 15-20%; cast bushings, 15-18%; unions, 30%; plugs, 10-15% off list. Net prices: Class B, black, 27-28c lb.; Class C, black, 18-19c lb.; galvanized, Class B, 37-39c lb.; Class C, 27-28c lb.
Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz. pairs.	Tee
4-inch	$2 70	$2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 25%.

F.o.b. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $10 50 11 00

HOOKS, GRASS

	English Canadian	Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....- ....
Barden Patent	6 00	....- ....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c	No. 1 and smaller
Light iron	0-7	$7 25	$7 50
Long heel light iron	3-7	7 25	....
Medium iron	1-8	7 25	7 50
Heavy iron	6-8	7 25	....
Snow	1-6	7 50	7 75
New-light "XL" steel	1-6	7 70	7 95
Fetherweight "XL" steel	0-4	9 10	....
Special-countersunk	0-4	9 60	....
Toe-weight(front only)	1-4	10 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2, and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2.30-2.40
Mrs. Potts, handles, japanned, doz.	1.50-1.65
Sad irons, common, plain, 3, 4, and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton

LADDERS, Etc.

Step Ladders Per ft.

Crescent	0 19
Household	0 19
Standard, 4-12 ft.	0 21
Electrician	0 20
Heavy duty	0 47
Extension	0 35
Perfect, 6 to 10 ft. only	$0 31
Hercules, 4 to 10 ft.	0 33
Hercules, 12 to 14 ft.	0 38
Faultless, 4 to 10 ft. only	0 29
Ontario, 4 to 10 ft. only	0 26
Shelf Lock, 4 to 8 ft. only	21

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Extension Ladders Per ft.

Up to 32 ft.	0 23
36 to 40 ft.	0 26

F.O.B. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	7 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.z; 6 dozz. cases, 90c doz.

Cold blast, genuine ruby $4.75

F.o.b. Toronto, London, Hamilton, and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2, per doz.	$1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4	4 70
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	$10 00
Dowswell	10 00
Noiseless	15 50
Hamilton	12 00
Ottawa	10 50
Peerless	10 50
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	107 00
Seafoam, engine drive	49 00
New Idea, electric	134 00
Sunshine	9 50
Popular, No. 1	10 50
Popular No. 2	10 00
Economic	12 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	50 50
Do., do., electric	108 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
1 X L	18 50
Perfection, engine drive	55 50
Perfection, engine drive	15 50
Gem	16 50
Winner, plain	13 50
Connor Improved	10 00
Jubilee	9 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.50

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 25
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, doz.	$38 10 39 60
No. 8, doz.	46 40 48 60

MOPS

O-Cedar, doz, net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 00 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz.	3 35
Crank wringing, doz.	6 90

F.o.b. Montreal, Toronto, Hamilton, London

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.50 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.55 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $5.62½.

Sault Ste. Marie, Port Arthur, Fort illiam, $5.55 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.85 base; Toronto, $5.85 base; London, $5.85; Hamilton, $5.85; no equalization of freights.

Roofing Nails—American, large head, keg, $9. London, $11.00.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$22 00
No. 6	21 00
No. 7	20 00
No. 8	19 00
No. 9 and up	18 00

Discount, 10%.

BUILD FOR THE FUTURE
ON
SOLID REPUTATION

The Reputation
earned by *Elastica Varnishes*
during the years they have been on the
Canadian market make a

SAFE AND SURE FOUNDATION

on which to build a paint business with products bearing this same well-established trade mark

TRADE
ELASTICA
MARK.

This Trade Mark is your Guarantee of Superior Quality in all the new Elastica Products.

There is now an Elastica Paint or Varnish product for every conceivable purpose, which makes it possible for you to now combine

A HIGH GRADE PAINT LINE
with
A well established HIGH GRADE
VARNISH LINE
under the same Trade Mark

This is your opportunity to Build solidly for the future on the ELASTICA Trademark Reputation. *Write us now for prices and full particulars.*

INTERNATIONAL VARNISH CO. LIMITED.

Vancouver Halifax TORONTO Montreal Winnipeg

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	1⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 linear yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch...	10 50	36 inch...	$15 00
30 inch...	12 75		

½ inch mesh and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible -1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	$10 00- 10 50

F.o.b. Montreal, Toronto

OILS

	Montreal	Toronto
Royalite, gal.	0 19½	0 18½
Palacine, gal.	0 22½	021½
Gasoline, net, gal.	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 18½
Black oil (Winter)	0 20½	0 19½
Imperial Kerosene Tractor	0 55	
Capital cylinder	0 62	0 61
Machine oil, regular grades	33½-42½	32½-41½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 29	0 28
List, less 15% on above.		
Polarine Oil, list	0 85	
Polarine Oil, heavy, list	0 85	
Gargoyle Mobiloil, list	1 10	
List, less 25% on above.		
Fuel oil, bbls. net	0 14½	01 3½
Fuel oil, tank cars, net	0 13	0 12

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 30
Tarred Fibre, No. 2 roll	0 83
Surprise Fibre	0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	0 15
Carpet Felt, 16 oz., per 10 lbs.	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50

Rock—

7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 37

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	$.....
¼ in..	5 22	7 35	5 52	7 65
⅜ in..	5 22	7 35	5 52	7 65
½ in..	6 63	8 20	7 06	8 71
¾ in..	8 40	10 52	8 97	11 09
1 in..	12 41	15 56	13 26	16 41
1¼ in..	16 79	21 05	17 94	22 20
1½ in..	20 08	25 16	21 45	26 54
2 in..	27 01	33 86	28 86	35 71
2½ in..	43 29	54 11	.....	.....
3 in..	56 51	70 76	.....	.....
3½ in	71 76	88 78	.....	.....
4 in..	85 02	105 19	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$31 82	$38 30	$33 70	$40 20
2½ in..	47 97	58 21	50 90	61 10
3 in..	62 73	76 12	66 66	79 90
3½ in..	78 20	96 14	82 80	100 00
4 in..	92 65	114 00	98 10	119 00
4½ in..	112 00	137 00	125 00	149 00
5 in..	130 00	159 00	145 00	174 00
6 in..	169 00	206 00	188 00	226 00
7 in..	219 00	268 00	243 00	292 00
8 L in..	230 00	281 00	255 00	306 00
8 in..	265 00	324 00	294 00	353 00
9 in..	317 00	388 00	.....	.....
10L in..	294 00	360 00	326 00	392 00
10 in..	379 00	464 00	420 00	505 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

List plus 15%.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Medium and extra heavy pipe, 2 to 6 inch	15%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	Net list

F.O.B. Toronto, Montreal

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 40

F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 90
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 50%, burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb., ¼-lb. pkgs., 2c lb. Coppered Rivets, net extras, 6c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 40
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 65
McCombe Sp., 2-ply	1 90
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 60
Black Cat, 2-ply	2 10
Black Cat, 3-ply	2 45
Black Diamond tarred felt	4 10
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal. in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	33
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Italian rope basis	On application
Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	75 77½
¼-in. and up	74 76¼

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 5% to 15% on list.

B. & A. emery cloth, 5% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 5%: Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	15 50

F.o.b. Toronto, London.

SCREEN DOORS

Kasement, No. 1, 2 ft. 8 in., $28.80; 2 ft. 10 in., $30.00; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$11 00
U.S. 28	10 70
U.S. 26	10 0
22 and 24	10 25
18 and 20	10 10
16	9 95
14	9 85

$12 00
11 70
11 40
11 25
11 10
10 95
10 85

F.o.b. Hamilton and Toronto

Colborne Crown — 16-20 gauge $12.55; 22-24 gauge, $12.75, 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$10 85
16 gauge	11 20	10 95
18-20 gauge	11 20	11 10
22-24 gauge	11 40	11 25
26 gauge	11 60	11 40
28 gauge	11 90	11 70
10¾ ozs.	12 25	12 00

Add 25c for less than ton lots.

B W gauge	Queen's Head	Fleur-de-Lis	Gorbam "best-best"
16	$12 55		$12 55
18-20	12 55		12 55
22-24	12 25		12 25
26	12 25		12 25
28	13 00		13 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES

	Per square
Standard galvanized	$11 00
Shipping weight, 90 lbs	
Standard painted	8 50
Shipping weight, 80 lbs.	

Discount 7½%.

F.o.b. Toronto, Ottawa Oshawa

SIDING METAL

Standard galvanized	$9 25
Standard painted	7 50

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64½ lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount 25% off list.

Freight allowed on shipments of 24 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list

Freight allowed on shipments of 24 heaters.

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

Make a Display

NOW of

Automobile SKATES

It has been proven by experience that a nice display of skates EARLY in the season, results in greater sales when the selling season actually opens.

A full assortment of display card, hangers, etc., will be sent on request, if not already received with skate shipment.

Canada Cycle and Motor Co., Limited

Montreal, Toronto WESTON Winnipeg, Vancouver

"The Success of the Victory Loan

is absolutely essential to the prosperity of Canada and every class and individual in Canada."—Sir Thomas White, Canadian Minister of Finance.

Prove your patriotism to the full extent of your capacity—

BUY VICTORY BONDS

The Dougall Varnish Co., Ltd., Montreal

QUALITY FIRST DOUGALL VARNISHES

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades..	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	....
Hollow Back Scoops	25 and 25	....	25 and 25
Sand Shovels	25 and 25	....	25 and 25
Hollow Back Shovels	25 and 25	....	25 and 25
Hollow Back Coal Shovels	25 and 25	....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades..	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black.	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's Doz.

American Queen, Nickeled Fittings. Cyco Ball Bearing	$51 00
Boudoir, Nic., Cyco B.B.	48 00
Club, Jap. Cyco Bearing	108 00
Champion, Nickeled Fittings	43 00
Champion, Japanned Fittings	36 00
Elite, Nic., Cyco B.B.	54 00
Grand, Nic., Cyco B.B.	64 00
Grand, Jap., Cyco B.B.	57 00
Grand Rapids, Nic., Cyco B.B.	48 00
Grand Rapids, Jap., Cyco B.B	41 00
Parlor Queen, Nic., Cyco, B.B.	54 00
Princess, Nic., Cyco B.B.	49 00
Standard, Nickeled Fittings	45 00
Standard, Nickeled Fittings	45 00
Standard, Japanned Fittings	38 00
Universal, Nic., Cyco Bearing	46 00
Universal, Jap., Cyco Bearing	39 00

SWEEPERS, VACUUM Bissell's Doz.

Grand Rapids, Nic.	$108 00
Household, Jap.	96 00
Superba, Nic.	126 00

F.o.b. factory Niagara Falls, Ont., and other jobbing points in Eastern Canada.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b Toronto, Hamilton, London.

TACKS Discount

Wire Tacks .....60 and 10%

Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%

Double pointed tacks....60 10%

Shoe findings list adopted July 5, 1917—Net list.

List of Capped Goods adopted Jan. 1, 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wires.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount. F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List plus 15%	

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain

Victor, No. 1	2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	4 70

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.

500 ft.	$0 23½
550 ft.	0 25¼
600 ft.	0 26½
650 ft.	0 28

In 5-ton lots ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 75-77-80¾

4-ply, wrapping, lb. 79-81¼-85

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES %

Ground work	42
Compression work, standard	47
High grade	41
Cushion work	49
Fuller work, standard	45
High grade	38
Basin cocks, No. 0 Standard	40
High grade	40
Bath cocks	50
Flatway stop and waste cocks, standard	50
High grade	47
Roundway stop and waste cocks, standard	50
High grade	47
Brass steam cocks, standard. 10% advance on list	
Radiator valves, standard	10
High grade	Net
Patent quick opening valves.	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc, 5% advance on list	

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 40-10%.

Colonial, 27½%.

Imperial Ware, 27½%.

Pearl, 27½%.

Premier, net list.

Canada Ware, net list.

Diamond, net list. White Ware, 45%

Japanned Ware, list plus 30%.

Japanned Ware, White, list, plus 40%.

Plain and Jap Sprinklers, list plus 30%.

Barb $6.75

Stamped Ware, plain, 45%.

Stamped Ware, retinned, 40%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 45%.

Tinners' Trimmings, retinned, 40%.

Tinners' Trimmings, general, list plus 20%.

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 70%.

Sheet Iron Ware, list, plus 20%.

Pieced Ware, ordinary, list, plus 50%. Fry Pans, 40%.

Spiders, steel, net list; cast iron, 10%.

Fire Shovels, Japanned, list, plus 20%.

Steel Sinks, painted, list plus 25%.

Steel Sinks, galvanized, list, plus 25%.

Light Galv. Pails and Tubs, list plus 30%.

Heavy Galv. Pails and Tubs, list plus 20%.

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 40%.

Galv. Coal Hods, list, plus 50%.

Paper Lined Boards, 30 and 10%.

Wood Lined Boards, 30%.

Stove Pipe, patent, per 100, 6 in., $22.38; 7 in., $23.87.

Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.

Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...

Stove Pipe Thimbles, 45%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list plus 10%, less 10%.

Copper Tea and Coffee Pots, list plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼-in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.20; ⅞ in., $18.20; 15-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 33 1-3 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.35
Section, ½ lb. per 100 lbs.	5.50- 5.85	5.50	6.00
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	4.25

WHEELBARROWS

Navvy, steel wheel, doz.	$60.00
Garden, steel wheel, doz.	71.40
Light garden, doz.	64.20

F.o.b. Montreal, Toronto, London

WIRE PRODUCTS

F.o.b. Toronto London, Hamilton Montreal

Cut Hay Baling Wire Per 100 lbs

No. 9	$6 65
No. 10	6 65
No. 11	6 75
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	9 00
No. 19	9 50

Hay Wire in Coils

No. 13	6 85
No. 14	7 00
No. 15	7 20
No. 16	7 45

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

List of extras in 100-lb. lots net

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

No. 9 pl. galv.	5.35- 6.00
No. 12 pl. galv.	5.50- 6.15
No 13 pl. galv.	6.00- 6.25
No. 9 coil sp.	5.50- 6.00
No. 12 coil sp.	5.80- 6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

In 25-lb. boxes add 50c extra.

Fence staples, bright	$5 75
Fence staples, galvanized	6 50

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus	10%
Brass wire, 3 to 24 gauge, add	40%
25 to 36 gauge, add	25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	$3 25
In 50-ft. rolls	3
Galvanized, per 100 sq. ft. in 100 ft. rolls	4 75 5 50
Bronze, sq. ft.	0 14

F.o.b. Toronto, Hamilton, London

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 30
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report

WRENCHES

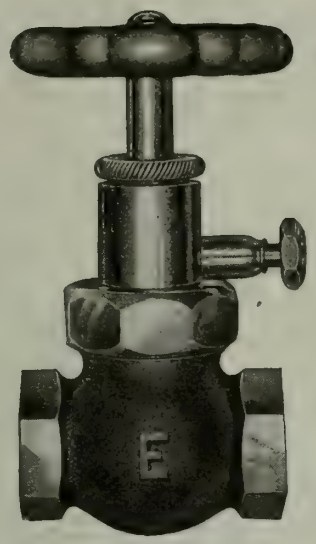
Trimo—	Doz. net		Doz. net
8 in.	$15 60	18 in.	$35 00
10 in.	17 40	24 in.	50 60
14 in.	24 45		

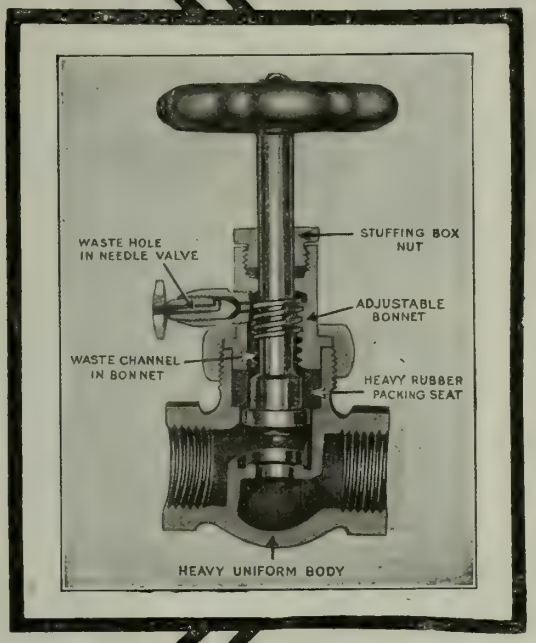
Coes—	Doz. net		Doz. net
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		

Stillson—	Each	Doz. net
6 in.	$1 20	$14 00
8 in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 35	50 60
36 in.	....	94 20
48 in.	....	139 20

Have You Tried This New Line Yet?

Inside or Outside





It's a Dandy

This is the season of the year when stop and wastes are most in use.

Sell your customer one of these improved Empire S and W, and make a real good job of that repair. At the same time you're creating an extra sale and giving better service and satisfaction to your customer. **It's service that counts.**

It is made of the best material we can buy and it's made right to stay tight. It really is the last word in a Compression Stop and Waste. Said one of our friends, "Inside or out, it's a dandy."

We can make prompt deliveries. Write us for prices.

Empire Manufacturing Co., Ltd.
LONDON - - TORONTO

Pronounced "RU" as in RUBY

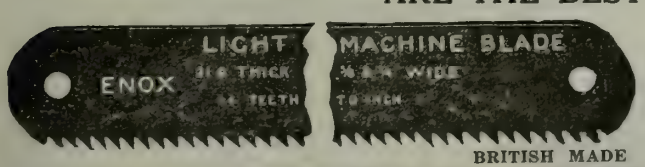
RU-BER-OID ROOFING

COSTS MORE - WEARS LONGER.

Trade-Mark Registered

SOLE CANADIAN MAKERS:
THE STANDARD PAINT CO. OF CANADA, LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER

ENOX HACKSAW BLADES
ARE THE BEST

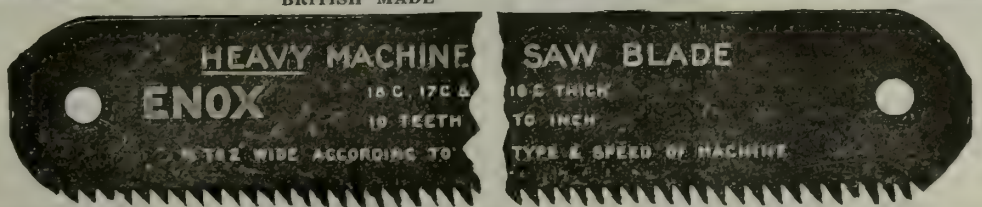


BRITISH MADE



AGENTS IN CANADIAN TOWNS WANTED

AN ENTIRELY BRITISH COMPANY



Liberal terms offered to firms willing to carry stocks and act as sole agents for the district

SOLE MAKERS FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1.$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE Montreal Toronto
Per lb. 13-14 14-16

BRUSHES
Acme, 15 lbs. each..... $2 25
Acme, 20 lbs., each..... 2 75
Acme, 25 lbs. each..... 3 25
F.o.b. Toronto.

COLORS (DRY) Per lb
Raw Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Raw Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Imp. green, 100 lb. kegs.... 0 25
Chrome green, pure 0 35
Chrome yellow 17-31
Brunswick green, 100 lb. k.. 0 12
Indian red, 100-lb. kegs.... 0 15
Indian red, No. 1, 100 lb. k.. 0 06
Venetian red, best bright... 0 04
Venetian red, No. 1 ..... 0 02½
Drop black, pure dry..... 0 15
Golden ochre, 100 lb. kegs.. 0 06½
White ochre, 100 lb. kegs.. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 3½-5
French ochre, barrels 0 06
Spruce ochre, 100-lb. kegs... 7-8c
Canadian red oxide, bbls....2 -2¼
Super magnetic red..... 2¼-2½c
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE
1 lb. tins—
Venetian red 0 21
Indian red 0 35
Chrome yellow, pure 0 53
Golden ochre, pure 30-32
French spruce ochre, pure...25-28
Greens, pure 28-35
Siennas 0 32
Umbers 0 32
Ultramarine blue 0 52
Prussian blue 1 50
Chinese blue 1 50
Drop black 0 30
Ivory black 0 31
Signwriters' black, pure 0 40
Lampblack 0 40
Marine black, 5 lb. irons..... 0 20
F.o.b. Montreal, Toronto.

ENAMELS (white) Gal.
Duralite $6 50
Albagloss 3 50

GLUE Per lb.
Brantford All Round Glue—
Case No. 7—50-lb. pkgs.....$28 00
Case No. 8—100 ½-lb. pkgs.. 31 00
Case No. 9—200 ¼-lb. pkgs.. 38 00
Discount.
French medal (prices withdrawn)
English common sheet..... 32-34
English prima 35-38
White pigsfoot 0 50
Cake bone, 112-lb. bags..... 0 35
Hide, 112-lb. bags 0 45
Gelatine, 112-lb. bags..... 45-60
Ground glues, 112-lb. bags, No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags.. 24

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 25%.
Sheet glass, 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE
Plates up to 1 foot, each $0 80
Plates from 1 to 2 feet, each 0 90
" 2 to 3 " 0 95
" 3 to 4 " 1 15
" 4 to 5 " 1 35
" 5 to 7 " 1 50
" 7 to 10 " 1 70
" 10 to 12 " 1 75
" 12 to 15 " 1 85
" 15 to 25 " 1 95
" 25 to 50 " 2 15
" 50 to 75 " 2 20
" 75 to 90 " 2 25
" 90 to 100 " 2 30
" 100 to 120 " 2 60
" 120 to 140 " 2 90
Plates 101 to 110 wide containing not over 100 ft. each... 3 00
Plates 111 to 120 wide containing not over 100 ft., each... 3 40
Plates 101 to 110 wide containing over 100 ft., each..... 3 40
Plates 111 to 120 wide containing over 100 ft., each..... 3 75
Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 10 0lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs. Maritime differential 35c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure	$17 50	$17 80
Crown Diamond	17 50	17 80
Crown, pure	17 50	17 80
Green Seal	17 50	17 80
Ramsay's Pure	17 50	17 80
Moore's Pure	17 50	17 80
Tiger, Pure	17 50	17 80
O.P.W. Dec. Pure...	17 50	17 80
Red Seal	17 50	17 80
Decorators' Pure	17 50	17 80
O.P.W. English	17 70	18 00
Elephant Genuine	18 00	18 30

B.B. Genuine Lead, less than tons, $19.70, Toronto; $19.40, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)
Genuine, 560-pound casks, per cwt.....$14 00 $14 50
Genuine, 100-pound kegs, per cwt..... 14 75 15 50
Less quantity 16 00 17 00
F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Pound	Pound
Barrels, 600 lbs...	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO
Tints, 5-lb. packages, per 100 lbs., $8.40; white, 5-lb. packages, $7.80.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white $4 20	
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 40
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 30
B.H. Fresconette, white	3 35
B.H. Fresconette, colors.....	3 25
Moore's House Colors, white..	4 05
Moore's House Colors, colors.	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 25
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor ...	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white.	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor ..	3 30
O.P.W. Flat Wall, white.....	3 30
O.P.W. Flat Wall, colors.....	3 10
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white..	4 30
Martin-Senour, 100%, colors..	4 05
Martin-Senour, Porch aint ..	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams Floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros. H.S., colors	4 05
Lowe Bros. Hard Drying Floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN C.P. Berger's and Munro's Per lb.
In barrels, about 600 lbs. 0 60¼ 0 61
In arsenic wegs, 250
In 50 lb. and 100 lb. drums 0 61¼ 0 62
In 25 lb. drums..... 0 62¼ 0 63
In 1 lb. packets, 100 lbs. in case..... 0 64¼ 0 65
In ½ lb. packets, 100 lbs. in case 0 66¼ 0 67
In 1 lb. tins, 100 lbs. in case 0 66¼ 0 67
Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY Montreal Toronto

Standard	Less than tons	
Bulk, in casks $5 60	$5 90	
Bulk, 100-lb. drums..	6 45	6 75
Bulk, 25-lb. drums ..	6 70	7 00
Bulk, 12½-lb. irons..	6 95	7 25
Bladder, in bbls.....	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c, Hamilton 30c, London and Windsor 40c per 100 lbs. over Montreal quotations.

ROSIN
Barrels, 100 lbs. $6 90
Less, per lb. 0 08

SHELLAC
Pure White, gal.... $4 75-$4 90
Pure Orange, gal.... ....- 4 50
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER
Taxite, 1 gal. cans $3 30
B.H. Vanisher 3 00
Cumoff 3 30
Takof 3 25
O.P.W. Presto 3 00
Lingerwett 2 80-3 25
Solvo 3 00
F.o.b. Montreal, Toronto.

VARNISHES Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins .....$1.32-$1.44
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz... 1 40
Depend-on, list 3 50
B.H. Maritime Spar, list.... 7 20
Everlastic, Depend-on and Maritime Spar subject to discount of 40%
Elastilite 3 25
Granitine Floor Finish 3 25
Hydrox Spar 3 60
Sun Varnish 2 60
Sun Spar 4 60
Sun Waterproof Floor..... 3 40
Jasperite Interior and Exterior 2 65
Jasperite Pale Hard Oil ... 1 90
Jasperite Indestructo Floor Finish 2 65
Jamieson's Copaline 3 02
M-S Marble-Ite Floor 3 20
M-S Wood-Var 3 20
M-S Double Spar 4 57
M-S Finest Interior 3 80
Elastic Interior 2 64
Mar-not 3 40
Quick Action House 2 47
Rexspar 4 62
Sear-Not 3 34
Kyanize Spar 4 90
Kyanize Cabinet Rubbing .. 3 85
Kyanize Interior 3 80
Luxeberry light 3 30
Luxeberry granite 3 52
Luxeberry spar 4 90
Ramsay's Universal 2 92
Crown Diamond Floor 2 60
F.o.b. Montreal, Toronto

WATER PAINTS
Opalite, 300 lb. bbls..... 0 13½
Opalite, 100 lb. kegs..... 0 14
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg... 0 40
Coralite, 5-lb. pkgs., white 0 07
Coralite, 5-lb. pkgs., colors 0 07½
B.H. Frescota, 5-lb. pkge., white 7 80
B.H. Frescota, 5-lb. pkge., colors 8 40
F.o.b. Montreal, Toronto

WASTE
Cream, Polishing $0 21

WHITE
XXX 0 20
XX 0 18
X 0 17
XC 0 16
Japanese 0 15
XXX Extra 0 21
X Grand 0 19½
XLCR 0 18½
X Empire 0 17½
X Press 0 16

COLORED
No. 5 15
No. 1 14
No. 7 13
No. 1A 11½
No. 1B 10½
Fancy 16½
Lion 15
Standard 13½
Popular 12
Keen 10½
Above lines subject to trade discount for quantity.

WAX Per lb
C. & B. Floor Wax $0 40
B.H. Wax 0 40
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 34
Imperial Floor Wax 0 40
Anchor 0 33
O.P.W. Lion Brand 0 35
Old English 0 53 0 62
Johnsons 0 57 0 62
Jamieson's liquid wax, gal... 2 75
Gold Medal 0 42
Edwards, lb. 0 40
Ramsay's 0 45
S. & W. 0 54
Crown Diamond 0 45
F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls. $2 50
F.o.b. Montreal, Toronto, London
Gilders, bolted, in bbls..... 3 00

WOOD ALCOHOL . per gal.
In five gallons.....$1.80-$1.90
In barrels ....- 1.70
$4 extra for barrels
F.o.b Montreal, Toronto, London.

GLASS

Now is the time to sort up on

WINDOW GLASS

We can take care of your requirements from our branch warehouses and make prompt shipments.

We stock and manufacture Plate, Bevelled Plate, Mirrors, Window, Figured, Leaded, Wired and Prism Glass.

Catalogues and price lists will be sent free upon application.
WRITE, PHONE OR WIRE your wants.

HOBBS MANUFACTURING COMPANY, LIMITED

Montreal Toronto London Winnipeg

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If any advertisement interests you, tear it out now and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.60; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 27c per lb.; clip horn, 28c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Dougle Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.50 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 37½% off list.

Standard, 30% off list. 25% extra.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.65 per lb.; cut, $1.85 per lb.; rawhide, sides, $1.60; cut, $1.80.

Blue Stone (Vitriol) 19c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 20%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, : 3-16 in., $18.40; ¼, $16.00; 5-16 in., $13.60; ⅜, $12.40; 7-16, $12.20; ½, $12.00; 9-16, $12.00; ⅝, $11.75; ¾, $11.50; 1 in., $11.25; Logging, 5-16 in., $15.40; ⅜, $14.20; ½, $13.80; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 00
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 75c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. bb's., 30c lb.; 100-lb. bbls. 31c lb.; 10 lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $2.75.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 10% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger $8.35; steel, No. 0 to 1, $8.80; No 2 and larger, $8.55; featherweight $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$12 50
28 Am. or 26 Eng.	12 00
26 Am. or 26 Eng.	11 70
24	11 55
22	11 55
18 and 20	11 40
16 Am.	11 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 10
Mrs. Pott's No. 50, set	2 25

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B. per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2. plain	$13 00
No. 25. Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $15.40.

LEAD WASTE, $16.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 30
3	2 95
4	5 25
Barn Door	
5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 65
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, $13.85; cutter, $18.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 25

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 7 75	$ 8 25
Empress	10 00	10 60
Daisy	6 25	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.80 base; Winnipeg, $6.25 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	9 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 51½c; Prairie Harvester oil, 52c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.40; Silkatone, $3.40; Stephens' Barn Paint, $1.95.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)



"A Beautiful Clear Finish that Will Not Wear Out"

Two Strong Selling Points that Make for Sales!

One customer says:

"Once Wa-ko-ver has been applied it seems almost impossible to wear it out. Whether on floor or woodwork it continues to display a beautiful clear finish that is always just like new."

You can have Wa-ko-ver making permanent friends for you if there is no Stephens' Agency in your locality. Write us to-day about our interesting proposition.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers

WINNIPEG - - CALGARY



Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 00	$ 8 35
⅜ inch	6 05	8 45
½ inch	7 85	9 60
¾ inch	9 95	12 30
1 inch	14 70	18 20
1¼ inch	20 00	24 70
1½ inch	23 75	29 35
2 inch	32 00	39 50
2½ inch	51 25	63 15
3 inch	66 20	82 60
3½ inch	86 85	.....
4 inch	103 00	.....
4½ inch	118 50	.....
5 inch	138 00	.....
6 inch	179 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $11; full polished $12.50; 18 x 24, half polished, $11; full polished, $12.50; 20 x 28, half polished, $11; full polished, $12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½ x 14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39¾c base; British Manila, 38¾c base; lath yarn, 28¼c base; African hemp, 33¾c base; cotton rope ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0 ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—	
No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$111 00
Household, Jap.	99 00
Superba, Nic.	129 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 30
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 55 to 56.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $8.00 base; other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $8.50; ¾ in., $8.75; ¾ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE—

20 x 28 I.C.	$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.C.	40 00
Terne plates	24 00

TRAPS, GAME—	Doz.		
	Victor	H.& N.	Jump
No. 0	$1 95	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$23 80
No. 1	18 80	20 45
No. 2	16 40	16 95
No. 3	14 00	14 45

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 0% discount.

Premier, Canada, Diamond, plus 12½%.

Whiteware, 40% discount.

Japanned Ware, list, plus 40%.

Japanned Ware, white, list, plus 50%.

Japanned Sprinklers, list, plus 40%.

Stamped Ware, plain, 40% discount.

Stamped Ware, ret'd, 33 1/3% discount.

Pieced Tinware, ordinary, list, plus 65%.

Pieced Tinware, copper bottoms list, plus 85%.

Sheet Iron Ware, list, plus 30%.

Light Galv'd Pails and Tubs, list plus 40%.

Heavy Galv'd Pails and Tubs plus 30%.

Jap. Coal Hods, list, plus 50%.

Galv'd Coal Hods, list, plus 60%.

WASHERS—

Iron, small lots, 33% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $18.40; less than ton lots, $18.75.

WIRE, BARB—

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William $5.10 Winnipeg; Baker, 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized Ft. William, No. 9, $5.65; No. 12 $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 7 00
8 in.	8 40
10 in.	9 80
12 in.	12 60
15 in.	16 80
Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$ 1 10
8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45
Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

	Dozen	
Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $58.85 per doz.; Reliance, $70.50 per doz.; Emperor, $132.

Royal Canadian, $54.50 per doz.;

VICTORY LOAN

How much are *you* going to *invest* in the *1918 Victory Loan?*

Think for a moment what our boys--in France have done--are doing--will do.

DOUBLE YOUR INTENDED SUBSCRIPTION

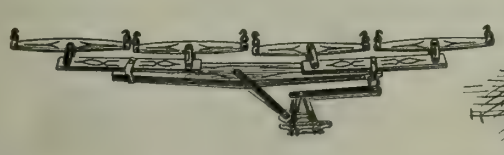
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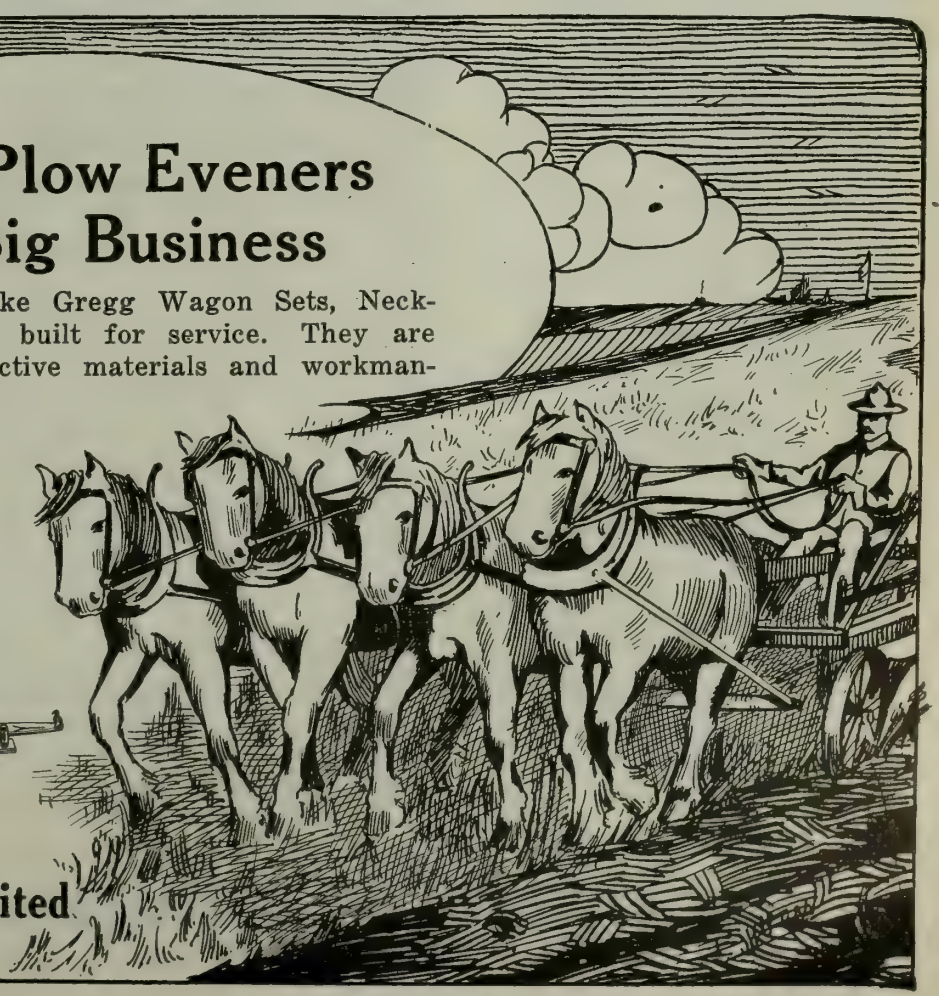
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Gregg Mfg. Co., Limited

WINNIPEG

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The Stanley Works, New Britain, Conn

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Walter Woods & Co., Ltd., Hamilton, Ont.

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Canada Steel Goods Co., Hamilton
Jas. Cartland & Son, Ltd., Birmingham, Eng
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont
The Stanley Works, New Britain, Conn
Stratford Brass Co., Ltd., Stratford, Ont
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Dunlop Tire & Rubber Goods Co., Ltd., Toronto



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Get our line on your shelves quickly. They'll need our paint to-morrow.

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Canoes
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Canada Foundries & Forgings, Ltd., Brockville
The Toronto Lock Mfg. Co., Toronto, Ont.

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Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

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Gipe-Hazard Store Service Co., Toronto

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Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clocks
Western Clock Co., La Salle, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.
Canadian Woodenware Co., St. Thomas, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Mods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Concrete, Reinforcing Steel
Baines & Peckover, Toronto.

Conductor Pipe, Hooks, Heads, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

Connecting Rods
Williams & Co., J. H., Brooklyn, N.Y.

Coopers' Tools
Haddon Brokerage Co., Montreal, Que.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corner Bead, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cornices, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Clyde Cutlery Co., Clyde, N.Y.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
J. Wiss & Sons, Newark, N.J.
Wilkinson Sword Co.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.

Doors, Screen
Kasement Skrene Dore Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Doors, Fireproof, Metal
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
The Toronto Lock Mfg. Co., Toronto, Ont.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drills, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

Drop Forgings
Williams & Co., J. H., Brooklyn, N.Y.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Factory Products Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man
Toronto Lock Mfg. Co., Toronto.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Superior Electrics, Ltd., Pembroke, Ont.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass

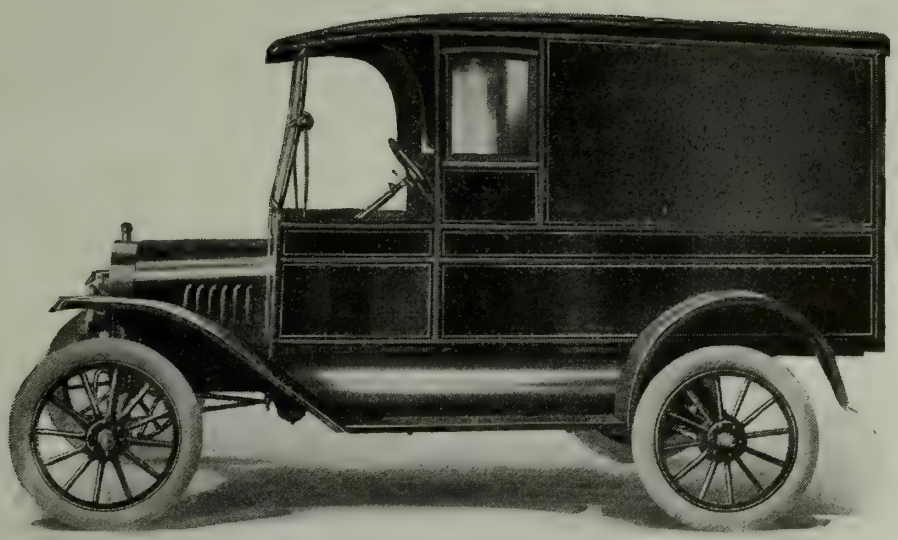
Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.
E. T. Wright Co., Hamilton, Can.

Engines
Cushman Motor Works, Ltd., Winnipeg, Man

Emery Glass and Papers
John Oakey & Sons, London, Eng

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal P.Q.
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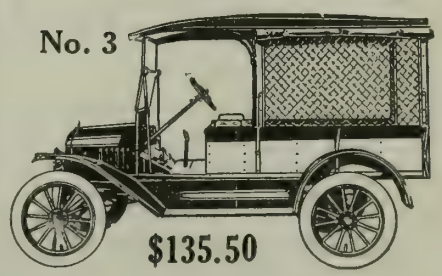
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Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont

Extinguishers, Fire
Great West Electric Co., Ltd., Winnipeg, Man
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng

Fanning Mills
Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.

Fibre Ware
E. B. Eddy Co., Hull, Que.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
J. J. Turner & Co., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Flag Holders
International Sales Co., Winnipeg, Man.

Flashings, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N Y

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.

Forges, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal
Wentworth Mfg. Co., Ltd., Hamilton, Ont

Fixtures, Store
Milbradt Mfg. Co., St. Louis, Mo.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.
Saunders & Co., Montreal, Que.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co, Winnipeg

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Granary Lining
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Gloves
American Pad & Textile Co., Ltd., Chatham, Ont.
Hamilton-Carhartt Co., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont

Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N Y
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters
Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hammocks
Galt Robe Co., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Barn Door
Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hardware Fixtures
Duluth Show Case Co., Duluth, Minn.

Hardware Shelving
Duluth Show Case Co., Duluth, Minn.



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Haddon Brokerage Co., Montreal, Que.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.
Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont
North American Hardware Co., Ltd., Montreal.
Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Superior Electrics, Ltd., Pembroke, Ont.
Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toront
Hinges, Ornamental
The Stanley Works, New Britain, Conn.
Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.
Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.
Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
Hoes
Ward & Payne, Sheffield, Eng.
Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Plewes Ltd., Winnipeg, Man.
Horse Singers
Collins Mfg. Co., Toronto.
Hones, Razor
The Carborundum Co., Niagara Falls, N.Y
Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal
Horse Nails
C. Kloepper, Limited, Toronto, Ont.
Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.
Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Empire Mfg. Co., London, Ont.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont
Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.
Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.
Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.
Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Ingersoll Watches
R. H. Ingersoll & Bro., Montreal, Que.
Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
Instruments of Precision
L. S. Starrett Co., Athol, Mass.
Ironing Boards
J. E. Beauchamp & Co., Montreal
Otterville Mfg. Co., Ltd., Otterville, Ont.
Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg
Iron Handles
Can. Foundries & Forgings, Ltd, Brockville, Ont
Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man
Nova Scotia Steel Co., New Glasgow, N.S.
Iron and Steel, Structural
Baines & Peckover, Toronto.
Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.
Jack Planes
Stanley Rule & Level Co., New Britain, Conn.
Jack Screws
Canada Foundries & Forgings, Brockville, Ont.
Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Japans
Boston Varnish Co., Everett Station, Boston, Mass.
Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.
Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.
Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Kitchen Ware, Transparent
Corning Glass Works Corning, N.Y.
Knife Sharpeners
J. E. Beauchamp & Co., Montreal.
Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.
Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.
Ladders, Step, Extention, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
Evan L. Reed Mfg. Co., Sterling, Ill.
Lath, Metallic
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.
Lamps, Nitrogen and Tungsten
Basters Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Churton & Taylor, Toronto.
North American Hardware Co., Ltd., Montreal.
Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.
Lamp Chimneys
Walter Woods & Co., Hamilton.
Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.
Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.
Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal
Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton.
Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.
Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.
Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.
Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
Stover Mfg. & Engine Co., Freeport, Ill.
Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.
Lath, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.
Lawn Swings
J. E. Beauchamp & Co., Montreal.
Lumber Products Ltd., Winnipeg, Man.
Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.
Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Lead, Black
John Oakey & Sons, London, Eng.
Leather Belting and Soles
Beardmore & Co., Toronto.
Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.
Lace Leather
Wm. Taylor, Parry Sound, Ont.
Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.
Lead Washers
Canada Metal Co., Ltd., Toronto.
Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Level Glasses
Stanley Rule & Level Co., New Britain, Conn.
Lighting Systems, Store
Benjamin Electric Co., Toronto.
Lighting Fixtures, Store
Benjamin Electric Co., Toronto.
Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.
Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.
Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
B. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.
Toronto Lock Mfg Co., Toronto, Ont.
Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.
Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
Mantles, Gas
Hamilton Gas Mantle Co., Hamilton, Can.
Marine Brass Work
Empire Mfg. Co., London, Ont.
Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.
Matches
E. B. Eddy Co., Hull, Que.
Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Meat Choppers
Landers, Frary & Clark, New Britain, Conn.
Metal Boxes and Drawers
Cameron & Campbell, Toronto.
Metals, Expanded
Baines & Peckover, Toronto, Ont.
Metals, Expanded, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.
Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Mica
A. G. Martin, Ottawa, Ont.
Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
Meters
Canadian General Electric Co., Toronto.
Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.
Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.
Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Mirrors
Toronto Plate Glass Importing Co., Toronto.
Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.
Toronto Lock Mfg. Co., Toronto

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**

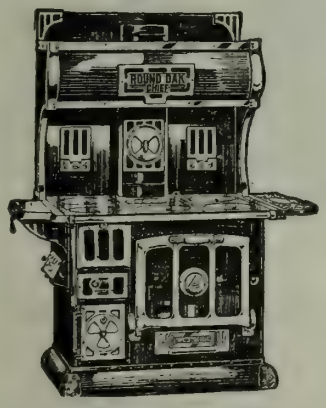


THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

Round Oak Goods



Here is another internationally advertised line of exceptional merit. This firm is one of the original manufacturers in the market putting all their efforts behind one range, one heater, one base burner and one furnace, and we feel that with their many years' experience they should be able to turn out a good article. They do not use scrap iron and for that reason get a material, which while a little higher in price, gives genuine satisfaction, and always brings back the neighbor as a customer as well as the one to whom you have made the sale. We carry a full stock of repairs and that feature recommends it. Since this firm started doing business in Canada many years ago there never has been a time when you could not get their repairs in a hurry. We would be glad to co-operate with you in any local advertising scheme you wish to put on. If you need any advertising matter write us.

MEHASCO

ANOTHER MEHASCO MESSAGE

15

MERCHANTS HARDWARE SPECIALTIES, LIMITED, CALGARY



The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

If any advertisement interests you, tear it out now and place with letters to be answered.

THE BUYERS' GUIDE

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Tarbox Bros., Toronto, Ont.
Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.
Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Que.
Ford Motor Co., Ford Ont.
Motors
Canadian General Electric Co., Ltd., Toronto.
Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
North American Hardware Co., Ltd., Montreal, Q
Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.
Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.
Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.
Neckyokes
Gregg Mfg. Co., Ltd., Winnipeg, Man.
Oakum
Scythes & Co., Ltd., Toronto, Ont.
Oil Cans
Cannon Oiler Co., Keithsburg, Ill.
Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.
Oil, Coal
Imperial Oil Co., Toronto.
Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
Oil Hole Covers
Canadian Winkley Co., Windsor.
Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.
Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal
Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal
Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.
Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal
Sheet Metal Products Co. of Canada, Toronto.
Orange Derinders
J. E. Beauchamp & Co., Montreal.
Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg
Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg
Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville
Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville
Ornamental Iron and Wire Work
Dennis Wire & Iron Works, London, Ont.
Packings
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.
Paint, Ready Mixed, Barn, Roof, Flat Wall Concrete, Floor, Cement, Aluminum, Marine
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.
Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.
Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.
Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.
Paper Bags
Walter Woods & Co., Hamilton.
Paper, Wrapping
Walter Woods & Co., Hamilton.
Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.
Pads
D. Ackland & Sons, Winnipeg.
Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.
Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.
Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.
Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.
Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.
Piston Rod Pocking
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pitch
Scythes & Co., Ltd., Toronto, Ont.
Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.
Phonographs
Canadian Phonograph & Sapphire Disc Co. Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg
Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S
Steel Co. of Canada, Ltd., Hamilton
Pins, Escutcheon
Parmenter & Bulloch, Gananoque
Pipe Cleaner (sewer and drain)
Chamberlain Desolvo Co., Ltd., Toronto, Ont.
Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.
Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt
Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learment & Co., Montreal.
Empire Mfg. Co., London, Ont
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.
Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto
Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto
Planters, Corn
Otterville Mfg. Co., Otterville, Ont.
Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Goodell-Pratt Co., Greenfield, Mass.
Plowshares
D. Ackland & Son, Winnipeg
Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal
Plumbers' Tools
Empire Mfg. Co., London, Ont.
Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.
John Stevens Co., Ltd., Winnipeg, Man.
Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn
Plates, Plain and Chequered
Baines & Peckover, Toronto.
Polishes, Auto and Furniture
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Polishes, Knife
Jno. Oakey & Sons, London, Eng.
Poles, Electric Light
Northern Electric Co., Montreal
Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.
Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.
Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.
Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.
Powder, Gun
Hercules Powder Co., Delaware.
Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.
Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.
Pumps
Aylmer Pump Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.
Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.
Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal
Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto
Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.
Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Radiators
Empire Mfg. Co., London, Ont.
Radiator Valves
Jenkins Bros., Ltd., Montreal
Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.
Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.
Rakes
Ward & Payne, Sheffield, Eng.
Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.
Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.
Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.
Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto
Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.
Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Rifles
Harrington & Richardson Arms Co., Worcester, Mass.
Rivets
Parmenter Bulloch Co., Gananoque, Ont.
Stowell Screw Co., Ltd., Montreal.
Roofing, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.



Talk No. One Hundred and Seventy

The good days are coming again—not artificial, but real prosperity—with a real world peace. Then you can get all the "PREMIER" GALVANIZED SHEETS you want—war uses come first now.

TINKER TOM.

Look for Talk No. 171 next week.

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HAMILTON, CANADA

Built for *Service* That's why it *sells*

You will always find it easier and more profitable to sell an "Anthes" Tank Heater. Its superiority is so apparent stock raisers and ranchers choose it every time as the best for their business.

The Anthes Tank Heater is made of high-grade Cast Iron, and every Heater is tested and guaranteed before leaving the factory. Made in two sizes:

Dia.	Height	Weight
12"	22"	120 lbs.
14"	24"	150 lbs.



In stock for prompt shipment. Specify "Anthes" when ordering from your jobber.

ANTHES FOUNDRY LIMITED
Manufacturers of Soil Pipe and Fittings, Tank Heaters, Feed Condensers, etc.
Saskatchewan Ave., Winnipeg

Alex. McArthur & Co., Ltd.

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TARRED FELTS
and
SHEATHINGS
Made at our own Paper Mills.

SAVE COAL
BY USING
BUILDING PAPER

TO THE WESTERN CANADA DEALER

Does a connection with a progressive and aggressive, amply capitalized and fully equipped concern, grown to be the largest paint and varnish factory in Western Canada, appeal to you?

BRITISH AMERICA PAINT CO., LIMITED

Wants more live dealers in Western Canada. It co-operates with its dealers to make bigger and better business. Join up with a pushing selling organization that will help you put 'em over. Send for booklet "The Evidence." Tells the story in fac-simile letters from Bapco dealers.

DISTRIBUTING POINTS

Established at Victoria in 1900 the British America Paint Co., Ltd., has found ever-widening markets. To care for this trade branches have been opened at VANCOUVER, B.C., CALGARY and EDMONTON, ALBERTA, and REGINA, SASKATCHEWAN.

TO SELL AND RE-SELL

Paint MUST give satisfaction.

Bapco Pure Paint and Bapco Varnish are of the highest possible quality. To insure this the raw materials undergo chemical laboratory tests. Skilled makers see that the ingredients are perfectly proportioned and modern machinery insures proper grinding and blending. Rigid machine and chemical tests are made during process of manufacture and the completed mixtures are subjected to comparative tests with the fixed Standards. One big roof of the factory is devoted to weather tests.

The growth of the British America Paint Co. and its constantly expanding trade territory is convincing evidence, not only of the quality of its goods, but of its resourcefulness and enterprise as well.

BRITISH AMERICA PAINT CO., LIMITED

VICTORIA VANCOUVER CALGARY EDMONTON REGINA

THE BUYERS' GUIDE

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Rope
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Fred Smith, Toronto, Ont.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Sawset
Chas. Morrill, Inc., New York.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Siding, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Machinery Co., Ltd., Renfrew, Ont.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screen Doors
The Kasement Skrene Dore Co., Toronto.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stowel Screw Co., Ltd., Montreal.

Screw and Bolt Cases
Duluth Show Case Co., Duluth, Minn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Separators
Dominion Sewing Machine & Phonograph Co., Winnipeg, Man.
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
B. & S. H. Thompson, Montreal, Que.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

Shingles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Shower Baths
Empire Mfg. Co., London, Ont.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Skylights, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man

Solderall
Thos Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.
Supplies Ltd., Kentville, N.S.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
Northern Electric Co., Ltd., Toronto
Sharp Spark Plug Co., Cleveland, Ohio.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Stampings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Clare Bros., Preston, Ont.
Bert Conway, Winnipeg, Man.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
Galt Stove & Furnace Co., Ltd., Galt, Ont.
Gurney Foundry Co., Toronto
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
D. Moore Co., Ltd., Hamilton, Ont.
Record Foundry & Machine Co., Moncton, N.B
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves and Ranges, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
O-Rib-O Mfg. Co., Winnipeg, Man.
Safety Stove Pipe Co., Ltd., Toronto, Ont.
Sheet Metal Products Co. of Canada, Toronto.

Steel, Cold Rolled Band
J. N. Warmington & Co., Montreal, Que.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Supply Pipes, Iron and Brass, Bath and Basin
Empire Mfg. Co., London, Ont.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Cistern
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Empire Mfg. Co., London and Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Scythes & Co., Ltd., Toronto, Ont
J. J. Turner & Co., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q.

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal, Vokes Hardware Co., Ltd., Toronto, Ont.

Tires and Tubes, Bicycle
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Kribs, Wm. A., Hespeler, Ont.

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
Haddon Brokerage Co., Montreal, Que.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg
Can. Blower & Forge Co., Ltd., The, Kitchener.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

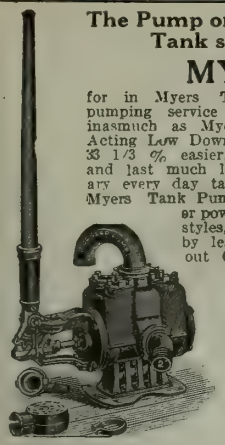
Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal
A. C. Gilbert Co., New Haven, Conn.
Lumber Products, Ltd., Winnipeg, Man.



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MYERS

for in Myers Tank Pump is found pumping service of exceptional merit inasmuch as Myers Cog Gear Double Acting Low Down Tank Pumps operate 33 1/3 % easier, have larger capacity and last much longer than the ordinary every day tank pump.

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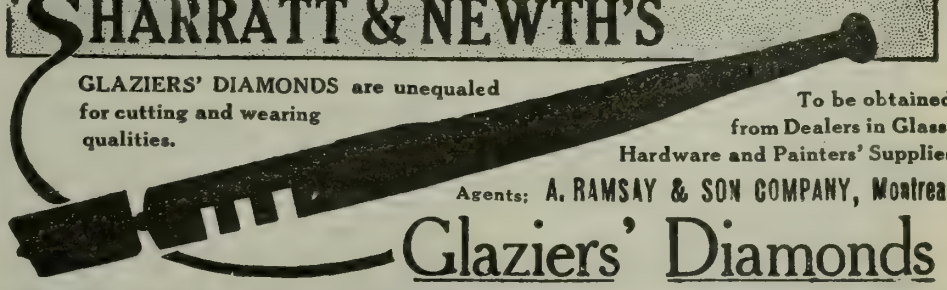
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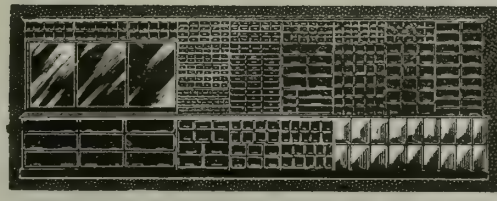


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Tub Stands Ironing Boards
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THE BUYERS' GUIDE

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Towel Bars
Kinsinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.
The Veterans Mfg. Co., East Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.
Vivid Electric Lamp Co., Toronto.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Eddy & Co., E. B., Hull, Que.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Turpentine
Brown Corporation, Portland, Maine.
Fred Smith, Toronto.

Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Milwaukee Valve Co., Milwaukee, Wis.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
Jenkins Brass Co., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.

Varnishes
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Glidden Varnish Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Vehicles, Business
Canada Carriage Factories, Ltd., Brockville, Ont.
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Ventillators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Wagons
Woodstock Wagon Mfg. Co., Woodstock, Ont.

WALLBOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Walnut Seats
Canadian Veneering Co., Montreal, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
The Toronto Lock Mfg. Co., Toronto, Ont.
Otterville Mfg. Co., Otterville, Ont.
Wilkinson & Kompass, Hamilton

Washers, Rubber
Dunlop Tire & Rubber Goods Co. Ltd., Toronto

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cushman Motor Works, Ltd., Winnipeg, Man.
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Maytag Co., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Nineteen Hundred Washer Co., Toronto, Ont.
Northern Electric Co., Montreal
John Watson Mfg. Co., Winnipeg, Man.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Wash Tubs
E. B. Eddy & Co., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Water Supply Systems
Empire Mfg. Co., London, Ont.

Weather Stripping
Rest Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Swan Mfg. Co., Winnipeg

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Co., Peterboro, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wholesale Hardware
Thos. Birkett & Co., Ottawa, Ont.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice, Lewis & Sons, Ltd., Toronto
Wm. Stairs, Son & Morrow, Ltd., Halifax, N.S.
W. H. Thorne & Co., Ltd., St. John, N.B.
White's, Ltd., Collingwood, Ont.
Wood Vallance & Co., Winnipeg, Man.
Vokes Hardware Co., Ltd., Toronto, Ont.

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Windows and Doors, Kalameined and Metal
Metallic Roofing Co., Toronto and Winnipeg

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Rope
Baines & Peckover, Toronto.

Wrapping Paper
Alex. McArthur & Co., Montreal, Que.

Wrenches and Accessories
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
Plewes Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y.

Wrench Sets
Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Connor & Son, Ltd., J. H., Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary Alta.
White Mop Wringer Co., Fultonville, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Consult Hardware and Metal Buyers' Guide

If what you want isn't advertised in this issue, consult our Buyers' Directory. If it isn't listed in our Directory, write us and we will give you the information.

The Story of War Under The Earth

THE German sappers had discovered and broken into a Canadian tunnel. They had planted a machine gun at their end and sent a shower of bullets down the dark, narrow passage whenever the Canadians made any effort to enter their underground galleries. The story of how two Canadians nailed steel snipers' shields to the front of a push cart and shoved it ahead of them up to the very teeth of the gun, and how they dropped a can of deadly explosive, hopped on to the cart, and let it coast back down the tunnel, while bullets rattled on the shield like hail and, finally, how the explosive blew up the machine gun and its crew and blocked the passage again—this remarkable story is told by Lieut. C. W. Tilbrook (who was one of the two) in the course of an article, "An Underground Tank," in October MACLEAN'S.

Recently a Toronto newspaper declared editorially that the public was tiring of war books and war stories because of the sameness of them. The newspaper was right. But the public literally devours any story of the war that is new. The series of articles that Lieut. Tilbrook has done for MACLEAN'S has been read with an astonishing amount of interest *because they are different from anything that the public has yet read.* Warfare in the tunnels is a terrible business—grim, silent, cruel. It is a strangely technical phase of warfare and the "sappers" go about their business with queer instruments that might have figured in a Jules Verne phantasy. To read of underground fighting, as Lieut. Tilbrook tells of it, is to get a vision of a new kind of war altogether —something gripping, fearsome and mystifying.

"An Underground Tank," is the best of his series. But, after all, it is only one feature in a long array that makes the October issue of MACLEAN'S one of unparalleled interest.

A STRANGE CHANGE IN WOMAN'S WORLD. By Agnes C. Laut.
The new status of women, arising out of the war, is treated in the powerful style of this famous writer, who came from the Canadian West. It introduces a new thought.

CONSCRIPTION AFTER THE WAR. By Brigadier-General A. C. Critchley.
A young Canadian who rose from Lieutenant to General in three years and originated the "Critchley Method" of military training, tells what he thinks about the need for compulsory service after the war.

THE LIFE OF MARY PICKFORD. By Arthur Stringer.
The second of a series of articles on Canada's most famous woman. No expense has been spared to produce the beautiful illustrations specially posed for the photographs.

THE FOUR FACTIONS AT OTTAWA. By J. K. Munro.
That the House will split into four, more or less, distinct groups is the guess of the author, a trained political observer. He outlines the reasons, humorously, pungently and impartially. It is a political article on new lines and will be found refreshing.

BONEHEAD BILL—Another Service Poem.
Robert W. Service, most popular of poets, sends all his war verse to MACLEAN'S. In "Bonehead Bill" he depicts the grief of a soldier for his fallen foe.

THE EVENTS OF A MAD WORLD
are summed up in the "Review of Reviews" which gives reprints of the best articles from the magazines of the world. All the best and most important articles are selected—five dollars' worth for twenty cents!

October MACLEAN'S NOW ON SALE At All Newsdealers

20c. PER COPY, $2.00 PER YEAR

THE MACLEAN PUBLISHING COMPANY, LIMITED
143-153 UNIVERSITY AVENUE, TORONTO



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

METAL STAMPINGS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

Sodering Galvanized Sheets

Ordinarily this is a mean job, but Allen Sodering Flux for Galvanized Iron makes it quick and easy.

It not only speeds up sodering galvanized to galvanized but to black sheets, to brass, copper or any other metal.

Send for free sample and tell us how well you like it. Bissett & Webb, Ltd., 126 Lombard Street, Winnipeg, Canada.

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"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG
A good concern to do business with

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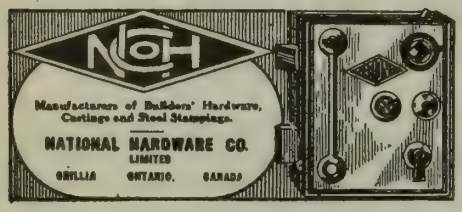
PATENT YOUR IDEAS

Get list wanted by manufacturers and our "Reference Guide for Inventors." Send sketch for free report as to patentability. Patents secured or our fees returned.

Harold C. Shipman & Co., Patent Attys.
Central Chambers, Ottawa, Canada

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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



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KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
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STERLING

Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

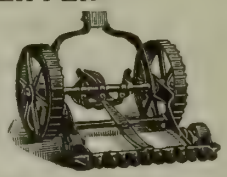
BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
133 WILLIAM ST NEW YORK

THE CLIPPER

There are three things that destroy your lawn Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO. Dixon, Ill.



NORCROSS
Garden Cultivator-hoe

"Used the World Over"
Send for Catalog

C.S. Norcross & Sons, Bushnell, Ill.

WASTE PAPER BALERS



"Turn Waste into Profit."

Reduce your fire risk and keep your place clean.

Made in 12 sizes.

Send for catalog.

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MICA
Stove mica in assorted sizes for the trade
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All sizes of Clear Mica in stock for immediate shipment.

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Mica Company of Canada, Limited
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DENNISTEEL

Made in Canada

Lockers for Factories Stores, Offices Etc.



THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON

TENTS, AWNINGS

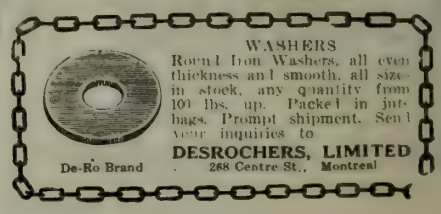
FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

Send Postcard for Catalogue

GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA





Wanted

SITUATIONS WANTED

EXPERIENCED HARDWARE AND FURNITURE man will be open for engagement December 1st as Retail Manager or Travelling Salesman. Good references. Box 99, Hardware and Metal, Toronto.

WANTED—POSITION AS SALESMAN FOR manufacuring paint and varnish concern; have had 14 years' experience at coach, piano and housework, also some sales experience; can furnish small car. Box 476, Hardware and Metal.

HELP WANTED

WANTED—HARDWARE SALESMAN, APPLY giving plenty of information, experience and salary expected to Mills Hardware Co., Hamilton.

WANTED—BY BOND HARDWARE CO., LTD., Guelph, Salesmen for Retail Department. Apply the Manager.

FOR SALE

HARDWARE IN ONE OF BEST SMALL towns in Saskatchewan, in splendid district that has never known a crop failure. Stock, fixtures and property, $15,000; turnover, $30,000 annually. No better buy in Canada. Half cash, balance easy, or will take choice half section improved land at good value, with or without stock and implements and balance cash. Box 98, Hardware and Metal.

FOR SALE—HARDWARE AND FURNITURE business in the best district in the West. Stock about $5,000, fixtures $500. Building can be bought or rented. Owner must sell. Very little cash will handle this. Box 92, Hardware and Metal.

FOR SALE—QUICK—HARDWARE, FLOUR and feed business and buildings. Good farming district. An A1 chance. Apply Box 101, Hardware and Metal.

HARDWARE BUSINESS, COUNTY ONTARIO, on Hydro line. Steady farmers' trade. Stock $4,500. Yearly turnover about twenty thousand. Low rent for store and dwelling. Box 102, Hardware and Metal.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms is to sell the manufacturers who read Hardware and Metal all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

LOOK HERE

A LIVE HARDWARE BUSINESS — SOLID brick store, with up-to-date stock in good condition, on Hydro line. Good farming country around. Good reason for selling. Address Box 40, Hardware and Metal, Toronto, Ont.

HARDWARE, FURNITURE AND MACHINERY business in the best mixed farming district in Alberta north of Calgary. Stock and fixtures will run about ten thousand. Turnover last year over sixty thousand. Carries with it the best contracts for farm machinery on commission basis. Six thousand cash, balance arranged, on good security. Box 106, Hardware and Metal.

FOR SALE

FOR SALE—200 KEGS HORSE SHOES, No. 0 H. & F. med., $3.90; 25 kegs horse shoes, No. 1 F. med., $4.90; 10 kegs horse shoes, No. 2 F. light steel, $5.25; 50 kegs horse shoes, F. & H. 1 to 5, $4.25 keg; 40 boxes horse nails C. Brand 3-4-5, equal 4-5-6 other makes (small orders) at 15c lb.; 10 boxes asst., 10c lb.; 25 horse clippers (side cutting), $1.10 each; 1 blacksmith vise, 35 lbs., $12.00; 2 doz. horse rasps (Firth) plain 16", $13.90 doz. net. 30 days, f.o.b. Montreal. Box 110, Hardware and Metal.

MISCELLANEOUS

STOVE REPAIRS FOR GARLANDS, PEN Esthers, Acmes, Sunlights, Silver Kings, Souvenirs, Welcomes, Crown Hurons, Peninsulars, Jewels, Pandoras, Favorites, Imperial Oxfords, and all kinds of Ranges and Heaters. Write for list and prices. Grundy Bros., Strathroy.

WANTED—A SECOND-HAND FREIGHT ELEvator, with or without motor. State lowest cash price. Apply P.O. Box 648, Saskatoon.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis Fensome Elevator Co., Toronto.

ADDING TYPEWRITER WRITE. ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

HARDY PICK HANDLES

Sold under the
Registered Trade Mark
"EXCELSIOR"
All kinds of pick handles for miners.
Made from Best Quality Canadian Timber.

St. Marys Wood Specialty Co., Ltd.
ST. MARY'S - ONTARIO, CANADA
High Grade Wood Specialties—Walking, Hockey Sticks, Ball Bats, Handles and Hardwood Lumber.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

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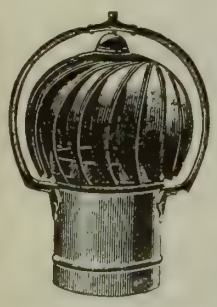
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Our Specialties Are---

Eavetrough
Conductor-pipe and Fittings

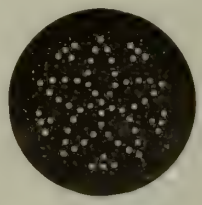
Ventilators and Corrugated Iron

WHEELER & BAIN
TORONTO



CANADA

Makers of all staple patterns. Three-ply veneer chair seats.



in all sizes from 10 to 20 inches square also imitation walnut.

CANADIAN VENEERING CO., Inc.
Acton Vale, Que., Canada
RICHARDSON & BUREAU
55 St. Francois Xavier Street, Montreal
Distributors
Write for price list.

Representative for
L. & I. J. WHITE CO.
BUFFALO, N.Y.

Carpenters' Tools
Butchers' Tools
Coopers' Tools

WATCHWORD:
"Not how cheap, but how good"

HADDOW BROKERAGE COMPANY
Room 206 128 BLEURY ST.
MONTREAL, CAN.

Please Mention This Paper When Writing to Advertisers

The Farmer's Friend

THE PAINT THAT IS MOST NEEDED ON THE FARM

Commonwealth 

Barn Red

Put in One of Our BARN RED Assortments To Cover Your Requirements

Commonwealth Barn Red is a bright rich red which dries with a smooth appearance, works easily under the brush, covers well and gives every satisfaction.

The best protection for sheds, barns, fences, silos, corn cribs, etc.

Write to-day for full particulars and prices of our Special Case Assortments—it will mean money in your pocket.

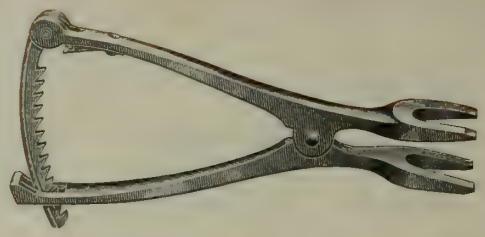


THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL. TORONTO. WINNIPEG. VANCOUVER. LONDON, ENG.



McKinnon Industries Limited

St. Catharines, Ontario



Improved No. 1 Valve Spring Lifter

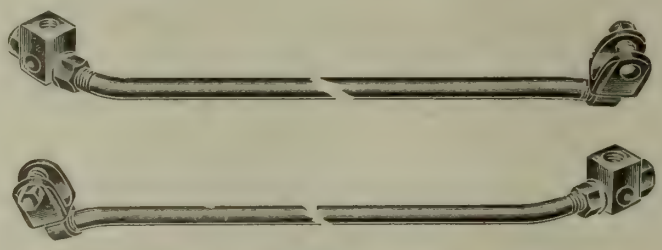
For Ford Cars

A FEW FACTS:

1. Specially designed for Ford Cars.
2. This Lifter is made of strong, tough, malleable iron.
3. Can be folded together, occupying very little space in tool chest or roll.
4. The improved ratchet holds the lifter in any desired position when compressing a valve spring.
5. You have the free use of both hands.
6. The springs are made from selected spring stock.
7. The slot at the end of arms is **WIDE** and the stock heavy.
8. Length overall, 8¾ inches.
9. Weight for mailing, approximately 1 lb.
10. Carefully packed in carton properly labelled.

LIST PRICE

No. 1 ..... 65 cents each



Auxiliary Radius Rod

for Ford Cars and Ford One-Ton Trucks

You will add 100% to the strength of Axle and Radius Rod already on Ford Cars.

The Clamps are Solid and of Selected Malleable Iron. The Bar is **SOLID** ⅝-inch, carefully selected material and machine threaded. The finish is black Japan, properly baked on.

NOTE, **Mr. JOBBER:**

All "Ford" One-Ton Trucks should be equipped with McKINNON HEAVY RADIUS RODS.

WEIGHT .....8 lbs. per Set

LIST PRICE .....$3.90 per Set

McKinnon Industries Limited

St. Catharines, Ontario

HARDWARE AND METAL

Vol. XXX
No. 44

PUBLISHED EVERY SATURDAY SINCE 1888

November 2
1918

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

WE GUARANTEE EVERY CAN *YOU* SELL



On the back of every can of B-H "English" Paint appears a guarantee label signed by the President of our Company, ensuring the quality of

B-H "ENGLISH" PAINT

70% Pure White Lead
30% Pure White Zinc
100% Pure Paint

This formula has proved to be correct for Canada's rigorous climate

IF WE ARE NOT REPRESENTED IN YOUR DISTRICT, ASK US FOR OUR ATTRACTIVE AGENCY PROPOSITION

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

Starrett Hack Saws

are unexcelled just as Starrett Tools are unexcelled

Write for Catalog No. 21 MA. It shows 2100 styles and sizes of fine tools and hack saws

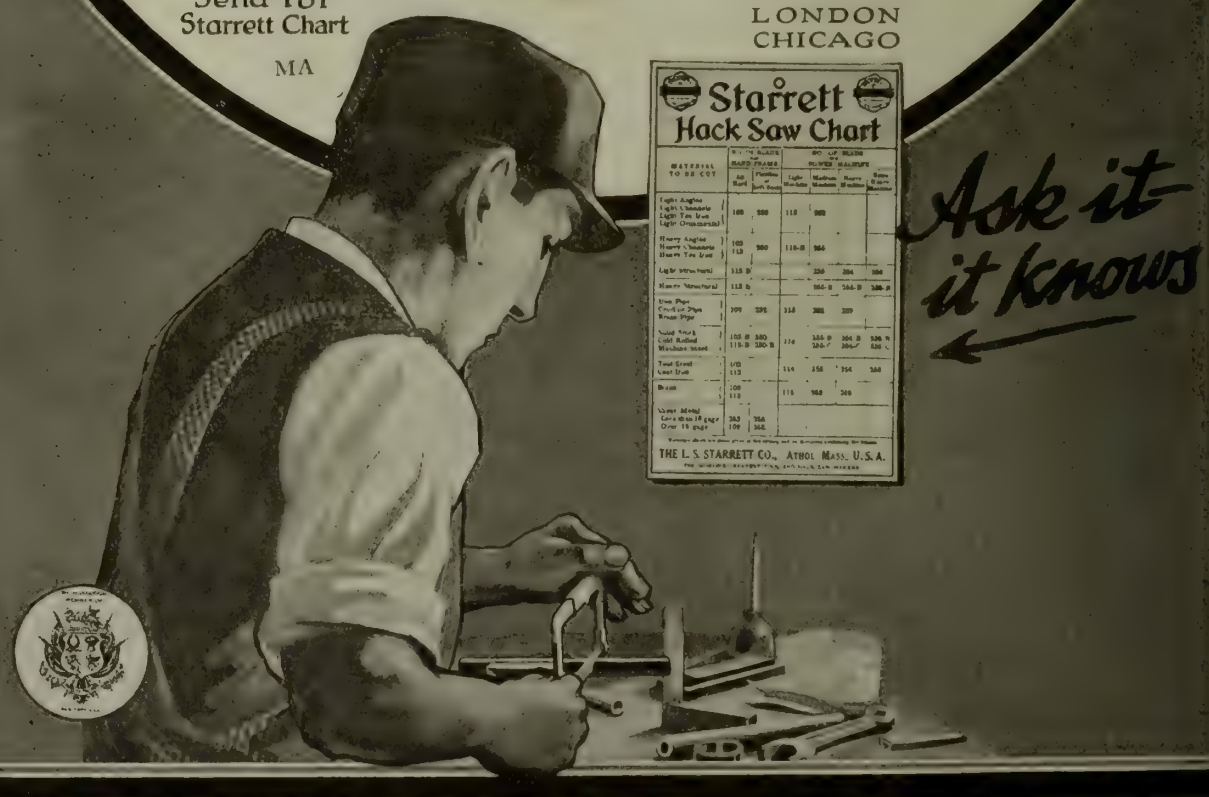
The L. S. Starrett Company

The World's Greatest Toolmakers

ATHOL, MASS

Send for Starrett Chart MA

NEW YORK
LONDON
CHICAGO





Again, we Suggest these Non-fuel Burning Devices to Beat the Coal Shortage!

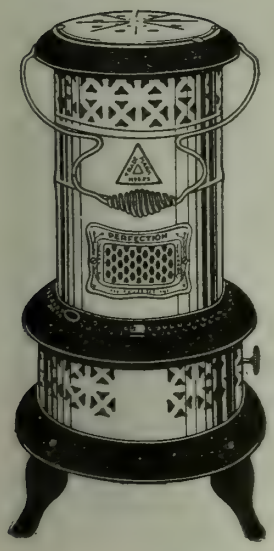
Here is an opportunity for both you and your patrons to avoid the trouble that has loomed up big because of lack of coal.
Your customer can use non-fuel burning heating devices and you can sell them, together with an assurance that they are the first and best in their respective lines on the market.



The photo on the right illustrates the nifty appearance of a Majestic Electric Heater, one of a line that has proven 100% efficient in satisfaction and sales.

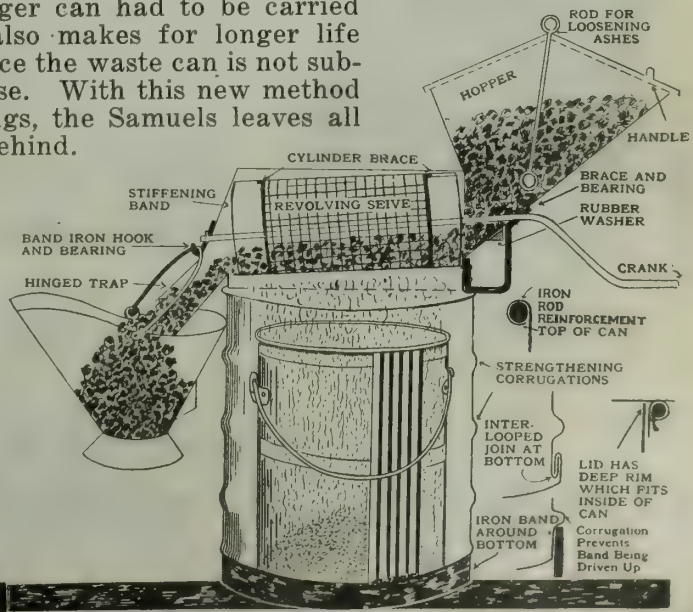
Perfection Oil Heaters

Every dealer knows the sales record and reputation of the popular Perfection Oil Heater.
We have numbers 520, 525, 530 and 630 in stock for immediate delivery. Order your winter's supply now.



The Famous Samuels Sifter

Another coal-saving device that pays for itself in a very short time. Fine screen has been adopted in making the Samuels Sifter, which saves much more of the fine cinders, and is stronger. As the illustration indicates, the smaller ash can or pail may be placed inside the waste can and so catch all the screenings, which can then be removed more easily than when the larger can had to be carried out. The new feature also makes for longer life for the Samuels Sifter, since the waste can is not subject to the ash-man's abuse. With this new method of collecting the screenings, the Samuels leaves all other sifters hopelessly behind.



Ammunition

If you are having any difficulty in securing 30-30 cartridges, do not forget that we can supply all you want in Winchester 30-30 Hard Point Smokeless, and we are selling them in increasing quantities.

RICE LEWIS & CO.

VICTORIA STREET - TORONTO



UNIVERSAL
Sales-making Window Display

Makes the shopper a daily stopper at your window. A good window display of Universal Home Needs leaves nothing to the imagination. The eyes see and the mind believes.



A copy of the book shown above illustrating over a hundred window display suggestions awaits your call.

Have you taken advantage of the wonderful window display material and other useful sales help offered in our Dealers Sales Help Booklet. If you haven't a copy—send for one.

Don't put it off, Tear it off—Mail it Now

UNIVERSAL

Landers,
Frary & Clark,
New Britain, Conn.

Please send us a copy of your booklet, "Universal" Trade Winning window displays.

Name .....

Street .....

City..... State.....

LANDERS · FRARY & CLARK

· NEW · BRITAIN · CONNECTICUT · ·

DISSTON

Well-made Service-giving

Plastering Trowels

Made to meet the requirements of practical users and have earned the approval of Skilled Plasterers throughout Canada.



DISSTON BRAND TOOLS

do give satisfactory service

Send in Your Orders NOW

WE ARE HEADQUARTERS FOR DISSTON GOODS

LEWIS BROS., LIMITED, MONTREAL

DISSTON

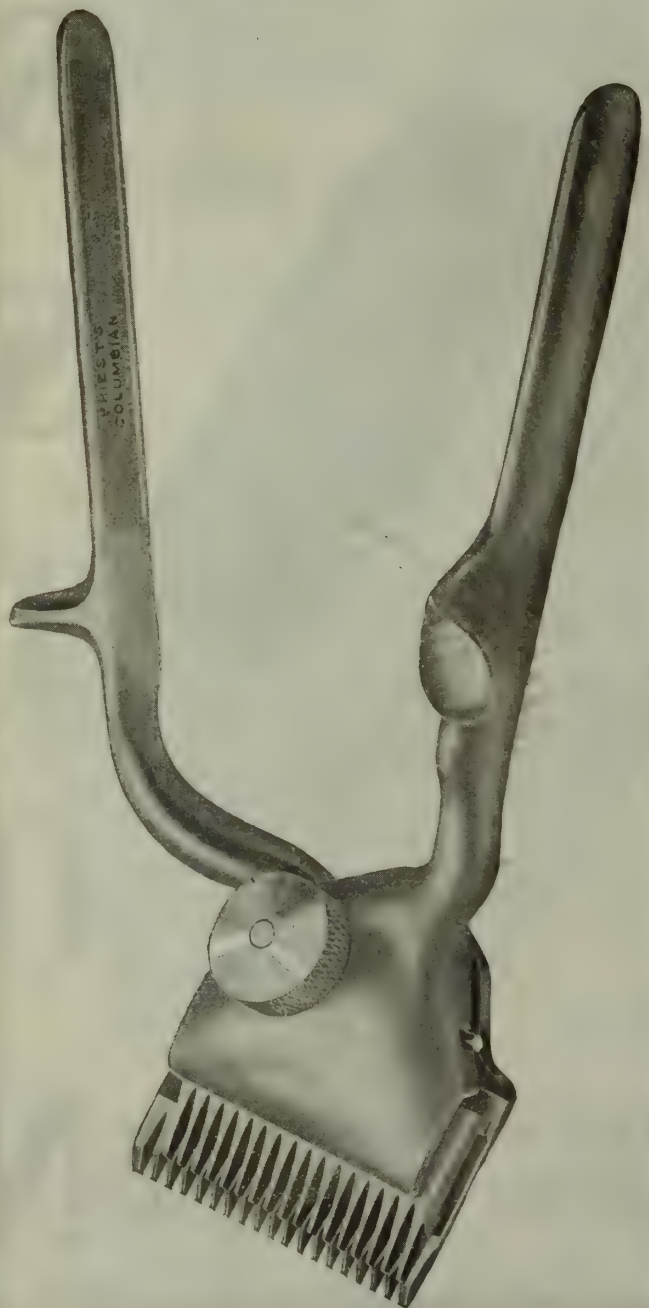
Priest's Toilet Clippers

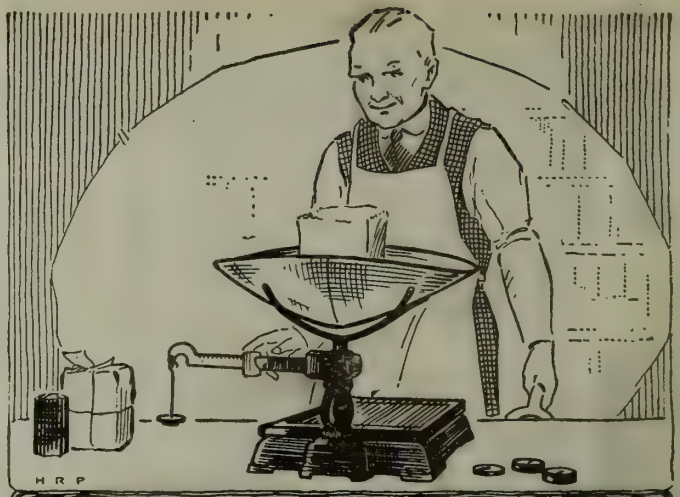
You will make no mistake in getting acquainted with Priest's Toilet Clippers because you can depend upon them to satisfy your customers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents





Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.



"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company

BELLEVILLE ONTARIO

If interested tear out this page and place with letters to be answered.

Lend your money and your influence

The Victory Loan keeps business going.

It is through the Victory Loan that money is put back into circulation.

The Victory Loan finances our immense exports of farm products and munitions.

The Victory Loan pays wages — sustains trade, commerce and agriculture.

It is because of the Victory Loan that your customers have money to buy the goods you sell.

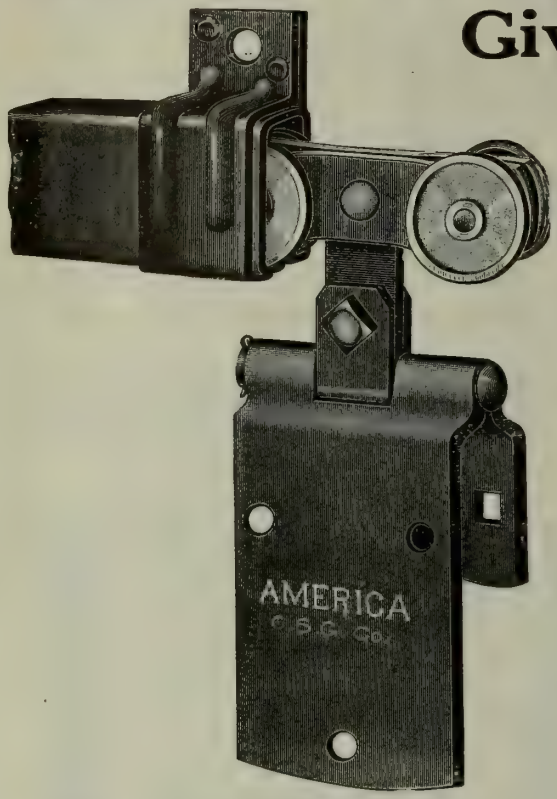
And, overshadowing every business consideration, is the fact that it is through the Victory Loan our fighting forces are equipped and maintained.

The destiny of our country—the present and future welfare of our business—demand that all our influence, all our enthusiasm, all our moral and financial support be put squarely behind the Victory Loan 1918.

Issued by Canada's Victory Loan Committee
in co-operation with the Minister of Finance
of the Dominion of Canada

121

America Hangers Sell Easily and Give Life-time Service



The roller bearing tandem truck hanger is constructed entirely of steel and built to carry heavy doors.

The adjusting screw below the track is always accessible and allows increasing or decreasing the space between door and building.

The detachable drop strap permits door to swing out at right angles and prevents tearing down.

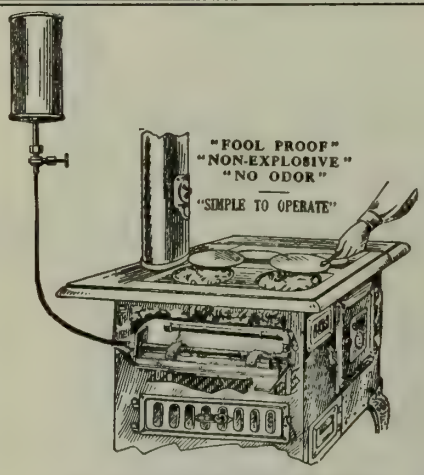
America hangers run on the famous Hatch Trolley Track, supported with corrugated brackets.

Swing in to-day. Hitch your efforts to the biggest selling, profit-making line of door hangers.

Manufactured by

Canada Steel Goods Company
LIMITED

HAMILTON, CANADA







ARMONT'S BLUE FLAME GASMAKER

fits into the fire-box of **any** stove, range or furnace without the slightest alteration to the stove. It is in effect like a carburetor, generating a blue flame Vapor-Gas, burning 10% of the gas thus generated and 90% of air, drawn from the draft. No wicks. Controlled by valves, same as the ordinary gas range. It will cook, roast and bake nicer, quicker and cheaper than coal or wood and heat your home in your own stove for $15. It uses common kerosene and water. It is **absolutely safe!** A child can handle it!

No kindling drudgery! No smoke, no dust, no dirt, no ashes! Strike a match and have a bright fire in a minute. A hot bath any time. stove for $15, which is no price for it. It uses common **kerosene and** water. It is **absolutely safe!** A child can handle it!

Kerosene is **plentiful** while **coal is scarce** and harder to get this Winter than ever before! So burn kerosene and save coal for our ships. Armont's is portable. You can carry it from your kitchen range to the stove or furnace. You can take it along when camping and use it for heating and cooking in your tent, or in the open air.

EVERY HOME, EVERY FARM AND EVERY SHACK NEEDS IT!

There is a long, cold Winter coming. Are YOU ready for it? Don't risk hardships, illness and suffering when you can avoid it for a paltry few dollars.

ORDER NOW AND BE PREPARED

Price to dealers: $10—f.o.b. New York; net cash with order.

ARMONT'S, 63 Fifth Avenue, New York, N. Y.



Make Their Victory Doubly Secure

THE VICTORY LOAN CHARGE IS ON. GET BEHIND THE BOYS WITH YOUR PURSE. CANADIAN BLOOD IS BEING SPILLED WITHOUT MURMUR—CANADIAN DOLLARS MUST BE SPENT WITHOUT QUESTION.

BUY VICTORY BONDS

You can't put your money into a better cause. You can't invest it with greater security.

Your moral support is not sufficient.

BUY A BOND—support the cause with your dollars as well as your heart.

Do your share for Victory.

HOWLAND'S SAMSON (TRADE MARK REGISTERED) QUALITY H S HOWLAND SONS & CO LIMITED TORONTO

Lend the Way They Fight

HOWLAND'S SAMSON (TRADE MARK REGISTERED) QUALITY H S HOWLAND SONS & CO LIMITED TORONTO

Genco RAZORS

A Square Foot of Selling Space

That Can Be Made Very Profitable In Your Store

THE space occupied by this Genco Razor Display Case is about one square foot. Besides containing and protecting the razors, it catches and holds the eye and gives the goods a pleasing display. As a salesman it is on the job every minute.

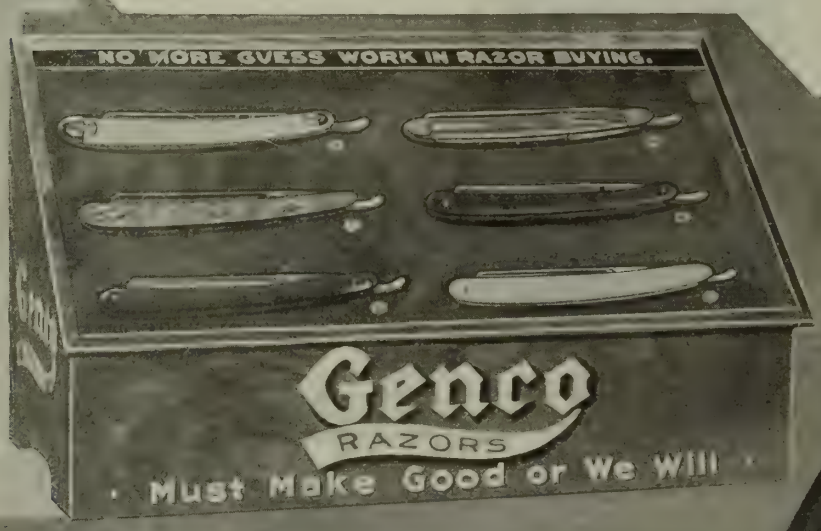
The case is made of pressed steel, with handsome Circassian walnut finish. It holds six Genco Razors of different design on constant display against a background of Royal Purple plush and there is ample room beneath for carrying stock.

All current Genco Razor advertising features this case prominently. It goes to work for you the minute it appears on your counter. Let it be a reminder to your customers of the 500 master cutlers who, in the largest high grade razor factory in the world, grind the quality in and the guess work out of Genco Razors.

We are making a special proposition which included one of those display cases free with your first order. Write for the details of this offer now, while the matter is fresh in your mind. It's quite a good thing. Mention the name of your jobber when writing us.

GENEVA CUTLERY COMPANY

159 Gates Avenue, Geneva, New York







TACKS FOR EVERYBODY

AUTO TRIMMERS
CARRIAGE TRIMMERS
BASKET MANUFACTURERS
CARPET LAYERS
SHOE MANUFACTURERS
UPHOLSTERERS

Heads that will not break off
And Points that meet the demand

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON **MONTREAL**



THE STAR MAKES NEW HACK SAW RECORDS

We are making a new record in the hack sawing efficiency with the Star Blade. And we are making a new record in hack saw advertising in telling users the Star achievements.

Every hardware dealer has an interest in both these records because they give him a new understanding and a new enthusiasm in pushing the Star Hack Saw which has been the standard for thirty years.

In the Saturday Evening Post alone we are using full page space every month to reach the 2,000,000 subscribers and 6,000,000 readers of the Post, many of whom are your own customers or purchasers from your own neighborhood. Whenever a mechanic or an amateur tool buyer comes into your store, suggest a Star Saw to him and see how often the suggestion will be readily accepted.

Millers Falls Bit Braces and other tools are also strongly advertised in the Saturday Evening Post and elsewhere. It is the advertised line that it pays you to push.

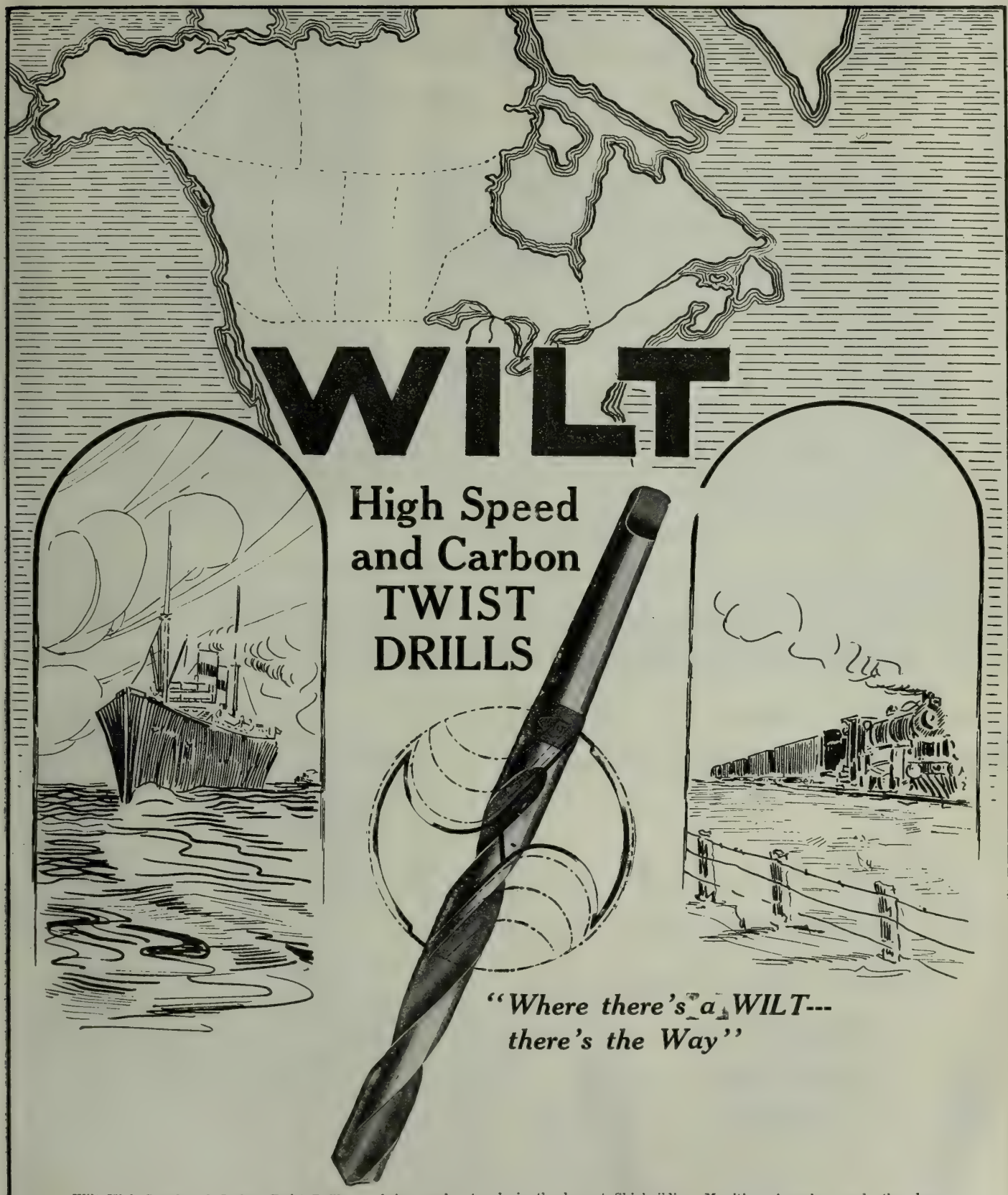
Pocket catalog and valuable booklet, "How to Sell Tools," free on request.

MILLERS FALLS COMPANY

"Toolmaker to the Master Mechanic"

MILLERS FALLS, MASS.

New York Office : 28 Warren Street



WILT

High Speed and Carbon TWIST DRILLS

"Where there's a WILT--- there's the Way"

Wilt High Speed and Carbon Twist Drills are being used not only in the largest Shipbuilding, Munition, Aeroplane and other large manufacturing plants throughout Canada, but also in similar industries throughout the Allied countries.
Wilt Drills are now being specified by some of the largest exporting houses throughout Canada, United States and Great Britain for shipment throughout the world.

Why?—Because they are Drills of Quality

Only the best materials are used—the highest class workmen employed—and they pass through a most rigid inspection before they are allowed to leave the plant.
This is a double assurance to you and a bonafide guarantee to your customers.

Wilt Twist Drill Company of Canada, Limited, Walkerville, Ontario

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England.

The quickest way to win the respect and permanent trade of customers is to carry standard grade tools.

Men don't want you to SELL them tools. They want to come in and buy them by the maker's name.

They know as well as you do, those that have the quality reputation.

In files, they want the "Famous Five," because they are the standard File and give satisfaction.

So specify "Famous Five" Files when ordering from your jobber.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



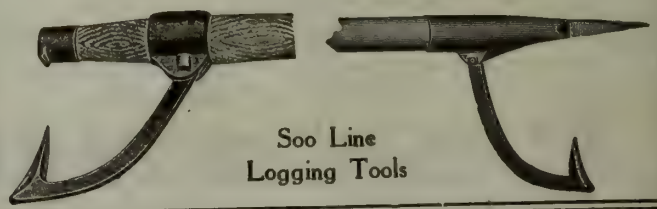


WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian Warren
Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

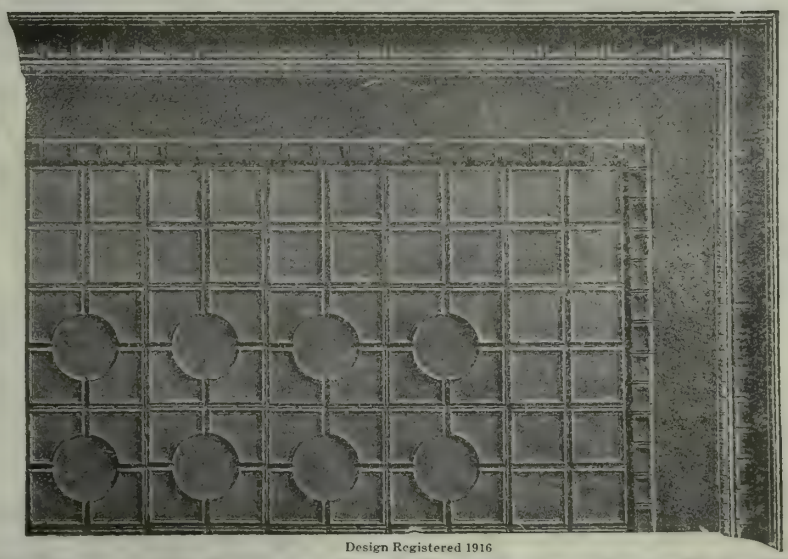
"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

Head him off, quick

That repair or alteration job on the store across the road---don't let lath and plaster trim you out of an order for Metallic Ceiling and Wall plates. You can make a handsome profit and give a more durable, cleaner, smarter, quicker-installed job. We'll help you land the business.

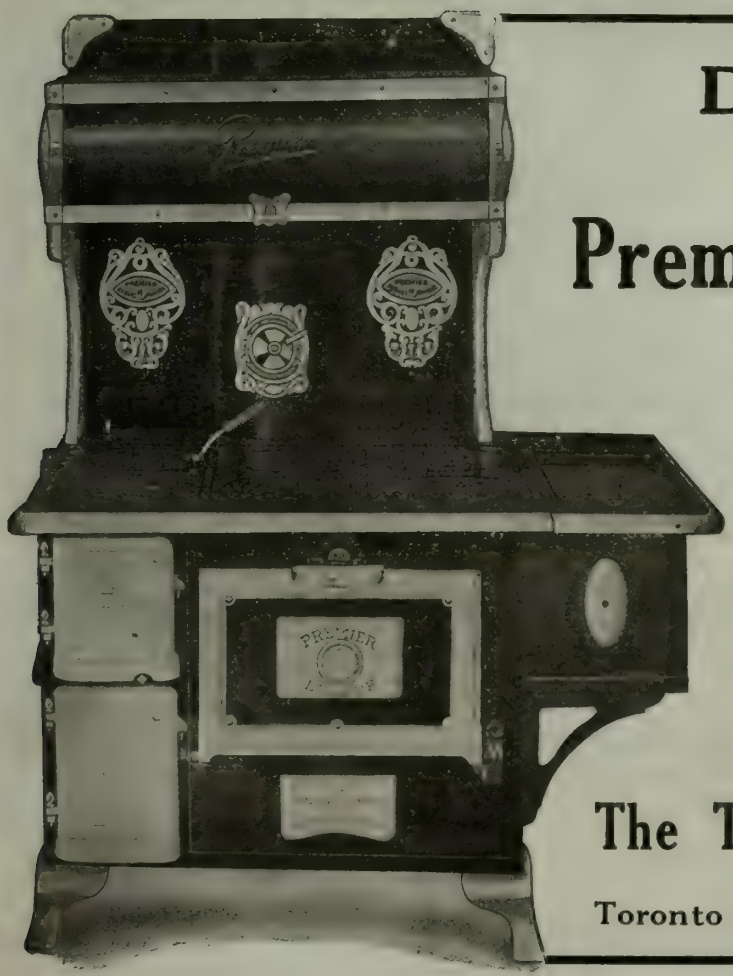
Ask us how to-day and get our handsome catalogue and complete dealer-service information.

Stock carried by
GEO. W. REED & CO., LTD.
37 St. Antoine Street Montreal



Design Registered 1916

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG



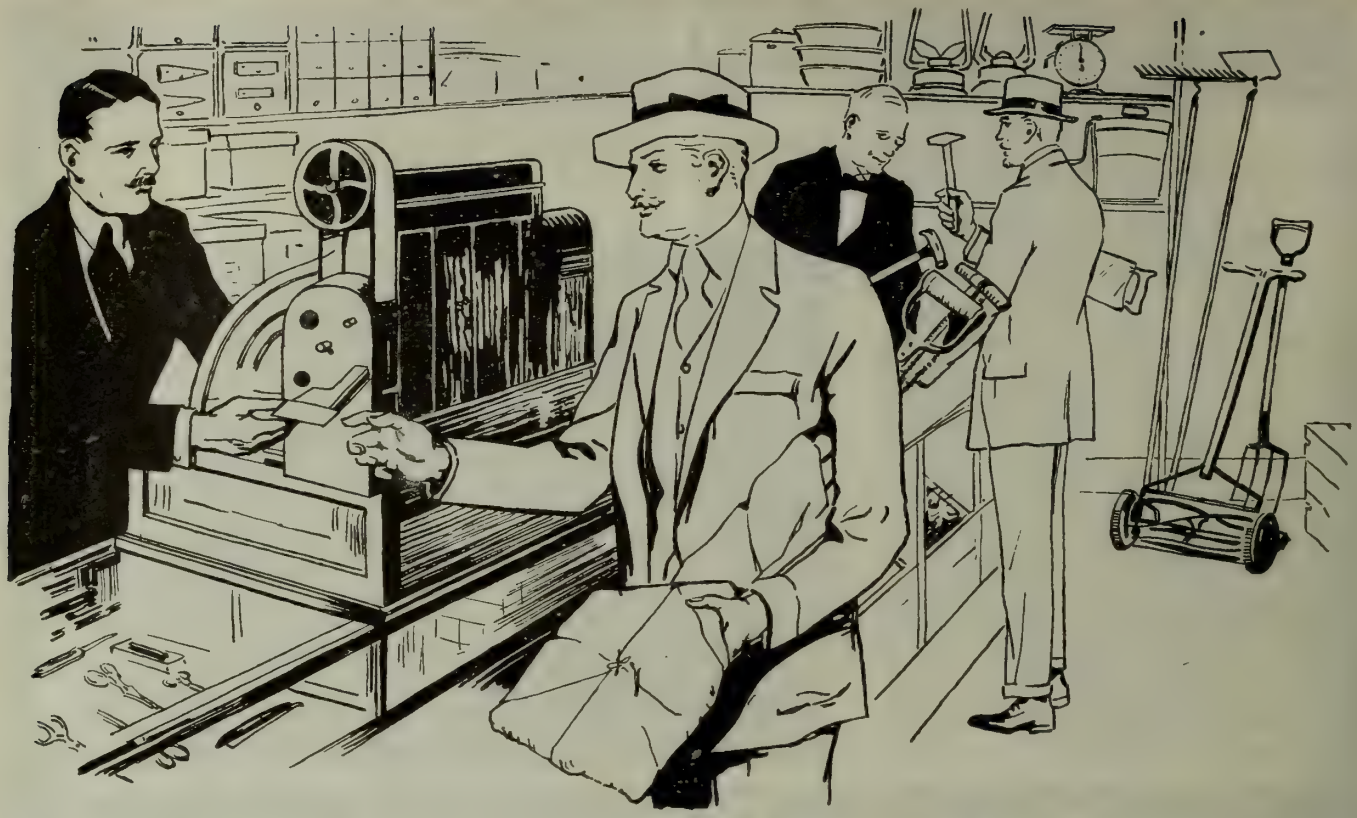
DAVIDSON'S
POPULAR
Premier Leader Range

is a range that is built to supply the demand of a high-grade steel range at a popular price.

It is just as fully guaranteed, as to its baking and economical operating qualities, as our higher priced ranges.

There is a "Premier" to meet every demand, whether for a steel or cast range, one fully dressed or strictly plain. The "Premier Leader" is made square or with reservoir.

The Thomas Davidson Mfg. Co.
Limited
Toronto Montreal Winnipeg



Handle all your cash and records by machinery

A National Cash Register system will take care of every detail of your store records. It will enable you to handle all your cash and records by machinery.

Every sale—cash or charge—is accurately recorded.

At the end of every day a glance at the register shows you the exact amount of your sales. The register also gives a printed record of every charge, received on account, or paid out transaction. It shows you how much cash should be in the drawer.

The N.C.R. system saves time, saves money and conserves labor. It stops store leaks. It makes you careful, and your employees careful.

National Cash Registers help merchants overcome war-time troubles

Department No. C13.

The National Cash Register Company, of Canada, Limited, Toronto, Ont.

Please give me full particulars about an N.C.R. system for a hardware store.

Name .....

Address .....

CANADA
FOUNDRIES & FORGINGS
LIMITED

Smart's Axes and Tools



Hammers
Hatchets
Sledges
Axes

Highest
Grade
Steel and
Workmanship

Write for special export catalogue
Export business given special attention

The James Smart Plant

Brockville, Ont. Winnipeg, Man.
5 State St., New York City



A and B Size
Correct Lamp Burner

BURNERS BURNERS BURNERS

"CORRECT" Lamp and Lantern Burners GIVE:—

25% to 50% More light than any other Burner manufactured.

WHITER and BETTER light.

And, mainly, they give SATISFACTION.

The Burner with the Patented FLAME SPREADER.

Every Hardware Merchant should carry them.



No. 2 Cold Blast
Correct Lantern Burner



Photo Reproduction
Illustrating Flame of B or No. 2
Correct Lamp Burner

Manufactured Only by

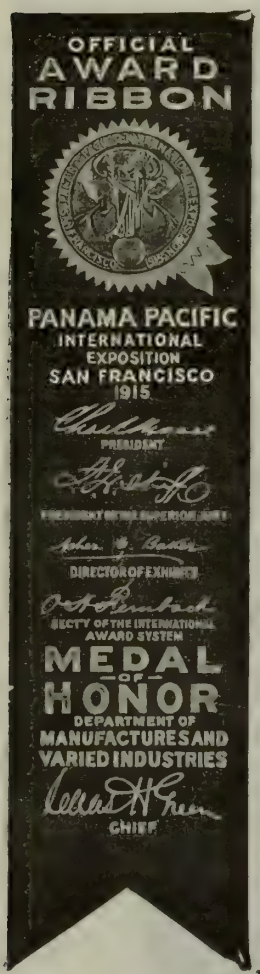
The SCHULTZ MFG. CO., Limited

HAMILTON, ONTARIO

Sold by all Wholesalers and Jobbers.
Give us your Wholesaler's name and we will send you a sample.



Photo Reproduction
Illustrating Flame of No. 2
Cold Blast Correct
Lantern Burner



TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



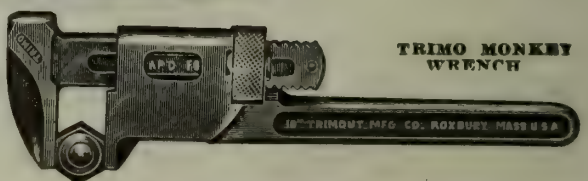
TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE



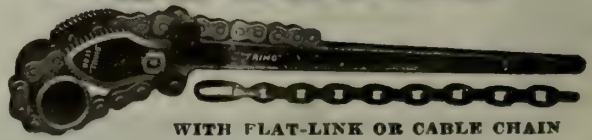
TRIMO PIPE CUTTER



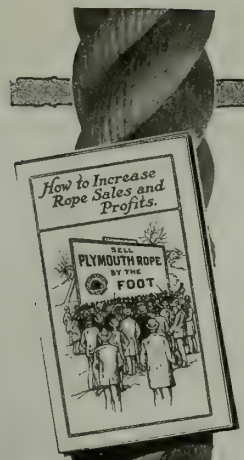
TRIMO MONKEY
WRENCH



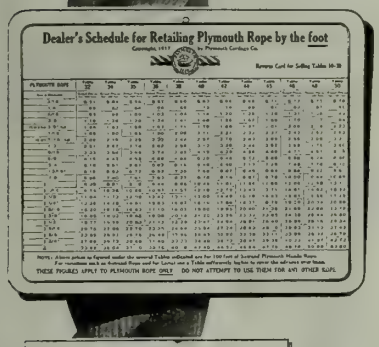
TRIMO CHAIN WRENCHES

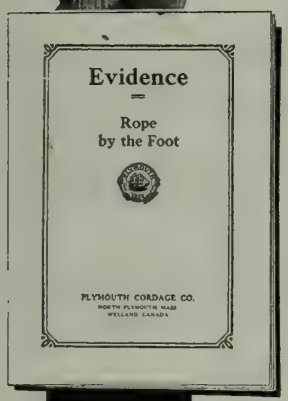


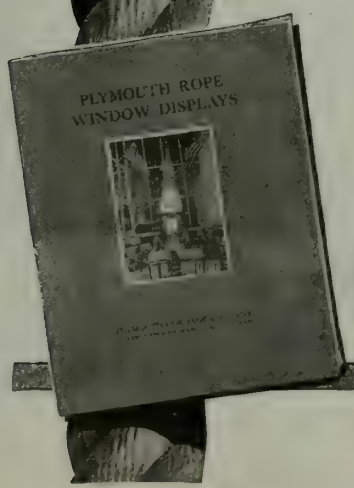
WITH FLAT-LINK OR CABLE CHAIN



Dealers are Helped to sell PLYMOUTH ROPE







THE PLYMOUTH Sales Service carefully used by the dealers influences the customer to purchase his first length of PLYMOUTH ROPE.

The quality of the rope itself persuades him to demand that his next rope be PLYMOUTH.

PLYMOUTH CORDAGE CO.
North Plymouth, Mass. Welland, Canada

INDEPENDENT CORDAGE CO., Ltd.
TORONTO, CANADA *Canadian Sales Agents*

NAILS

"From Ore to Finished Product"

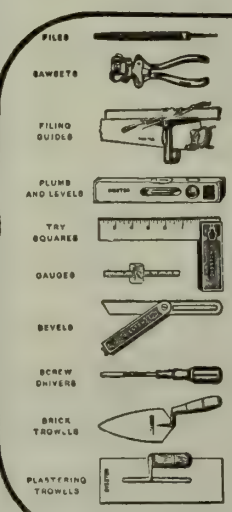
WIRE NAILS
All Standard and Special Gauges.

Dominion Iron & Steel Company, Ltd.

Sydney, N.S. **Montreal, Que.**

Nail Wire, Rivet Wire, Oiled and Annealed Wire, Galvanized Wires, Plain, Barbed and Coiled Spring.

WIRE



The
SAW or TOOL
with "DISSTON" on it
is Guaranteed
SUPERIOR in QUALITY and FINISH
to any saw or tool
without "DISSTON" on it.

"If you want a Saw or Tool it is best to get one with a name on it which has a reputation. A man who has made a reputation for his goods knows its value, as well as its cost, and will maintain it."



1840

Henry Disston

HENRY DISSTON & SONS, INC.

KEYSTONE SAW, TOOL STEEL AND FILE WORKS

TORONTO, - CANADA

PHILADELPHIA, U.S.A.



WELLS BROS. CO. of CANADA, Ltd.

Galt, Ontario

In the United States: The Greenfield Tap and Die Corporation



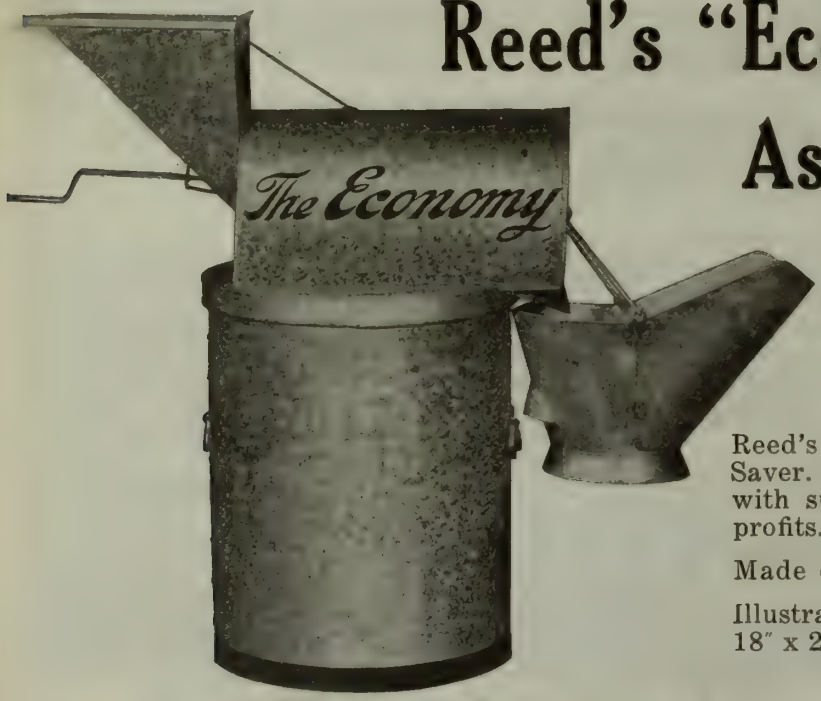
Our Years of Experience in Alloying Metals makes it Easier to Sell Hoyt Products

Under a perfect, smooth-working system entirely devoid of "red tape," we are giving manufacturing Canada the benefit of our years of experience in the alloying of metals.

We manufacture everything in **Babbitt, Bar and Wire Solder, Sheet Lead, Came Lead and Specialties, etc.**
Write and ask us to suggest a means of lining up business in these lines.

HOYT METAL CO., TORONTO

New York, N.Y. London, Eng. St. Louis, Mo.



Reed's "Economy" Rotary Ash Sifters

"Made Better so as to Sell Better!"

Reed's Economy Rotary Ash Sifter is a Money-Saver. There is an economy argument, together with superior features, that make for sales and profits.

Made of Heavy Galvanized Steel.

Illustration represents "The Economy" set up on 18" x 24" Style "C" Can.

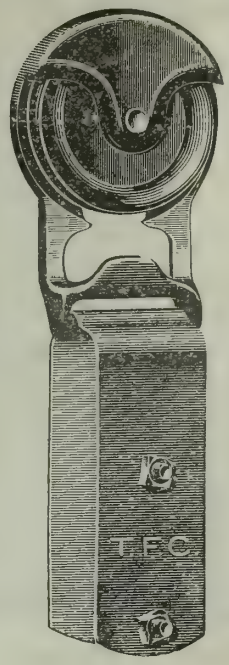
Send for Prices.

Geo. W. Reed & Co., Limited

Manufacturers

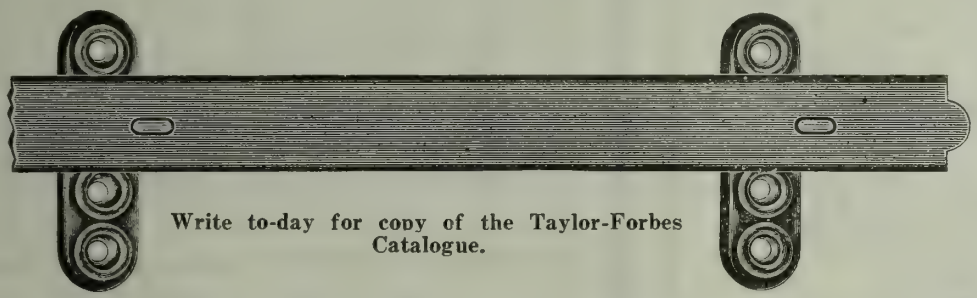
MONTREAL

The Perfect Hanger and Track "Milo"--Storm-proof and Wear-proof



New garages, stables and out-buildings or repairs to old ones is the custom of Mr. Average Auto Owner and Mr. Farm and Property Owner every Fall and Winter as soon as signs of inclement weather begin to show.

They'll need new Barn Door Hangers and will want the best for their money. "Milo" Barn Door Hangers and Tracks are storm proof and you can back every sale with the usual Taylor-Forbes guarantee of satisfaction.



Write to-day for copy of the Taylor-Forbes Catalogue.

TAYLOR-FORBES COMPANY, LIMITED

HEAD OFFICE AND WORKS: GUELPH, ONTARIO



Ward & Payne's W P Socket Firmer Chisel

This Socket Firmer Chisel is made without a weld, entirely of one piece of steel. It will stand more than ordinary heavy work, takes a keen edge and holds it, is nicely finished and of the usual *W. & P.* high quality.

W. & P. Anvil Brand Light-Edge Tools are recognized as dealers throughout the world.

CANADIAN REPRESENTATIVES:

ALEXANDER GIBB
St. Nicholas Bldg., Montreal

SHERMAN F. AINSLIE
Spadina Avenue - Toronto

ANTHONY FERGUSON, LTD.
Vancouver, B.C.

P⨯H

TRADE MARK

ONE of the largest buyers of tools in the Dominion said to us the other day, "After the war we shall sever many business connections we have been obliged to make in order to keep our stock in shape for our customers. The manufacturer who has in these past four years kept up the quality of his product in spite of the temptation to sacrifice quality for quantity output is the only man with whom we shall maintain business relations."

Which is sound "Hoss Sense"

Confidence is the basis of all trade, and a buyer can only place reliance on the product which has stood up under the war strain.

P.H. and Imperial Files have been and will be marketed solely on the basis of service.

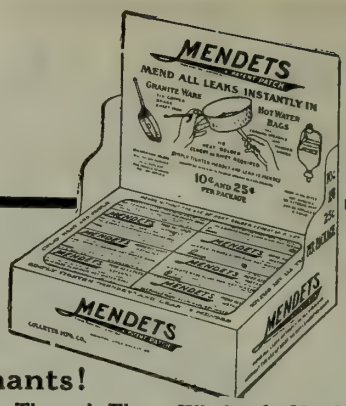
"THEY CUT FASTER AND WEAR LONGER"

Port Hope File Mfg. Co.
LIMITED
PORT HOPE - - ONTARIO

"Ask Your Jobber"

IMPERIAL

TRADE MARK



Merchants!

Order Through These Wholesale Hardware Houses

Below is a revised list of jobbers who handle Mendets, the famous quick and permanent kitchenware and utensil repair:
White, Ltd., Collingwood, Ont.; Wood, Vallance Ltd., Winnipeg, Man.; Wood, Alexander & James, Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Emmerson & Fisher Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; L. H. Hebert & Co., Montreal, Que.; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal; A. Chown & Co., Kingston; The Gray-Harvey Co., Ltd., Ottawa, Ont.; H. S. Howland, Sons & Co., Toronto; Revillon Wholesale, Ltd., Edmonton, Alta.; W. B. Dalton & Sons, Kingston, Ont.; Lewis Bros., Montreal, Que.; The Kennedy Hardware Co., Ltd., Toronto, Ont.; F. R. Murray Co., Ltd., Vancouver; Kingan Hardware Co., Ltd., Peterborough; Sumner Co., Ltd., Moncton, N.B.; Cunningham Hardware Co., New Westminster; T. McAvity & Sons, Ltd., St. John, N.B.

COLLETTE MFG. COMPANY, Collingwood, Ont., Canada



Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO



Buy Victory Bonds

It is *a Safe* and *Profitable* investment,
so is Arctic Metal.

Tallman Brass & Metal Limited
HAMILTON, ONT.

"HERCULES" SASH CORD

Has a reputation in the Canadian market, thoroughly established for the last eighteen years.

Compares in quality with the best imported brands, but is considerably lower in price.

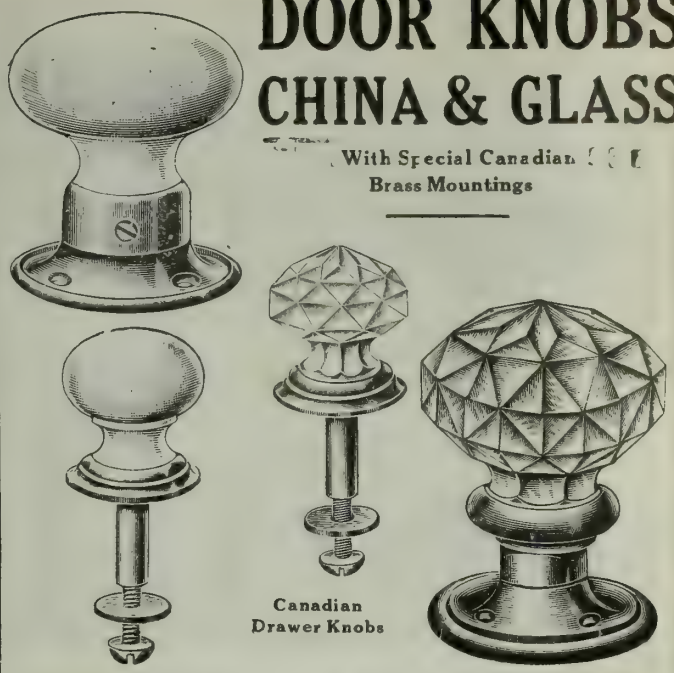
Tests made by Strength of Materials Laboratory (University of Toronto) prove our claims as to quality.

All wholesale hardware dealers carry Hercules Sash Cord.

Manufactured in Canada

DOOR KNOBS
CHINA & GLASS

With Special Canadian Brass Mountings



Canadian Drawer Knobs

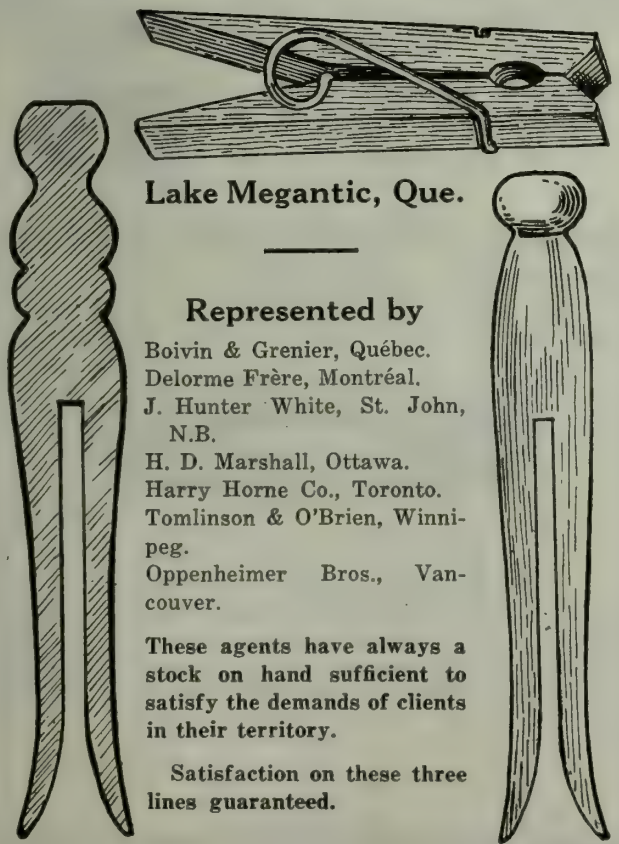
JAMES **CARTLAND** & SON, LTD.

BIRMINGHAM, ENGLAND

Canadian Representative | GEO. H. SMITH 39 Adelaide St. W., TORONTO

The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Represented by

Boivin & Grenier, Québec.
Delorme Frère, Montréal.
J. Hunter White, St. John, N.B.
H. D. Marshall, Ottawa.
Harry Horne Co., Toronto.
Tomlinson & O'Brien, Winnipeg.
Oppenheimer Bros., Vancouver.

These agents have always a stock on hand sufficient to satisfy the demands of clients in their territory.

Satisfaction on these three lines guaranteed.

Pumps that Carry Good-Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.



Every pump sold stays sold—gives the dealer no trouble.

They are metal — hand-fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

WRITE

The R. McDougall Co.

LIMITED

GALT, CANADA



THE NECESSITY IS TO ORDER NOW!

The tip is: order measures and funnels **now** and be sure of getting delivery when required in the spring.

Made of very strong tin and are heavily copper-plated, lacquered and stamped by the government inspector, measures in plain and combination, the funnels in round and oval styles. We turn out the best product in this line in the country and know that there is all kinds of business waiting for the dealer that sells them.

The Wentworth Manufacturing Co.
HAMILTON, ONTARIO

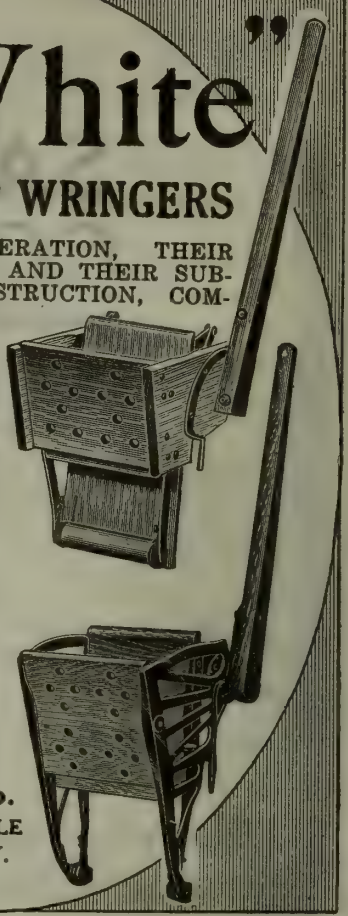
"White"

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.
FULTONVILLE
N.Y.

Buy Victory Bonds

NOW is the Time to Think it Over---
Don't Wait for the Other Fellow

Our Boys "Over There"

ARE

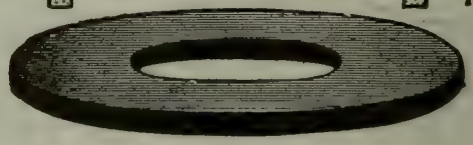
DOING IT NOW

WALTER WOODS & CO.
Hamilton and Winnipeg

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

Neōlin Half Soles

A New Stimulus for Your Business

NEOLIN Soles have been a sensational success. Everybody in Canada has heard or read about them. Thousands of folks have worn them—and like them. Over 400 shoe manufacturers are putting Neōlin Soles on their product.

Now we announce a new feature—Neōlin Half-Soles.

A big advertising campaign in the newspapers and farm papers has been launched to sell this new economy of Neōlin Half-Soles.

You can cash in on this campaign. There are scores of your customers who do the shoe-mending for the whole family. There are other customers who will be "sold" on the idea of re-soling their shoes at home.

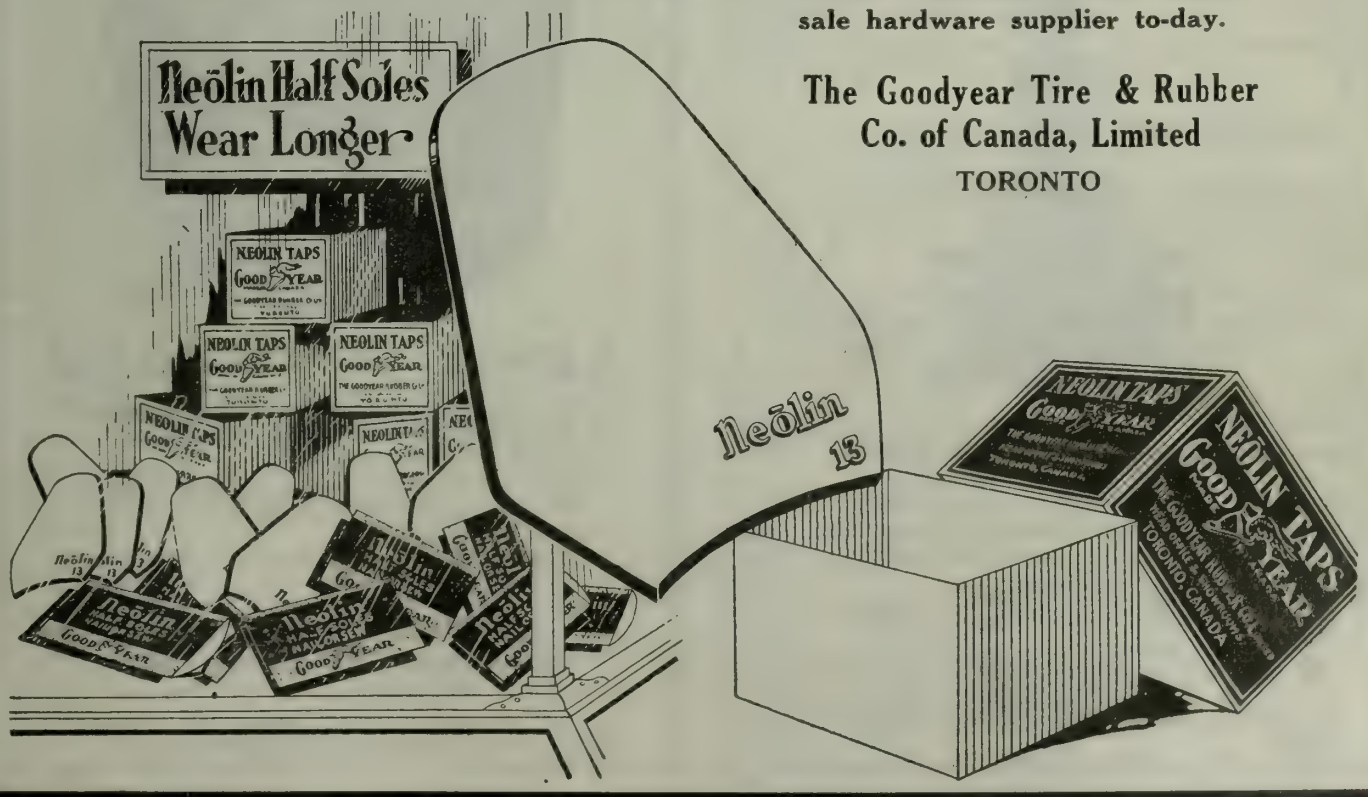
A carton of Neōlin Half-Soles displayed on your counter or in your window will give a new stimulus to your trade. Not only will you sell lots of Neōlin Half-Soles, but you also sell shoe repair outfits, tools, and many other profit-bearing items in your stock.

Make a drive on Neōlin Half-Sole business.

Cartons contain a dozen assorted sizes.

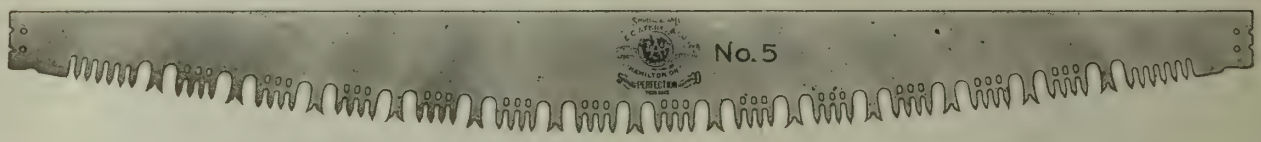
Send an order to your wholesale hardware supplier to-day.

The Goodyear Tire & Rubber Co. of Canada, Limited
TORONTO



ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger profit*. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

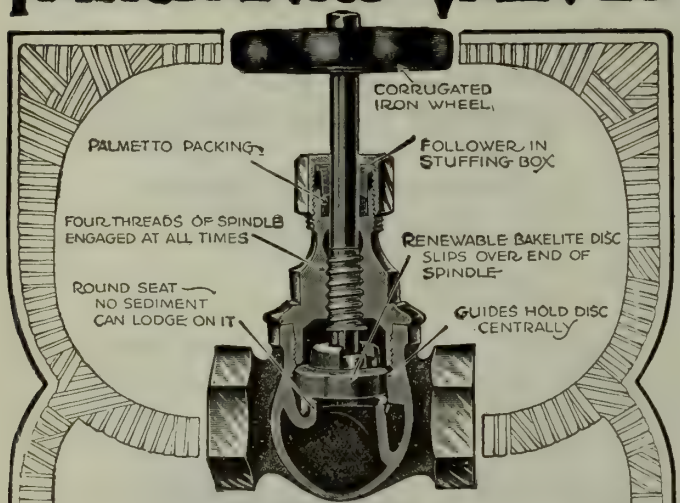
Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary Vancouver, Victoria.





Again in Demand

The wooden tub is back—the high cost of the metal tub is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue.

The Wm. Cane & Sons Company, Ltd

Manufacturers **NEWMARKET, ONTARIO**

In Open Competition with the World— The Growth of our Business is Unparalleled!



"There's a Reason!"

The Best Twine is always the cheapest. Poor Twine is dear at any price.

Brantford Twines are popular in Great Britain, France, United States, South America and other foreign countries, increasingly large quantities being exported annually.

Right quality, courteous treatment and prompt shipments give Brantford customers every confidence and advantage.

Be a Brantford Dealer.

The Brantford Cordage Company, Limited, Brantford, Ontario

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

Furriers to
H. M. King George V
BY APPOINTMENT

Superior Quality Raccoon Coats

in a tremendous selection

Made of carefully selected full furred pelts, these coats are finished in the typical Holt, Renfrew way.

Light in Weight---Soft---Well Fitting

While there are both cheap and expensive coats, we pay particular attention to the moderately priced.

Select one now while choice is complete

Holt, Renfrew & Co.

Department "K" - *Limited* - Quebec City

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

WHY have our sales increased 200% over last year?

BECAUSE our prices, quality equal, are 10% lower than others

OUR GRADES

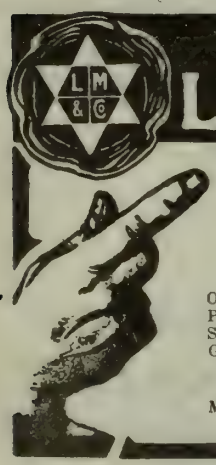
Colored---1B, 1A, 7, 1, 5

White---Jap, XC, X, XX, XXX

ACME WASTE MFG. CO.
LIMITED
482 WELLINGTON ST. W., TORONTO
5 Queen Street, Montreal 1206 McArthur Bldg., Winnipeg

C. KLOEPFER, LIMITED
Edward Halloran, General Manager
44-50 Wellington Street East, TORONTO
And at Guelph

IRON and STEEL
HEAVY HARDWARE
AUTOMOBILE ACCESSORIES



GERMANTOWN LAMPBLACK

THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA
Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.
THE L. MARTIN CO.
Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.



BOLTS

Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers,** assures quickly filled orders and prompt shipment. **Our quality and price please everybody.**

LONDON BOLT & HINGE WORKS
LONDON, CANADA

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY



LACE LEATHER
in
Sides, Backs and Cut;
Raw-Hide and Tanned
W. TAYLOR
TANNER
PARRY SOUND, ONT.

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.

CHESTER, CONN., U.S.A.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that thi exact mark is on each blade

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

BRANTFORD

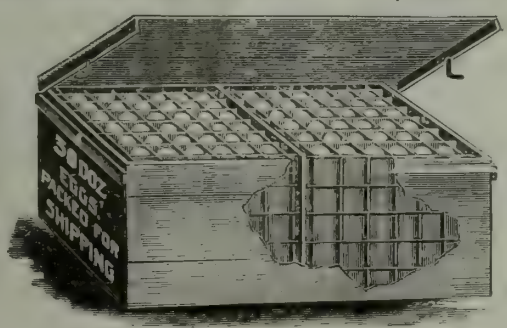
The Superior All Round

GLUE

You'll find that Glue sold in packages meets with much favor with the consumer—that's "Brantford" Glue. Very economical. Put up in ¼, ½ and 1 lb. packages. Buy from your jobber.

CANADA GLUE CO., Limited - - Brantford, Ontario.

THE MILLER BROS. CO., LIMITED



Manufacturers of

White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, - MONTREAL, CANADA



Have You Figured It Out In This Way?

They would be enabled to remain with customers to wrap parcels, or perform other important duties, while change is being made and returned, which is just so much time gained, if otherwise they have to leave for change. A time-saver—is it not?

To be continued in our next advertisement.

P.S.—Bear in mind the double check which our service affords against errors, viz., through the cashier and salesmen checking one another.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach St., Toronto, Can.

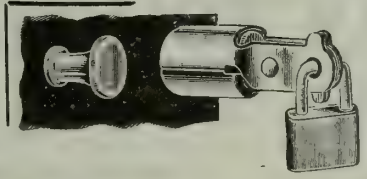
BUY VICTORY BONDS.

Brass Valves

All Lines
At All Times

NATIONAL BRASS, LIMITED

LONDON - CANADA



Sell this Vest Pocket Lock for Chevrolet Cars

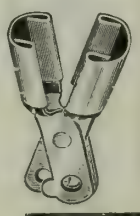
Every Chevrolet owner will want this lock. Easy and simple to operate. Inexpensive.

Dealers, write us.

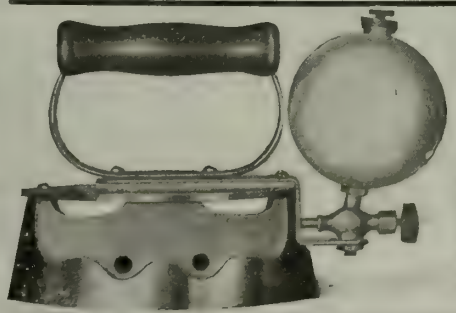
Manufactured by

HOMER & WILSON

1-5 Lancaster Street, HAMILTON



Big Spring and Summer Seller



Every housekeeper — city or country—a likely purchaser of the

"Comfort" Iron

Makes its own gas, two-pointed, self-heating, self-cleaning. Operates easily at low cost. Looks good and makes good, guaranteed. Sells fast.

Ask your jobber for particulars or write direct.

Dept. 16.

National Stamping and Electric Works

410-424 S. Clinton St. - - Chicago, Ill.

EVEREADY DAYLO

We Are The Leading Distributors

and Make Immediate Shipments from Our Complete Stock

MAIL US YOUR ORDERS OR WRITE FOR CATALOG

Our reputation has been won by our efficient service

EVEREADY DAYLO

SPIELMAN AGENCIES, Reg'd, Read Bld., 45 St. Alexander Street, MONTREAL

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED

Manufacturers of all kinds of Building Paper, Pitch and Coal Tar

MONTREAL



THE PROGRESSIVE MANUFACTURING CO.

Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL



The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

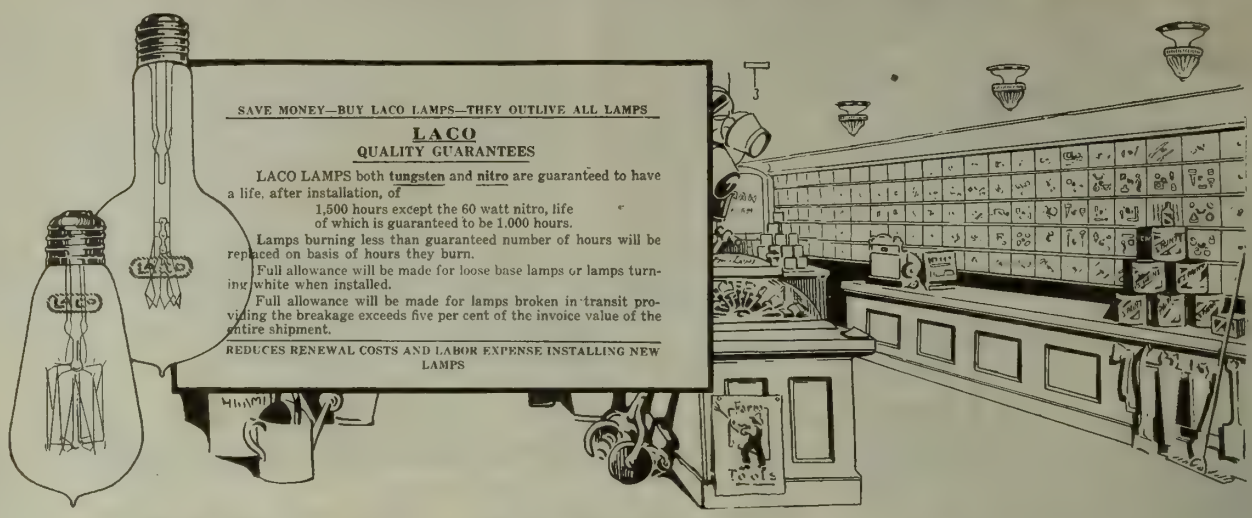
Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.


Keep them
In Sight ¬
Keep your profits going up
by keeping DAYLO in sight
THE eye is the quickest way to the customer's purse. Put in the complete EVEREADY line, keep displaying and pushing it the same as the biggest stores are doing. Use the window display material which we will furnish and thereby keep your share of the profits coming *your* way.
And remember that the profits do not end with your DAYLO sales. They are cumulative. Each sale is but the start of a growing, permanent business. Each DAYLO sold attracts further profits through repeat sales of EVEREADY Tungsten Batteries and EVEREADY Mazda Bulbs.
The wide variety of styles and prices enables you to offer a DAYLO for any use and any purse.
CANADIAN NATIONAL CARBON CO.
Toronto LIMITED Canada
EVEREADY
DAYLO



What the Guarantee Behind Laco Lamps Means to the Retailer

Our name and reputation back of every lamp you sell—the assurance that we will not risk "falling down" in the smallest degree.

Our promise to stand behind every replacement you make, based on our guarantee.

It proves the confidence we have in Laco Lamps.

It shows our belief that your **replacement troubles will be few and far between.**

Makes sales easier — Your clerks speak with greater assurance when backed by the manufacturer's absolute, definite guarantee.

Adds to your prestige and makes increased business—for one satisfied customer tells others.

It is the Most Liberal and Helpful Guarantee Given on Lamps

Increased knowledge of the Laco guarantee, through extensive newspaper advertising, is teaching the public to be satisfied with no lamp that falls below the Laco standard, and is turning trade to the merchants who stock

LACO LAMPS

Full Information on Request—Write for Our Proposition

Canadian Laco-Philips Co., Limited

Montreal Toronto Winnipeg Vancouver

Any four watches can be displayed in this case—the price tickets are interchangeable. It displays the watches attractively and shows the prices of them plainly. There is a compartment for storing extra watches.



Made of metal—finished in a beautiful dark brown — with glass sides and top. This is indeed a handsome display case as well as a splendid silent salesman. The tray on which the watches are displayed is removable and the case can be locked.

MAKING EXTRA SALES

Suggestion sales are one of the easiest and most inexpensive methods you can employ to increase your profits. Dozens of men come into your store every day with their minds made up to make certain purchases. If they buy only what they come in to get, you lose profits that should be yours.

Put this display case on your counter and it will remind your customers to buy an Ingersoll Watch and make many extra sales for you. Your customers, carpenters, plumbers, skilled workmen in all trades, are the very class of people who buy them.

This Display Case at Half the Actual Cost

With the following assortment of four fast selling Ingersolls we will send you one of these display cases at half the actual cost. It costs us $1.00 in very large quantities, but with this assortment you can have one for 50c.

Here is the Special Assortment

You get—	Sell for
4 Maple Leaf—The watch that everybody knows	$2.00 each
3 Radiolite—The watch that tells the time in the dark	3.00 each
3 Triumph—A dependable and good-looking time piece	2.50 each
2 Waterbury—12 size—jewelled—and unusually sturdy	4.50 each

This Completed Assortment Costs You $22.05 and Sells for $33.50

Robt. H. Ingersoll & Bro.,
128 Bleury Street, Montreal, P.Q.
Send me:

—special assortments with show case at half cost.

—materials for window display.

Also send me the following extra watches:

.....

.....

Name .....

City ..... Province .....

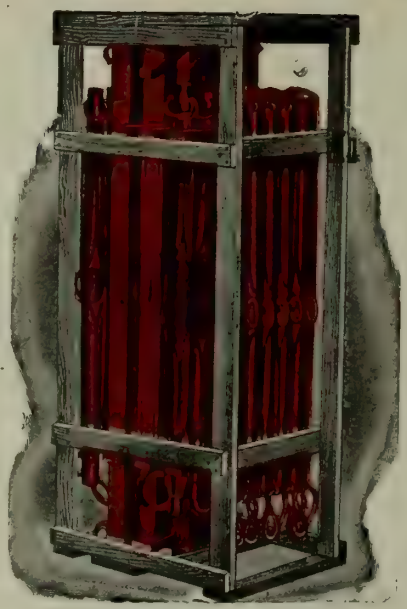
The Best Season

of the year for the sale of Ingersolls is just starting. Ingersoll watches have always been one of the most popular of Christmas gifts. Get your share of this extra holiday profit. Order this assortment to-day.

With your order for 2 assortments we will also send you material for a corking good window display—a display that will bring people into your store for Ingersoll Watches and other things, too.

Westwo

It Pays The Dealer To Buy Wagon Sets In Crates



The price per set is very slightly more than where shipped loose — while the crated sets reach the customer in as good shape as when they leave the factory.

Westwo products are made from the best selected hickory and oak. Irons used are the best manufactured in Canada. Painted and striped — they look better and last longer.

No Bruised Woods
No Marred Finish

All Sets Guaranteed
Defective Parts Replaced

Goods Represent The Highest Quality

Westwo goods represent the highest quality. Every piece backed by the manufacturer's guarantee. You will have requests for these goods. Write your dealer to-day for illustrated folder and catalogue. If he does not handle, write us direct.

West-Woods Limited

Winnipeg

"Member Audit Bureau Circulations."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, NOVEMBER 2, 1918 No. 44

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, NOVEMBER 2, 1918 44

Cutting Out Unnecessary Credits

What Hardwaremen Are Doing to Eliminate a Trouble That Has Caused Retailers All Over the Country Losses, Worry and Much Inconvenience — Letters From Firms Now Operating on Cash Basis Tell of Good Results Obtained

REALIZING that business conditions at the present time are such that limitation of all unnecessary credit is not only advisable but imperative, many hardwaremen have been adopting the cash basis plan. There are some accounts which, as pointed out in HARDWARE AND METAL at various times, cannot be put on a strictly cash basis, but there is no excuse for hardwaremen and other retailers having to suffer heavy losses or unnecessary delays in getting in their money at a time when there never was so much cash in the country. Every man, woman or child who can work has been able to work all the time he or she wanted to and get a rate per hour for their efforts that not long ago would have been regarded as extreme.

Worst Offenders

It would appear from what hardwaremen state that in most districts the farmers are the worst offenders in regard to asking for credit. Recently some decidedly interesting figures have become available that indicate in no uncertain manner the condition of the average farmer's bank account.

The fall fairs are events to which the farmer and his family always look forward. No matter what else he may miss the farmer will not willingly miss the district fair. This fall more than one bank manager and more than one secretary treasurer of country fairs was astonished at the number of large bank notes which were taken in at the ticket offices. It is not so very long ago that the "quarter" required for admission was in ninety-nine cases out of a hundred tendered in silver, not infrequently in small silver. The children would often hand over a string of coppers that had been carefully counted and more carefully saved.

Change Takes Place

Proceedings of this kind are now out of date if happenings at fairs this year are to be taken as any guide. The currency which many of the ticket sellers were called on to handle was not "quarters" but "five spots" and "ten spots." One ticket taker who took $150 in silver with him to meet his needs in making change had to send back for bills. At the end of the day when the crowd was all in, its contribution was a big pile of bills, and the ticket taker reported that throughout the whole day he had only received about $2 in silver from people going in. He also reported that country boys and girls frequently came to him with bills wanting him to change them so that they could buy various fair trinkets, candy, or other things that took their eye.

It is stated that at the fairs this year more autos were in evidence than ever before. Practically every one of them was owned by farmers, who drove in with their families for the show. Buying an auto is unquestionably good business for any farmer, but when whole communities of farmers buy them it shows one thing above everything else, and that is that those farmers are prosperous.

There is another indication of who has the money also. Tax collectors in the country districts say that good crops and good prices are reflected in the way taxes are streaming in this fall. Taxes are one thing that the farmer always hates to pay, and most of them put off paying to the very last minute. Imagine the surprise of one collector when a farmer came to his house before the tax notice was sent out and said he wanted to settle up. The same tax collector says that this fall he has found money more plentiful than in any of the fourteen years he has been on the job.

"In the first two days," he said, "I got more money than I would often get on my entire rounds."

Seems a Paradox

It seems an unaccountable trait of human nature that a great many of these people with plenty of money, good bank accounts, and prosperity on every hand would still have nerve enough to walk into the store of a hardware man and, after making purchases, ask the hardware man to wait for his money. Yet that is what is being done, not only in one case, but in hundreds, according to hardwaremen. The hardwaremen have learned by experience in the past that waiting often means weeks or months. While he is waiting he is put to the annoyance of trying to finance his business on money he needs and is entitled to. He is put to the trouble of either writing for it or asking for it eventually, which puts him in a position that is not always pleasing, and in which he need not be put if he would take the necessary stand and simply do business in a business-like way.

Many hardwaremen are realizing that they should regulate any credit business that is done in their stores. They are profiting by the good results that have

Macpherson's Hardware Store

BUSINESS ON A NEW BASIS

Announcement.

Present trade conditions make it absolutely necessary to make some changes in existing methods of doing business. Manufacturers and Wholesale Dealers have realized this, and in consequence have so shortened credit terms, that in order to purchase goods in the right markets and at right prices, settlements must now be made upon a cash basis. Then again, the high prices of goods now prevailing means a much larger investment of capital, and in an effort to keep prices within bounds the percentage of profit now obtained is materially reduced when compared with profits obtained under normal conditions before the war, and in face of this reduction in profits, the overhead expenses of doing business has increased.

In any healthy retail business the stock should be turned over at least three times per year, so it is self evident that stocks of today are to all intents and purposes, purchased in the high markets prevailing during the past year, and with few exceptions any additional profits which might be made on goods bought when prices were lower, and sold on a basis of present costs, are a thing of the past.

During the past four years I can honestly say that no excessive profits have been taken in my business, and I am firmly convinced that the same can be said of the other retail merchants in our town.

After a most careful study of the situation and with a firm conviction that the necessity for credit no longer exists, I wish to announce that after November 1st, my business will be conducted on a CASH basis. Monthly account terms will, as usual, be given to Factories, Contractors and Customers building or painting houses, or making electrical installations. Goods ordered by phone or letter will be due at end of month in which ordered. Settlements of Monthly accounts to be made by 10th of month following purchase.

I trust that my customers and the public in general will appreciate the fact that I am taking this step in an endeavor to give them better prices and better service than would be possible under other conditions, and would solicit a continuance of the splendid patronage accorded me in past years.

W. F. MACPHERSON.

Macpherson's Hardware Store

Reproduction of advertisement recently inserted by leading Prescott hardware merchant.

SUNDAY SELLING OF GASOLINE ILLEGAL

"SUNDAY selling of gasoline is contrary to law," is the official warning issued at Ottawa. The Fuel Controller has been informed that since the removal of the ban on Sunday motoring some dealers have assumed that they could sell gasoline on that day. This is a mistaken impression. The regulation states that the retail sale of gasoline on Sunday is prohibited. That regulation is still in force, the only exception that has been made being in cases where doctors have unexpectedly run short of gasoline supplies on Sunday during the influenza epidemic. The Fuel Controller announced that no action would be taken by him against dealers who supply gasoline in such emergency cases, but no other sales of gasoline on Sundays are permitted.

WOULD PLACE BAN ON GERMAN MADE TOYS

IMMEDIATE passage by Congress of a law prohibiting the landing at American ports of German-made toys and other German-made merchandise "until the central empires have submitted to an allied peace," was urged in a resolution adopted at a convention in New York of the Toy-Makers' Association of America. Many of the manufacturers want German-made goods banned altogether.

STOVE MANUFACTURERS ARE FEELING THE PINCH

STOVE manufacturers are facing a serious problem as a result of their inability to get supplies, especially sheets. Recent appeals to the War Board at Washington were unsatisfactory. There seems to be a feeling that Canadian stove makers, in view of the need of materials for war needs have been using up too much steel in "frills." Now the attitude of the War Board at Washington is that only essentials can be considered and that absolutely no materials will be given out for stoves or any other articles unless the applicants can show exceptionally good reasons why the proposed work cannot wait until the war needs are supplied. This may result in many stove makers having to standardize a great deal more than they have done. In view of the tremendous demands for steel and the inability of the huge American mills to handle anything like the orders that are steadily piling up it does not look as if there was any relief in sight for those requiring sheets for some time.

GRANTING PRIORITIES WILL NOT HELP SHORTAGE

THE situation in regard to steel is being watched by manufacturers all over the country with the keenest interest and developments that will affect the future are expected in Washington. It is rumored that the United States is considering granting priorities for steel to Belgium and France to aid those countries in reconstruction work and help them get back as quickly as possible in a position where they can take care of themselves to a large extent. Unless Belgium and France get help of this kind from outside sources it would take them many years to get on a footing even approaching the pre-war period. Even with the gigantic steel production in the United States priorities of this kind would be felt in shortages in many lines for some time. It would mean that many American firms and many Canadian firms would get greatly reduced supplies. So much work is being held up now in the United States and Canada because supplies are unavailable that it will take the mills a long time to catch up, leaving the needs of Belgium and France out of the question. In addition to all this there is the shortage that needs filling in other countries. This amounts to many million tons. England will not be able, it is estimated, to give much help to France or Belgium as she will have too much to do to look after her own requirements. Altogether the steel situation just now is such that even those in closest touch with it do not care to venture predictions as to what may happen.

BIG TURPENTINE SALES TO BRITISH INTERESTS

REPORTS just in from the Southern States show that peace talk is being followed with keen interest as a return to normal conditions means much to the turpentine and resin producers. The opinion generally prevails that it will be among the first to feel the effect of improved demand from foreign sources when some of the restraints on international commerce are removed.

A report from Savannah says: "During the week it is reported there were substantial sales of turpentine in tanks to English interests, with further inquiries as to room available or offerings already in tanks. The extent to which the present stocks of rosins are held for British or other foreign interests is not known, but there is reason to believe that supplies so carried are not heavy enough to preclude decided activity the moment it is evident that better facilities for a movement abroad are to be had. Indeed, it would not be surprising to see considerable rosins now carried by American dealers changing hands in the near future if the English interests are willing to pay a sufficient bonus for select lines. The dearth of supplies of both rosins and turpentine not only in the United Kingdom but in Italy, Netherlands and the Scandinavian countries, as well as among the minor consuming and distributing centers, can mean but one thing in the comparatively near future, and that is a demand in the markets of this country considerably in excess of any fresh supplies, current or prospective."

NEW ZEALAND WANTS CANADIAN HARDWARE

WRITING from Auckland, New Zealand, Consul-General Alfred A. Winslow says: "There is a very great shortage in New Zealand of all lines of hardware. Within the last few days there has been a jump of $24.33 per ton in the price of wire nails that sold previous to the war at 5 cents per pound or 5 pounds for 24 cents, while 1-inch nails are now worth 14 cents per pound and 2-inch nails 18 cents per pound.

"The pre-war price of corrugated iron was $87.60 per ton, and now this iron is selling at $389.32 to $437.98 per ton, and almost impossible to obtain at these figures.

"Ordinary 2-inch wire netting that sold prior to the war at $1.82 per roll of 50 yards now sells at $8.15 per roll. All tools have increased in price from 300 to 400 per cent., and are difficult to procure at that. Household hardware such as pots and

pans has increased in price about 200 per cent. and enamelware in the same proportion."

SHEFFIELD TO CONTROL STAINLESS STEEL TRADE

THE Firth-Brearley Stainless Steel Syndicate (Lim.), of Norfolk Works, Sheffield, which was established to work the foreign patents granted to Mr. Harry Brearley for stainless steel and articles made from stainless steel, has secured patent rights in the United States, Canada, France, Italy, Japan, Spain, Argentina, and Brazil, and many others are pending. The Japanese patents have been sold to the Kawasaki Dockyard and Shipbuilding Co., and the United States patents, linked with other correlated patents, have been disposed of to the American Stainless Steel Co., in which the Firth-Brearley Syndicate is a large shareholder. The American company, like the Syndicate, is not a manufacturing concern, its function being to grant licenses to manufacturers to make stainless steel under royalty, and the Sheffield syndicate is associated in the American company with powerful steel interests such as the Bethlehem Steel Co., the Crucible Steel Co., the Carpenter Steel Co., the Firth-Sterling Steel Co., the Washington Steel and Ordnance Co., and Haynes & Son.

So far as America is concerned, the parent syndicate will act as agents in Britain for the American company and grant licenses to export stainless cutlery and stainless steel in other forms, and as similar arrangements will be made with other countries the Sheffield cutler will find no market closed against him.

The Syndicate proposes to safeguard the interests of the Sheffield cutlers by ensuring that the right to export stainless cutlery shall be reserved for them no matter what arrangements are made otherwise for working foreign patents.

WAR BOARD MODIFIES AUTO IMPORT RULING

AN important ruling just issued by the Canadian War Trade Board modifies the order issued on June 3 in regard to the import licenses for automobile bodies and chassis.

By the order-in-council of June 3 the importation of automobiles valued at $1,200 and upwards at place of manufacture was prohibited except under license by the War Trade Board. A memorandum of the department, issued September 17, declared that this prohibition also applied to the bodies and chassis of automobiles when the body or chassis, together with the usual parts required to complete the automobile, amounted to $1,200 or upwards, f.o.b. at place of export.

Regarding these restrictions on the importation of automobiles, bodies and chassis, the War Trade Board has decided that where an automobile is for use on a chassis imported into Canada prior to June 16, 1918, upon proper evidence being submitted of the facts, license for importation will be recommended.

Furthermore, the War Trade Board will be disposed to recommend import license for bodies or other parts of cars not obtainable in Canada, which are an essential requirement for the production of automobiles by bona fide manufacturers of automobiles in Canada.

HOT FIGHT ON OVER HIGHER PHONE RATES

IT looks as if the Bell Telephone Company in its effort to increase its rates has stirred up a real hornets' nest. Toronto took the lead in the fight against the proposed increase and municipalities all over the country are lending their aid to prevent higher telephone rates becoming effective. Some of them are going even further. They propose to make big increases in the company's taxes. London, Ont., for instance has asked Toronto, Hamilton, Windsor and other municipalities to support a movement to compel the Bell Telephone Company to pay a tax of $25 per pole a quarter and $25 a quarter per hundred feet for conduits. This is rather a boomerang as far as the telephone company is concerned and may be as far as London is concerned a measure designed to compensate for alleged damages done to streets by the telephone company. It is stated that many of the business men all over the country are joining in the fight against the Bell Company's appeal for higher rates and that strong representations will be made to Ottawa urging that no action be taken. The question of the service the telephone company has been rendering will it is stated figure largely in the arguments to be advanced and also its treatment of employees.

HARDWARE EXPORTS TO SOUTH AFRICA INCREASE

A REPORT just issued by the British Commissioner in South Africa says in part:

"Canada has shown considerable expansion in her exports of hardware to South Africa. Since 1914 she has taken rank as a regular and considerable supplier of bar iron, bolts and nuts, wheelbarows, enamelled ware, cutlery, fencing wire and material, horseshoes, nails and screws, baling wire, pipes and piping, and galvanized iron. Canada also supplied shovels to the value of £16,000 out of £22,000, and one-fifth of the picks, in addition to agricultural implements and tools to the value of £369,000, and agricultural machinery to the value of £67,000. The American share of implements, however, is very much larger, being more than half the total. Sweden has increased her trade in cutlery, enamelled ware, lamps, and machinery, and Switzerland in high-lift pumps. From Japan have come cheap cutlery, brass manufactures, cordage, electrical fittings, and enamelled ware in increased quantities; whilst an agency has been established in the hands of a Johannesburg firm for electric cable and wire, although the import statistics for 1917 do not record any shipments as having arrived."

NEW RULING GOVERNS SECOND-HAND STEEL

THE United States War Trade Board announces, in a new ruling that on and after November 1, 1918, all applicants for licenses to export second-hand articles composed of iron or steel will be required to state on Form X that the commodity to be exported is "second-hand." Failure on the part of the applicant to describe second-hand material as such will be regarded as an inaccurate description of the goods, and the applicant will be subject to the prescribed penalty therefor.

339 Sizes of Oil Stoves Cut Out

Latest Order of American War Board Aimed to Save Large Quantities of Iron, Steel, Aluminum and Brass For War Needs—Canadian Firms Seeking Supplies at Washington Get Little Satisfaction

THE new schedule issued by the United States War Industries Board for makers of oil burning stoves and heaters indicates that a saving in the oil-stove industry of at least 25 per cent. in the quantity of iron, steel and other metals and of between 40,000 and 50,000 pounds of aluminum will be effected by a conservation program.

Under the schedule prepared by the Conservation Division of the War Industries Board with representatives of the industry, there will be an elimination of 339 sizes and styles of oil stoves, heaters and ovens and of 127 sizes and styles of gasoline stoves and heaters. The saving in aluminum will result through the substitution of zinc for aluminum for name plates.

Changes in Parts

The finish of all stoves or heaters is to be plain Japan or Japan enamel, or vitreous enamel, without nickel trim, and the use of nickel is to be eliminated. Use of brass in the manufacture of stoves or heaters is to be confined to the burner parts.

The Conservation Division has been introducing conservation programs in many industries with the purpose of simplifying products, conserving material, and labor and releasing capital through reduction of unnecessarily large manufacturers' and dealers' stocks.

Manufacturers' Schedule

Following is the schedule for manufacture of kerosene oil cooking stoves, gasoline cooking stoves, kerosene oil heaters, portable oil stove ovens, kerosene oil-burning water heaters, and gasoline-burning water heaters:

1. All articles that are to be eliminated but which are now in the process of manufacture or are completed and in stock, may be sold, but no more material for any of these articles is to be purchased, except to balance up stocks on hand and their manufacture is to be discontinued entirely, February 1, 1918.

Class A—Kerosene-Oil Cooking Stoves

2. Sizes.—Each manufacturer to restrict his output of kerosene oil cooking stoves to the following styles and sizes:

(a) Small one-burner size in one style employing the minimum of steel.

(b) Two-burner size in one style without built-in oven.

(c) Three-burner size in one style without built-in oven or one size of range stove with built-in oven, but not both.

(d) Four-burner size in one style without built-in oven.

3. Warming shelves.—Each manufacturer to restrict his output of warming shelves to two sizes in one model, as follows:

(a) For three-burner stove.

(b) For four-burner stove.

4. Splasher backs, subbase pans, and removable drip pans all to be eliminated.

Class B—Gasoline Cooking Stoves

5. Sizes.—Each manufacturer to restrict his output of gasoline cooking stoves to one style in three sizes, as follows:

(a) One burner.

(b) Two burner.

(c) Three burner.

Note.—All of the smaller or junior design.

Class C—Kerosene Oil Heaters

6. Sizes.—Each manufacturer to restrict his output of kerosene oil heaters to one style in three sizes.

7. Founts.—Founts to be made of steel, lead, zinc coated, or galvanized, excepting the burner parts of the fount where brass is necessary.

Class D—Portable Oil Stove Ovens

8. Sizes.—Each manufacturer to restrict his output of portable ovens to one style in two sizes, as follows:

(a) One-burner, approximately 21 by 13 by 18.

(b) Two-burner, approximately 21 by 13 by 18.

9. Doors.

(a) To be made of steel or with glass panels, but not in both designs by any one manufacturer.

(b) To be made in either the so-called drop or swing door type, but each manufacturer to use only one type.

Class E—Kerosene Oil Burning Water Heaters

10. Sizes.—Each manufacturer to restrict his output of kerosene oil burning water heaters to one size of burner capacity.

Class F—Gasoline Burning Water Heaters

11. Sizes.—Each manufacturer to restrict his output of gasoline burning water heaters to one size of burner capacity.



AFFECTS CANADIANS

This new schedule contains much that is significant for Canadian firms, especially those requiring sheets and other materials from across the line. The United States War Board apparently intends to cut to the bone and its orders indicate clearly that every ounce of metal that can be saved for war needs is going to be saved. Canadian firms who have been in touch with Washington in an effort to get supplies have already found out that the War Board is dealing in the firmest possible manner with all requests. "Patch your old stoves," is what some makers were told according to information given to HARDWARE AND METAL. In addition to the immense pressure that is being put on the big American mills endeavoring to maintain maximum production for war orders there has been trouble resulting from thousands of employees being off work from attacks of influenza. This has considerably lessened the output in many cases. Plate production suffered most in the east and at Youngstown two shops were closed for nearly a week. The big Carnegie Steel Co., had ten per cent. of its employees affected by "flu."

Want Special Steels

Inquiry for special steels has been a feature in the past two weeks. At Pittsburgh 1,500 tons of vanadium spring steel and 2,000 tons of chrome-silicon and chrome-silicon-manganese steels for tractors and tanks for France are about to be closed. Several thousand 6-ton tractors have been let to automobile companies and the total may run to 25,000. Seamless tubing has been bought for 5,000 axles.

The makers of agricultural implements who secured preferential prices on finished steel have protested to the War Industries Board the prices on malleable castings as scheduled by the associated malleable foundries. Conferences have been held with the War Service Committee of the malleable interests but with no definite decision. The makers of malleable castings had re-affirmed for the fourth quarter the schedule of prices promulgated about the middle of the third quarter.

Working to Capacity

The distribution of 137,000 tons of barbed wire to the Allies—65,000 tons to Italy, 50,000 tons to France and 22,000 tons to Great Britain—and the setting aside of 60,000 tons for the United States have tied up most of the wire capacity for some time.

Current Events in Photograph



WORLD'S RECORD FOR TONNAGE

This shows the waterfront at Windsor, Ont., which has the world's record for shipping tonnage. At any given point here a vessel more than 600 feet long passes on an average of every seven minutes, night and day. These are the big lake freighters with their cargoes of iron ore, wheat, coal and other commodities. The tonnage that passes up and down at Windsor is greater than that handled in London, Eng., New York and Hong Kong combined. It is greater than that which passes through the Suez Canal, which some years ago took a secondary place. The exact figures for the last year available are 100,907,270 tons, valued at $1,069,617,157. In addition to the big lake boats, there are so many smaller craft bound for Detroit and Windsor that at any given point a boat passes one way or the other every four and a half minutes.

Service and Honest Deal Spell Success

Mackenzie & Milne Hardware Firm at Sarnia Steadily Expanding After Seventy Years of Good Work—Recent Changes in the Store Arrangement to Keep Everything Right Up to the Minute—Keep the Goods Says Vice-President and You Can Sell Them

THE hardware firm of Mackenzie Milne & Co., at Sarnia, Ont., has just celebrated its 70th birthday, and a few of the points in connection with the celebration are of special interest. The last year has been one of the best and most prosperous years in the history of the company, and many and extensive changes have been made to take care of the steadily growing trade. A large addition was made to the warehouse, and radical changes in connection with the store. These include complete new offices, a large increase in the shelving accomodation and the installation of handsome new combination show cases and counters.

One of the corner stones upon which the business has developed has been the unwavering policy that has become known far and wide all over the Sarnia district, that all goods sold by Mackenzie and Milne are exactly as represented. Service has been another feature in the firm's growth. It has been quick to size up the needs of the trade in its district, and prompt to stock the goods necessary to meet all requirements. In addition to its big wholesale and retail hardware trade, Mackenzie and Milne Co., is engaged in tinsmithing and sheet metal work. It recently acquired the business of Watt & Sons, at Collingwood, manufacturers of life boats, and has been engaged on large contracts. Owing to its location at Sarnia, marine trade has always been a big item in connection with the firm's business, and it is bigger now than ever before.

Right After Business

The value of keeping in close personal touch with customers all through the district has been followed by the Mackenzie Milne Co. with much success. The firm always has one of the best exhibits at the county fair and makes a point of keeping its name before the farmers by means of the prize lists which are distributed in large numbers. It also keeps in touch with the district trade by means of mailing lists which are sent out regularly.

"We have found the advertising we get through the fair most valuable," said vice-president George S. Samis to HARDWARE AND METAL. "We also depend upon our large store windows to display to advantage seasonable goods. We find we get direct results.

Our window displays are changed regularly."

Keep Store Bright

Rearrangement of the store recently has been along the line of the latest ideas. Hardware men for some time past owing to the demands on space and a realization of the great value of light have been getting away from everything that tends to make a store dingy. There has been splendid development in the best stores that has resulted in a bright cheery atmosphere being maintained by the display of attractive goods in a manner calculated to make even casual visitors become interested and buy. An effective way to do this and to create a favorable impression of the store from the moment a customer enters is to have counter show cases filled with bright, shining goods, right at the front of the store. The counter show case idea is one of the greatest sources of profit to retailers, and it also has the added advantage of saving space while at the same time proving a source of undoubted ornamentation to the store.

A Good Arrangement

As will be seen from the photo, Mackenzie Milne Co. had all these ideas in mind in the re-arrangement of their store. As soon as a customer comes in by the large front doors he finds himself directly in front of a large and exceptionally attractive counter show case filled with all kinds of bright and shining household goods, spoons, casseroles, etc. If he turns to the left he finds himself looking into a smaller, but no less attractive, counter show case in which bath room fixtures of all kinds are displayed on glass shelves. Behind the counter it will be seen from the picture are shelves containing shining percolators, tea pots, trays, brass goods and similar lines. The same idea is carried out on the right side of the store. No matter which way the customer turns he sees something that looks good to the eye.

Makes Hit With Women

Such an arrangement just naturally makes a hit with women, and in Sarnia just as in all Canada to-day women are among the biggest buyers. By the use of the counter display cases and the glass front show cases behind them the firm also gains another important advantage. The goods are under glass and while they can easily be seen are not handled, and are kept free from dust. In view of the labor situation and the difficulties in securing help at the present time, this saves a lot of time and trouble.

The counters are easily moved and are frequently changed around. This also creates a favorable impression with the buying public. People get the idea that the stocks are kept new and fresh and nearly everybody will buy a brand new shining article in preference to something that is dusty or fingermarked, and cries out every second "I am shop worn."

Seasonable Moving

Besides moving the counters the firm also moves the stock frequently. Just now, for instance, as the picture shows, an attractive line of heaters is right up in the front of the store. In another corner is a nice display of carpet sweepers. On the counter is an assortment of brushes. All these little plans boost sales and can be practised with good results and much profit by any hardware man.

As stated above the company takes every care to look after the trade of Sarnia city, and of the farmers all over the county. It does more. For some time past there has been a lot of oil drilling and prospecting for oil in an adjoining county, West Middlesex. Mackenzie and Milne have had a lot of experience in supplying the wants of oil men both in Sarnia and Petrolia, so they went right after the business in Mosa Township, where most of the new work is being done. Because they went after it, they got it, and it has been good business too. The firm also saw an opportunity for business in supplying pumps and other goods required by farmers who drill for water. They got the stock and because they got the stock they got the business.

Keep Big Stocks

"We always made it a point to study the needs of our territory and provide for what our customers are likely to want," Mr Samis said to HARDWARE AND METAL. "In spite of the fact that the war is on we have done a splendid business. One of the best ways to get business is to maintain stocks. If you have the goods and the people know it, they will come. Many dealers just now are wondering what to do in the way of buying, on account of war conditions. We are not speculating at all but we are keeping our stocks in shape to handle as big a business as ever, if not a little more."

The firm has always done business on practically a cash basis. If there is any credit to be granted the firm has the say, but knowing the firm's policy very few people ask for time.

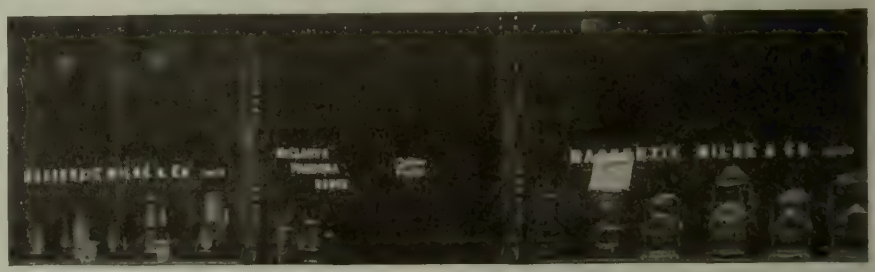
Founded In 1848

The business was founded in 1848 by the late John Mackenzie, who was later joined by the late Charles Mackenzie, the firm being known as the J. & C. Mackenzie Co. up to 1871, when it was known as C. Mackenzie & Co., business being continued until 1882, when a new partnership was formed. In the spring of 1872 David Milne entered the company, followed by George S. Samis in 1873, and T. F. Towers in 1882, J. A. Farquharson in 1886. The death of the founder of the concern, John Mackenzie, in 1877, was followed by the death of Charles Mackenzie in 1900, and up-

Continued an next page



Mackenzie and Milne in their store arrangement work on the idea that keeping seasonable goods displayed in the ir front windows and in the front of their store, surrounded by counters filled with bright and attractive looking goods has an immediate effect in favorably impressing customers regarding the firm and its stock.



Note how the firm uses both its large display windows to keep seasonable lines before the public. These window displays are changed weekly. Splendid sales of stoves and heaters have followed the firms window displays of these goods.

New Prices For Burlap in Car Lots Are Set by War Board

THE United States War Industries Board, through the jute, hemp, and cordage section, has accepted the offer of the burlap importers and bag manufacturers to establish the following basis of maximum prices for burlap in carload or larger quantities, effective immediately:

Per yard, 40-inch 8-ounce, 13.6 cents Pacific coast; 14 cents Atlantic and Gulf ports.

Per yard, 40-inch, 10½-ounce, 16 cents Pacific coast; 16½ cents Atlantic and Gulf ports.

Other sizes and weights in equal proportion.

Other points in United States based on freight from Pacific coast.

Quantities less than carload at prices slightly higher to cover cost of handling.

These prices to be effective until about February 1, 1919.

This resolution is voluntarily made by the trade because much lower prices are expected to prevail as the result of purchases to be made after January 1, 1919, through assistance of the War Industries Board, and, therefore, does not affect the validity or integrity of contracts made prior to October 4, 1918.

In its announcement the Board says:

"In its aim to secure much lower prices for all purchasers of burlap in the United States, the War Industries Board realizes that this voluntary reduction represents very heavy losses to importers and bag manufacturers. That the losses may be the more equitably distributed, it is therefore the duty of each citizen to stand loyally by any contract for burlap made prior to October 4, 1918.

"Dealers in secondhand bags and burlap attended a conference with the War Industries Board October 10, and after a full explanation of the situation, placed themselves on record as being in accord with the action taken, and pledged their loyal support to the maintenance of maximum prices on the basis of these prices for new burlap, and in the usual proportion thereto.

Bag manufacturers established maximum prices on bags, f.o.b. factory, on the following basis:

Maximum prices on burlap, f.o.b. factory, plus cost of manufacturing, plus 5 per cent. margin.

The War Industries Board will make further announcements on burlap about February 1, 1919.

Veteran Stove Maker Predicts Big Drop in Prices After the War

JOHN McCLARY, of London, Ont., who recently celebrated his 90th birthday, and is the head of the largest stove firm in the British Empire, has written as follows on conditions which will prevail when the war ends:

"I predict that at the close of the war there will be such a rejoicing that for a time the disturbed future will be overlooked. The war has created a condition that will require the united wisdom of our ablest statesmen to meet and do justice as far as possible to our returned soldiers, to labor, and to the general public.

Soldiers' Return

"Bonar Law, many months since, issued a statement to the British public that after the return of their triumphant soldiers it would be as great, or nearly as great, a task to absorb them as it was in the first place to create them. They would have to be kept employed and well paid if they did not earn half their salaries—intimating the necessity of producing merchandise beyond the requirements of the limited, disturbed world's market, and citing pig iron as an illustration which would not depreciate in carrying. These conditions apparently could only be carried through by the action of the Government. These views reflect to some extent what we may look forward to at the close of the war.

The First Effect

"The first effect on our cities will be the stoppage of production of war materials. These highly paid artisans engaged in this work would be thrown idle. The inflated prices of merchandise, running from one to three hundred per cent., must suffer a gradual sinking back to more normal levels. The raw materials of the McClary Manufacturing Company average, upon the whole, fully three times normal prices of metals and other products consumed.

"The first effect of the closing of the war will be to create a waiting condition. Outside of food, the average consumer will purchase only for immediate requirements. The manufacturer, in most lines, will only produce reduced outputs to even up his stock, looking forward to his raw materials, gradually shrinking back to the former normal prices.

Reduction in Wages

"While he has a duty to perform to employees as far as conditions reasonably permit, there is likely to be a largely reduced number of operatives, with a corresponding reduction in salaries, having an unfavorable influence on trade in our cities. Many trades now doing apparently a prosperous business will find their sales reduced and their stock carried depreciating from month to month, causing, I fear, many failures, especially among traders who have kept their stocks up to normal, assuming the present inflated prices would continue.

"The depressed conditions will continue more or less for a period, I assume, of twelve months or more.

"The farmer will continue to be comparatively prosperous, the purchaser of merchandise for immediate requirements.

Financial Conditions

"Our soldiers, being in England, supported there by our government, will mean a largely reduced circulation of money compared with the vast sum paid in wages and supplies, if circulated at home instead of in England.

"The British Columbia lumber interest is likely to be an exception to other manufactures. The world will require the product, and probably there will be plenty of shipping capacity released by the cessation of the war to carry it.

"I anticipate that within twelve months we will have a largely increased immigration to our Western country, increasing from year to year, which will be a great factor in creating unrivaled prosperity through the development of our unlimited resources of land, forest and minerals, which are of commercial value beyond comparison with any other part of the world in proportion to our comparatively small population.

"I venture the prediction that the war will close triumphantly within the next twelve months."

TO DEVELOP TRADE

The first step in the establishment of Australian trade agencies in America has been taken by the Commonwealth Government in the appointment of H. Y. Braddon, as Commissioner. His headquarters will be in New York. Canadian firms desiring to develop trade in Australia should get in touch with Mr. Braddon.

SERVICE AND HONEST DEALING

Continued from page 42

on the death of the latter a joint stock company, known as Mackenzie, Milne & Co., Limited, was founded, Messsr. David Milne, Geo. S. Samis, T. F. Towers, Charles and Malcolm Mackenzie and J. A. Farquharson being the stockholders.

Recent Changes

The business prospered and grew under their directorate, and on February 1st, 1918, owing to the ill-health of the senior member of the company, Mr. Milne, another change was made, Mr. Milne disposing of his interest, as did also Messrs. Charles and Malcolm Mackenzie, Peter Paton coming in as president of the concern, with the following officers: vice-president, Geo. S. Samis, secretary, T. F. Towers. The above officers with J. A. Farquharson and Hugh Calderwood of Barrie form the board of directors.

After 36 years of continuous service Secretary Towers retired last week.

LOOKING AHEAD TO THE CHRISTMAS WINDOW CONTEST

HARDWARE AND METAL'S *annual Christmas window display contest will be conducted as usual this year. The growing interest evinced by Canadian retail hardwaremen in this contest is evidenced in a wider and more representative response each year.*

Two contests will be conducted in accordance with past custom—one for stores in places under 5,000 *population; the other for places of* 5,000 *and over. No restrictions are set on the style of display or the goods used in the arrangement, except that each window must be arranged with goods for the Christmas trade.*

ARE YOU GOING TO ENTER?

Eight Prizes Will be Offered as Follows:

Places under 5,000		Places of 5,000 and Over	
First Prize	$10.00	First Prize	$10.00
Second Prize	5.00	Second Prize	5.00
Third Prize	3.00	Third Prize	3.00
Fourth Prize	2.00	Fourth Prize	2.00

Contestants will note that an equal number of prizes are offered to the small town trimmer as to those in the larger towns and cities.

The contest closes Wednesday, January 1. *No photos received after that date will be entered unless there is proof that they have been delayed in transit.*

All matter should be addressed to "The Editor, HARDWARE AND METAL, 143-153 *University Avenue, Toronto," and marked "For Christmas Window Contest."*

What Hardwaremen Are Doing

Big Drive in Tea Kettles Made by Windsor Firm, Who Sold Over 300 by Putting Them in Window With Big Card Showing Bargain Price—Monster Trout Drew Crowds to Hardware Store at High River, Alberta

The Windsor Hardware Co., of Windsor, Ont., sold over 300 kettles fair week. A big card in the centre of a pile of kettles in the window did the trick. The card read "$2.75 kettles for $1." Women came from all parts of the city to get those kettles. They were nice looking, good sized, blue enamel kettles and the staff of the store was kept busy wrapping up and delivering kettles from the time the card was put in the window. You can trust a woman to find a bargain and when the bargain is put right in the front window of a big store on a busy corner, the women of Windsor simply couldn't help seeing it. If they didn't happen to need a kettle themselves they told some friend about it, and the results all round were most satisfactory to the hardware company.

The Manitoba Hardware Co., of Hamiota, Manitoba, got excellent results from a third of a page advertisement in the local paper. The firm put on a sale of furniture, which it handles extensively, featuring especially a line of brass beds. These were most attractively illustrated with good sized, well made cuts. Prices of every article were given in large figures. The top portion of the ad immediately above the cuts read as follows: "It is not necessary to send to the mail order house for furniture, when you can get the goods you want in your own town. When you compare our goods and the quality, we believe you will find our prices just as good as you will get by sending away for furniture. The goods we are carrying are the most reliable goods we can purchase and are bought from the leading manufacturers of Canada. You can inspect the goods and see the finish and quality before you lay out your cash. If you intend buying furniture this fall, we would like you to look over our stock, which is a pleasure to show you." The invitation was accepted and many sales were kept from the mail order houses, once again demonstrating that the firms who fight these stores can beat them every time and keep the home trade, provided they have the goods to back up their advertising.

A Western Ontario hardware man who is modest and who asked that his name be withheld gave HARDWARE AND METAL a little suggestion this week that might turn a good many hundred dollars into the Red Cross coffers. It might also rid many hardware offices of a lot of junk that is at present cluttering up the premises and occupying good space. This man recently had a "ridding up" and collected all the old price lists, catalogues and letters that had been accumulating for about fifteen years. He was really surprised when he got at the work to find just how much useless literature he had stored away. He made a big pile of it and then called in some Red Cross workers who were only too glad to get it. The hardware man was surprised and delighted later to find that he had supplied the Red Cross with paper that weighed almost a ton and a half.

J. G. Steel & Co., hardware, of London, Ont., have built in front of their store what might be called a show window case. People can walk around on three sides of it and the fourth side is the wall of an adjoining store. Mr. Steele keeps this window filled with an attractive display of cutlery and household goods such as silverware and other lines which make a nice showing. It is changed once a week.

"The difference in the cash sales we made paid for the window in a very short time," Mr. Steele stated to HARDWARE AND METAL, "It has increased our sales in these lines in a most satisfactory manner."

The Ripley Peck Hardware Co., of Windsor, Ont., has put in recently a handsomely finished show case which is filled with Mackinaws. The coats are all quality coats. There is absolutely nothing cheap about them and they are intended to appeal to the best class of trade. They make an attractive showing and the firm is finding a good sale for them. The coats are warm, comfortable and serviceable, the sort of goods that make satisfied customers who will come back for other things they need in the hardware line later on.

The High River Hardware Co., High River, Alberta, drew crowds of citizens to its store by placing on exhibition the biggest trout ever caught in the district. It was 20½ inches long and weighed 5½ pounds. The fish bore marks of four previous fights for liberty, as four hooks with broken leaders were still dangling from its mouth when it was finally landed. The hardware store was the scene of attraction all day long. Up to noon on the first day Mr. Farquharson said that over 150 people had been in to take a look at the fish.

The Miller Hardware Co. of Virden, Manitoba, has been running a series of three line fillers lately throughout the reading columns of the local paper. They are well worded and should prove good business "pullers." Here are some samples:—If you do not deal with us, and are paying higher prices elsewhere, it is not our fault—THE MILLER HARDWARE CO." "Our goods are all marked in plain figures, no hidden prices, one price to everybody—THE MILLER HARDWARE CO." "Remember the prices quoted in our usual advertisement are not specials, they are our usual every-day prices—THE MILLER HARDWARE CO." "If you see similar goods elsewhere at higher prices, do not be surprised, they are worth it—THE MILLER HARDWARE CO."

The following is appearing in a two column box on the front page of many of the large American daily papers in connection with the Government's campaign for paper conservation:

YOUR TRADESMAN'S SAVINGS
ON PAPER NOT PROFITEERING

Your grocer does not want to offend you. You must ask him not to wrap up package goods. Take a shopping bag or basket with you.

Your merchant does not want to offend you. Don't ask him to wrap up small purchases. Have some war pride and carry your package home, unwrapped with extra wrapping paper, or let him deliver simply tied with a string.

Your furniture man does not want to offend you. Ask him to use burlap and cloths in delivering furniture to you. He can use them over again.

Your hardware man does not want to offend you. Ask him to deliver hardware without wrapping or take it home with you.

All paper must be saved, to help win the war. The War Industries Board has declared that we must all save paper; that the production is only about 50 per cent. of the requirements for war industries; that we must stop using many grades of paper in order that papermaking machines may manufacture paper required to move food and clothing to France. Profligate use of paper has been abnormally stimulated.

Curb that appetite for wasting paper.

Every bit of wrapping paper that you save, every bit of paper that YOU save, saves coal, labor, chemicals and emphasizes your patriotism.

EDITORIAL COMMENT

REMEMBER you are helping to make the world better by every Victory Bond you purchase.

* * *

ONE might almost believe from the ruthless manner in which it acts that the Spanish flu is really German flu.

* * *

THE whole world knows by this time that burglary is one of the great national industries of Germany, and the display of her proficiency in this branch, as shown in Belgium, France and many other countries, is sure to be remembered much longer than will be agreeable to the Germans.

* * *

IF your star clerk has left your counter to help in the delivery of a man's sized load of bullets and a keen edged bayonet to the Prussian Guards or some other favorite regiment of Kaiser Bill, right now you have a particularly fine chance to help along the good work by buying VICTORY BONDS.

DOING THEIR BIT

BUSINESS men all over Canada have their coats off and are doing their share in the big Victory Loan drive. Among the very hardest workers in towns and cities all over the Dominion are the hardwaremen. They are not only doing their share but they are inspiring others by their example. Hardwaremen have always been ready to take a leading part in civic or patriotic work and it is not at all surprising that when a national call comes, such as the Victory Loan, they are to be found in the forefront of the workers. No class of retailers comes more closely in touch with the home makers of Canada than the hardwaremen and the home makers have a vital interest in the Victory Loan and in the success of the war. The hardwaremen are making good use of their position in relation to their customers to urge generous purchases of Victory Bonds.

BUYING FOR THE FUTURE.

THE secret of the success of many of the biggest retail merchants in Canada to-day has been their ability to look ahead and prepare for the future. They anticipated the needs of their customers and prepared for them and when the time came the merchants were ready with the goods. Probably at no time in the history of Canada has the question of buying been studied more keenly than right now. With the end of the war in sight, merchants all over the Dominion are endeavoring to plan for the future. They have learned from the past that it always pays to be prepared. Many of the best firms in the country are continuing to base their business policy of the future on this idea and are buying accordingly. While their smaller competitors are figuring and figuring and wondering whether they had better lay in a smaller stock of this or that so that if the war ends they will not be caught with a lot of goods on their hands bought at war prices, the big men are going right ahead and are buying with a view to handling a bigger business than ever. They realize that the merchant who has the goods is the man who is going to get the trade. The only thing they exercise extreme caution in is in buying goods that will meet the requirements of their customers. They are studying this side of the question with the greatest care and endeavoring to decide just what goods will be needed. Once they decide on this they place large orders. Scores of these firms have done a record business during the war, simply because they did not get panicky when the fight started and quit buying. Because they had good stocks from which to draw they were able time after time to take trade away from other firms who had bought too cautiously and were sold out. Much of the trade the big firms secured in this way they will hold permanently. They realize that as far as the future of Canadian business is concerned they cannot afford to be caught without the goods.

HOW IT HELPED.

RELIABLE figures which have just been prepared show that setting the clock ahead resulted in an immense saving of coal. It is estimated that as a result of "daylight saving" fully one and a half million tons of coal were saved in the United States and Canada between March 31 and October 27, when the clocks were changed.

Among the many places which kept close watch on the operation of "daylight saving" very definite facts were obtained from one community of about 1,000,000 population. It was shown that in this one district the saving of coal was 17½ tons per 1,000 population over the period of seven months. These figures were checked against records obtained from other places in widely separated districts having the same relative conditions, and from the mass of facts thus gathered the estimate of coal saved is determined.

CUTTING OUT UNNECESSARY CREDITS

Continued from page 37

followed when other hardwaremen whom they know went on a "cash basis." Indications are that many more hardwaremen will adopt this policy from now on.

The advertisement which is reproduced on page 37 appeared in a four column lay-out in big type on the front page of the "Prescott Journal" of October 17. W. F. Macpherson is secretary of the Ontario Retail Hardware and Stove Dealers' Association. He has been considering the situation very carefully for some time and his conclusions are summed up in his big display advertisement as shown:

Will Try It Out

The "Deloraine Times" of Deloraine, Manitoba, contained the following in a three-column display on the front page of its issue for October 24.

CHALMERS' HARDWARE
Announcement

"Eighteen months ago when we purchased the E. C. Arthan business we decided to continue giving 10 per cent. discount for cash on all goods in the stock purchased as that was the policy of the store at the time we took it over. While excluding some lines we have been continuing it on most of our stock to the present time.

"The Arthan stock is now sold out and, owing to the heavy advances in prices on all lines we find we are unable to do this any longer. Hereafter our goods will be sold at prices marked for cash and we are going to adopt the cash system for the next six months. Why not? You intend to pay some time, why not now? We have accommodated you during the summer when cash is not so ready and we hope that we can depend on you now to favor us with your trade on a cash basis.

"We appreciate the inconvenience this might be to some of our farmer customers and we still intend to accommodate them when it is necessary sometimes to telephone or send in for some article badly needed.

"Remember our policy for the next six months. Cash for honest goods at honest prices.

"Thanking our customers for past favors and hoping through sincere service to still merit your confidence, we are,

"Yours truly,
"WM. CHALMERS."

How It Works Out

Many hardwaremen, especially those in smaller places depending upon farmers for their trade were extremely nervous about making a start in curtailing credit. Their letters showed that they feared that if they asked farmers to pay cash the farmers would transfer their trade to other stores. This appears to be a groundless fear. HARDWARE AND METAL in response to various letters advised firms who explained their difficulties over "carry accounts" to eliminate them as far as possible.

Below are some letters received recently which show what merchants in different parts of Canada are doing and the results obtained. The letters tell their own story:

Thomas D. Pierce, of Port Rowan, Ont., writes:

"Hardware and Metal, Toronto: I have been reading your information in HARDWARE AND METAL regarding doing cash business instead of credit. I beg to say that I started the cash system on October 1, and up to the present time it is very satisfactory. In fact I would rather quit the business than go back to the old way.

"I have been a subscriber to your trade papers for a number of years and wish to thank you for the valuable information that I have received from them.

"If you think my experience would be of any value to any of your subscribers you may publish this note.

"I also enclose notice sent to all customers before starting cash system.

Here is a Copy of Circular Mr. Pierce Sent to Customers

A NEW SYSTEM OCTOBER 1, 1918

"At the present time, perhaps as never before, you are interested in buying goods at the lowest price. We want to help you. One of the most effective ways in which we can do this is by the proper handling of our accounts.

"Granting credit is an accommodation which adds to the cost of doing business, that means that we have to increase the price in order to stay in business. That affects you. In order to help you to get the very lowest prices after October 1, 1918, we will sell for cash and produce only. There will be no credit given to any one after that date except by bankable notes, which will be taken the same as cash.

"In order to purchase our goods at the lowest price we pay cash for them. If you buy for cash you can buy for the lowest price too.

"We do not mean by our new policy to reflect in any way upon any person's financial condition.

"This is a straight business proposition by which you and I can save money, and we trust you will fall in line with our views. If so it will work to our united advantage.

"Therefore, after October 1, 1918, we will grant no credit to anyone, but will make the price right.

"Hoping that you will accept this message in the spirit in which it is given, thanking you for your many past favors, and soliciting your trade in the future,

I Remain, Yours Truly.
THOS. D. PIERCE,
Port Rowan.

WELSH & WELSH, OF BARONS, ALBERTA, say

The Editor, Hardware and Metal, Toronto, Ont.: Having read your article, "This Situation Needs Remedying" in your issue of September 14, we thought we would pass along to you our experience after having been on a strictly cash basis for three months. We took over the business on February 16 of this year and carried same until July 1 on a wide open credit. The writer saw by the way things were going that before the year was out we would have our entire capital out in the country, so decided to go into cash. We advised our customers by personal letter that on the first of July everything would be cash; of course we lost some of our customers as the towns on all sides are running on credit; also Lethbridge is only thirty miles to the south and quite a number went there to do their buying, but time is a great healer, and we have most of our old customers back again, and as far as we can learn, that is from people that intend paying their accounts as they mature, they are satisfied with the new system.

Our big accounts, say where a farmer is sending in his help to do the buying, we handle as deposit accounts. We have the customer give us a deposit of say $25 or $30 which we credit to him, and as each purchase is made it is deducted from the deposit. When the credit account begins to run low the customer is advised by phone or letter, when he has to come in and give us another cheque.

Under the old system of retailing the merchant in Western Canada was doing the banking business for the public at his own expense.

Hoping that this information may be of use to some of your readers, we are,

Yours truly,
WELSH & WELSH.

SEND DUPLICATES

Sinking of merchant vessels by the enemy has been responsible for many misunderstandings in foreign trade. Letters that never arrived, because carried on vessels that fell prey to the U-boat, were not answered, and in consequence business opportunities were lost for lack of the information or goods sought. The foreign merchant in not a few cases, doubtless, laid the blame on business methods of this country, while Canadian firms for a similar cause often wondered why weeks or months passed without response from their overseas customers to important communications. In neither case would the annoyance have been long continued if a duplicate of the first letter had followed on a succeeding steamer. Many concerns still follow the custom that was universal in the days of the copying press of mailing a copy of every letter by the following opportunity. However, this practice fell generally into disuse because of the certainty with which mails of every sort reached their destination. That situation, however, no longer holds good as to marine mails, and duplicates of all business letters and other business documents for overseas, therefore, should be sent by a following mail, or by a different route.

CORRECTION

A wrong illustration inadvertently appeared in the advertisement of the Canada Steel Goods Co., Ltd., Hamilton, Can., on page 6 of last week's issue. A cut of the Great West Hanger was used to represent the America Hanger. This is properly shown on the same page in the present issue.

EVENTS IN THE TRADE

Business Changes.

Waldheim, Sask.—P. B. Heppner, hardware, has disposed of his business.

Hamilton.—The Garland Hardware Company has been purchased by F. C. Jelfs.

Blairmore, Alberta.—L. Dutil, of the Blairmore Hardware Co., has purchased the hardware business of H. G. Goodeve Ltd., at Coleman, Alberta, which will be carried on under the name of The Coleman Hardware Co.

Obituary.

Harold F. Blanchard, general sales manager of the Thermoid Rubber Company, Trenton, New Jersey, died recently.

Alfred Kroetsch, aged 30, for several years a clerk in Fennell's hardware store at Kitchener, Ont., died from pneumonia, which followed an attack of influenza.

After an illness of only ten days James Houston, city traveller for the Vokes Hardware Co., Toronto, died of pneumonia. He was 29 years old.

The death occurred at Port Arthur, Ont., of Mrs. Dunn, wife of Percy E. Dunn, of the Dunn Hardware Company She was a former resident of Port Hope, Ont.

John L. Ginge, former proprietor of the Canadian Auto Devices Co., at London, Ont., died at Phoenix, Arizona. About a year ago he sold his business owing to failing health and went West.

Pneumonia which followed a short illness with influenza, resulted in the death at Newmarket on Tuesday of Charles M. Osborne, son of Richard Osborne, hardware. His wife died a week ago.

The death occurred at Edmonton, after an illness of only two days, with influenza, of William Peter, assistant manager of the Marshall Wells Alberta Co., Ltd., wholesale hardware.

Frank T. "Barney" Oldfield, of Galt, Ont., manager of the Oldfield Auto Sales Co., died after a short illness with influenza. He was 31 years old and a native of Hamilton, Ont.

Mrs. Nicholas Rainsberry, mother of Thomas J. Rainsberry, manager of the Van Tuyl & Fairbank hardware store at Petrolea, Ont., died at her home in Sarnia township.

John A. Kelly, of Listowel, Ont., died from heart weakness following a severe cold from which complications developed For many years he was in the implement business at Palmerston. Later he was travelling salesman for the Brockville Carriage Co., and recently was with the Chevrolet Motor Co.

Charles L. Lavelle, accountant of the St. Marys Cement Co, of St. Marys, Ont., and a member of the firm, died after a brief illness with influenza, which developed into pneumonia. He was 38 years old.

Frank McNicol, aged twenty-seven, who was in the hardware business with his brother, Everton McNichol, at 2339 Dundas street West, Toronto, was a victim of influenza. He was a well-known hockey player and was a member of the Broadviews when they won the city championship. Later he was one of the best players on the Nova Scotia team in the Bank League.

Brandram-Henderson Advertising Manager

A. N. Creamer, recently appointed advertising manager of Brandram-Henderson, Limited, who has taken up his duties in succession to J. G. Lorriman, resigned, has made special study of



merchandising problems under some of the leading instructors. Some very successful campaigns for various large firms were conducted under his direction. His effort has been specially directed in the promotion of co-ordinated campaigns of advertising for linking up the dealer with the consumer.

Personals

M. C. Fuller, manager of the Renfrew Refrigerator Co., has returned after a month's trip through the West.

C. A. Whitwam, of the Hobbs Hardware Co., London, is back after spending some days in Montreal and Atlantic City.

The wedding took place in Edmonton recently of Miss Katherine Thompson and T. J. Davenport of the hardware firm of A. E. Fee and Killam, Alberta.

J. Leonard Paul, Winnipeg, manager for Brandram-Henderson Ltd., who has been ill with influenza since his return from the east, shows considerable improvement.

James McAllister, who has been with the hardware firm of Rundle and Chambers at Alvinston, Ont., is leaving to take up farm work.

Karl Kirkwood, for several years with the hardware firm of Wyman and Small, at Ponoka, Alberta, has gone into business for himself and has opened a tin shop at Ponoka.

George McDonald, a returned Canadian soldier, has joined the staff of A E. Bregent, of Montreal, Canadian distributor of Pope and other bicycles, and will be the travelling representative of the company. Mr. McDonald will shortly make a trip through to the Pacific Coast.

Hon. W. J. Hanna, of the Imperial Oil Co., was in Sarnia this week to inaugurate the Victory Loan campaign. The Imperial Oil Co. has taken $3,000,000 worth of bonds. Last year the firm took $1,250,000.

J. Newmarsh, traveler for the Canadian Cement Company, narrowly escaped death at Windsor, Ont., when he lost control of the steering gear of his automobile and it plunged over a 20-foot embankment on to the Grand Trunk tracks. He escaped with a few bruises and a severe shaking up.

E. C. Atkins & Co., saw manufacturers, Indianapolis, are issuing buttons and certificates to all hardwaremen and others who wish to join the "Swat the German Lie Club" and subscribe to the "Ten Demandments of Americanism," the creed of the club.



Lieut. T. J. Moulds, M.C., formerly with H. S. Howland Sons & Co., Ltd., of Toronto, who was reported wounded two weeks ago, has died of his wounds. He enlisted in the 3rd Battalion and had only been back at the front a week after qualifying for his commission, when he was wounded.

Pte. Arthur D. Robbins, son of Fred Robbins, of the Hobbs Hardware Co., London, Ont., was killed in action in the recent advances made by the Canadians. He was twenty-four years old.

Fire Losses

The plant of the Victor Saw Works at Hamilton, Ont., was damaged by fire.

Fire which was discovered about 3 o'clock in the morning in the basement of McKinley & Mitchell's hardware store at Biggar, Sask., completely destroyed the building and also a large store adjoining. The cause is unknown. The loss will be about $10,000.

A fire which started from spontaneous combustion in the woodworking shop completely destroyed the factory of the Canada Carriage Company at Brockville, Ontario. The loss will be half a million. The flames spread to the gear shop, the blacksmith shop and into the paint shop, where hundreds of gallons of turpentine, oils and varnishes were stored. From here the fire traveled to the mounting and striping departments, and then into the government bond building, where five hundred automobile bodies and other finished products awaited release from the Customs Department.

Regina News

Leslie Robson, of Peart Bros. staff, is out again after ten week's illness.

Henry Sandburg, with Armstrong, Smyth & Dowswell, is back after being ill with influenza.

W. Cooper, of the North American Machinery Co, Winnipeg, is calling on the hardware trade of the district.

Arnold Smith, salesmanager in the West for Benjamin Moore & Co., was in the city for a few days recently.

Owing to the epidemic of influenza all stores except druggists and confectioners have been asked by the medical health officer to close at six o'clock on Saturday.

Frederick Lane died at his home in Flint, Michigan, from pneumonia following an attack of influenza. While living in the city a few years ago he worked with Potts and Smith.

Charles B. Edmunds Victim of Influenza

Chas. B. Edmunds, for the past twenty-three years an esteemed employee of Frothingham and Workman, Limited, hardware and iron merchants, Montreal, and for many years their representative in the Eastern Townships, passed away at his home in Huntingdon on October 23. Mr. Edmunds was a victim of the Spanish influenza and was ill but a few days.



The late Chas. B. Edmunds

Mr. Edmunds, through his long connection with this firm, was a well-informed hardware man, and having traveled throughout Quebec, was well known to the trade. He had served in various capacities with the above firm, whose manager, George C. Davis, stated that his loss is keenly felt.

Montreal News

D. A. Whittaker, assistant general manager of the Sherwin Williams Co. of Canada, Ltd., is in Winnipeg.

W. H. Newton, manufacturing sales manager for the Canada Paint Company is a visitor to Toronto this week.

Mr. Sutherland, formerly with Canada Foundry and Forgings, Ltd, at Brockville, has accepted a position with J. S. Mitchell and Co., Sherbrooke, Quebec.

Geo. A. Marshall, proprietor of the Sanitary Brush Co, Toronto, was in Montreal this week conferring with Richardson and Bureau, the Montreal agents.

Ernest Bureau, of Richardson and Bureau, manufacturers' representatives, Montreal, who has been ill with a severe attack of grippe for two weeks, is expected back at his desk this week.

Montreal firms report much disorganization among the outside trade owing to the epidemic. Some stores have been temporarily unable, to continue operations, proprietor and staff, it is reported, being ill or away to attend their sick at one and the same time.

In an explosion at the plant of the Beaver Oil Company, 900 De l'Epee Ave., Montreal, two men were killed. One of these was the son of the proprietor, W. V. Henderson. Enquiry of the management failed to reveal the cause of the accident, it being considered a mystery. Fire followed the explosion and damage to the property of several thousands of dollars was done.

Edward Charlton, representative of Brandram-Henderson Ltd., is recovering from the serious accident sustained recently when he fell through a trap door in a store while covering his territory, sustaining a broken arm and rib. He was in the hospital for three weeks but expects to resume his duties within the next two or three weeks.

Trade Notes

T. McAvity & Sons, Ltd., St. John, N.B., sent a cheque for $100 for the Firemens' Relief Fund in recognition of the efficient work of the department at the recent fire in their King Street store.

In addition to their present stock of general hardware lines, Starke-Seybold Ltd., Montreal, will add a line of automobile accessories and plan to have the department in working order at an early

The John Morrow Screw and Nut Co, Ltd., of Ingersoll, Ont., has purchased the plant of the Noxon Company, implement manufacturers.

The Coleman Fare Box Co., Ltd., 1191 Bathurst street, Toronto, has purchased the patent rights, assets, stock in trade, patterns and dies of the Doust Specialty Co., Ltd., 77 York street, Toronto. All products of the Doust Specialty Co., Ltd., will be manufactured by the Coleman Fare Box Co., Ltd., including the J. D. lawn rake, the Doust self-winding clothes reel, Dreadnought line grip, rink scrapers and snow shovels. F. Tissington is manager of the Coleman Fare Box Co., Ltd.

ASKING FOR TENDERS FOR 5,000 SANITARY PAILS

The municipality of Johannesburg, South Africa, wants tenders until January 8, 1919, for 5,000 sanitary pails and 500 lids.

A limited number of tender forms, specifications and blue prints covering the above have been received from Trade Commissioner W. J. Egan, Cape Town, South Africa.

The Johannesburg council has been unable to obtain any of these pails from British sources since the commencement of the war, and this appears to be a good opportunity for Canadian manufacturers of this line to secure a footing on this market.

Tenders may be made direct or through the medium of a representative on the spot. The name of such representative may be obtained, together with specifications, etc., on application to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, quoting File 21011.

THE CLERKS DEPARTMENT

INTENSE THOROUGHNESS IS THE GIFT OF EARL D. BABST

President of American Sugar Refining Co. Spends Hours in the Stores of Retail Grocers, Getting Big Value From Little Details

"ONE can learn a lot about any problem in a short time if one thinks about that problem— and nothing else. It is perfectly possible to acquire the habit of automatically slamming a mental door in the face of intruding thoughts."

There is a thought for the harassed business man with crowded desk and incessant calls on his attention!

Men who turn out a large amount of important work are able to do it because they have learned how to concentrate.

The sentence with which this article opens was spoken by Earl D. Babst, President of the American Sugar Refining Company, and regarded as one of the very ablest business men in the United States. As a young man he did some wonderful things. He developed his powers of concentration very early, and used them to valuable purpose in acquiring his training.

There was a time when, looking very crest-fallen,he stood in perplexity before the members of the faculty of a great American University just before Commencement Day. That was in 1894. Fred C. Kelly tells the story in the "American Magazine."

From the stern attitude of the faculty members, one would have thought that the young man had just been caught in some serious prank.

"We are very much surprised," said one, shaking his head lugubriously, "that you should have done this thing. It's—it's—well, it's entirely unprecedented."

"If you think I owe an extra year's tuition, I'm willing to pay it," suggested the young man.

"It isn't a matter of money," expostulated the faculty member. "The idea is that the thing simply isn't done, and there is no rule that covers the case."

The young man was Earl D. Babst, and his offense was simply this: he had quietly taken a two-years' law course in one year! And he had passed all the examinations with high grades, too.

His Time Was Precious

There was just one large lecture room in the law school in those days. A lecture would be given for first-year men, and the following hour one for second-year men, throughout the day. Babst simply went to the lecture room and remained there. He explains that this was a matter of necessity because he could afford only one year to devote to law, and so was obliged to complete the course in that year.

At the present time, as president of the American Sugar Refining Company, Earl Babst is regarded as one of the ablest business men in the United States.

Born in Crestline, Ohio, he worked in his father's bank before he went to college, and in that way got a glimpse of business before preparing for his law career.

"I think this was a big advantage," he once told me, "over getting all one's education first and never being quite certain what it is for. I had enough business training before I went to college to see that the possession of general information was certain to be highly useful."

In college he developed the power of concentration which enabled him to hump himself and to do two years in one. When I asked him how he acquired this ability for concentration, he said:

"One can learn a lot about any problem in a short time if one thinks about that problem—and nothing else. It is perfectly possible to acquire the habit of automatically slamming a mental door in the face of intruding thoughts."

After completing his college work—first at Kenyon and later at the University of Michigan—Babst went to Detroit to seek a law practice. He knew no one in Detroit, and the movement of business toward his office was for a time somewhat sluggish. One of the first cases he contrived to get hold of involved the collection of three dollars. Naturally such a case did not suggest a large fee, but Babst went to work on it with as much energy as if it had been a million-dollar proposition.

His Thoroughness Paid

There were two or three rather complicated points which required looking up, so he went to the library and trailed to its lair all the law in the case. In a few days he got another case, of more importance, because his client in the first one had told somebody what a lot of trouble he went to over so small a matter. Then and there it dawned on Babst that thoroughness might in time be made to pay good returns.

He made a little compact with himself that whenever a case was entrusted to him, no matter how trivial it was, and no matter if he knew he would get nothing for his work, he would go to the bottom of it. He treated every case as if his whole future depended on it. And the funny thing was, as it turned out, that his whole future did depend on these cases. For as he began to get more important business he usually found that this was because some client had been pleased with the interest and energy he had put into some comparatively trifling matter, and had spoken to friends about him.

A Growing Clientele

On starting away from his boarding house his first morning in Detroit, Babst fell in with a man from Cleveland, Ohio, owner of a prosperous farm magazine. He was there to buy a similar magazine to be combined with his own. On learning that Babst was just starting to practice law, the man employed him to look after the legal details incident to the magazine purchase. Later the publisher arranged with him to conduct a department dealing with legal problems. In doing this Babst was able to make use of much information he had learned in running down the facts in trivial cases that had paid little immediate reward.

Sudden Prominence

All of a sudden, Babst shot into prominence by organizing the State of Michigan to combat the free silver issue in 1896. It is interesting to note that his first step toward gaining a state-wide reputation came by doing the most primary organization chore imaginable. He did not try to break into big league affairs all at once. His starting point was —where do you suppose?—his table at the boarding house!

Finding that there were several other young men at the table who felt, as he did, that the silver issue was making too much headway, Babst proposed that they get as many recruits as possible in the Second Ward. As a result, they formed an organization which served as a nucleus for a larger one that finally took in the entire State of Michigan, with Babst as head of the speakers' bureau.

Babst's law practice took him to Chicago, where he became associated with the National Biscuit Company, then in the midst of a series of lawsuits about trade-marks and patent infringments. He soon saw that if he was to stick to his rule of going to the bottom of things, he would have to do much more than merely read all the law bearing on trade-marks. He must know the grocery business—for grocers were the main distributors of the goods his company had to sell.

So he visited thousands of grocery stores from coast to coast, hobnobbing with the grocers and interviewing the customers. His idea was to find out, among other things, how long it would take a customer to get into the habit of asking for a certain brand, and just what the standing of the average grocer was among his customers. In this way he became an authority on the grocery business.

Sugar Refining Co. President

Three years ago, the American Sugar Refining Company, probably the largest manufacturer of a single food product in the world, asked Babst to become its president. In that way he found himself the biggest figure in the

production and marketing of a commodity which is said to make up one-fourth of the grocery sales. And inasmuch as biscuits and sugar are sold largely through grocers, here was an opportunity to make use of his experience in the industrial food field. So he went to Cuba and Porto Rico, saw the sugar grown, went through numerous refineries, had experts explain the processes to him, went to other refineries in Louisiana, learned something about the chemistry of sugar, and then—he started out once more to visit grocery stores!

In big cities and small hamlets he went to them, made purchases, and got information in all the various details. He went to so many groceries that the habit became a part of him, and to-day if Babst finds himself in a strange city with an hour to put in between trains, he usually spends it visiting grocery establishments.

My impression is that he got every possible fact about the grocer sugar barrel short of making an actual count of the number of flies around it. He got samples of the sugar on top of the barrel, and put them into little vials for purposes of comparison with the color of sugar that had not been so exposed. He ascertained exactly how much string and paper and how much time grocers had to use in tying up the sugar they sold, how much was wasted by spilling, or by leaving a little in the bottom of the barrel.

After getting every fact he could, Babst later arranged for sending out crews of men to record such facts on a much more comprehensive scale. Then, to make certain of accuracy, he sent out other men to check up on these reports. The things the one crew proved and the other crew was unable to disprove, he assumed to be sound. Until he was satisfied beyond a shadow of a doubt that his facts were unassailably accurate, he did not have them offered to customers. Because, as he pointed out, nothing could be more fatal to a business than to tell a customer something which he may later find is not altogether true. Complete confidence once lost is not easily won back.

From all this it will be evident that Babst is a stickler for thoroughness and accuracy.

Cool, Calm, Thorough

A few months ago he was summoned to appear before an investigating committee of the United States Senate to supply facts about the sugar industry. Examinations of this sort are often embarrassing to a witness. Senators frequently find it good sport to use a witness as a kind of burnt offering—to burn them to a nice crisp in full view of the audience.

The calm way that Babst handled himself on the witness stand in the face of a fusillade of questions which might have sorely harassed one less well prepared excited much comment.

The thoroughness with which, as a young man, he handled trivial law cases is now an important feature of the policy of the great business, with ten thousand employees, of which he is the head.

"If I were to try to compress a lot of advice into the smallest possible space and hand it to some young person who could use it," Babst recently told me, "I should say: Be thorough. There is no better slogan for an individual or for a business institution than the comment of Josh Billings, which went something like this: 'It's better not to know so many things than to know so many things that ain't so.'

Approximate Knowledge Not Enough

"It is really astonishing how many intelligent people nevertheless fail to make their knowledge definite and certain. They know that a thing is approximately this way or that way, and they think that is near enough. Half the lawsuits are due to the fact that people do not think or observe accurately. Two persons see a thing happen, or come to an agreement about something; a month later they take entirely different views of what was done, and carry their dispute into the courts. Each is sincere in believing he is right; but he never was trained to that degree of precision which might have obviated just such misunderstandings.

"I feel certain that if the great mass of employees realized how greatly accuracy is in demand by employers, and how willing employers are to pay for it, there would be a vast increase in the number of strictly accurate people available.

"Take, for example, two stenographers. Both are competent to take dictation rapidly, and to transcribe it on a typewriter; but one is careles sabout the item of punctuation—about getting every comma and semicolon exactly where it ought to be. The one who punctuates with one hundred per cent. accuracy may be worth easily twice as much salary as the other one, who is otherwise a high-grade worker. A letter, poorly punctuated, or carelessly written, is not unlikely to disgust the big business man who receives it. And a careless or indefinite statement may lead to a very definite loss.

"I know of a big concern that had metal stencils made for its mailing list, which included many thousands of names. It was a reasonably accurate list, but all through it were such things as J. M. for John M., Jos. for Joseph, and Geo. for George. It was a big expense to throw out all its thousands of stencils and to make an entirely new mailing list, but the concern did it. The truth was that it would have been too great an expense not to do it.

"Many persons are accurate in some things but not in others. An accountant or bookkeepr may show hairbreadth exactness in matters pertaining to figures, but be very inexact in repeating verbal orders or recalling the substance of a conversation. In other words, he is precise in so far as the demands upon him have made him so. If he were careless about his figures he couldn't hold his job.

"Accuracy in a business soon becomes visible to the naked eye. A big factory where there are grass plots and flowers out in front, instead of tin cans and rubbish, is likely to be a factory in which people think with a good deal of definiteness and know exactly what they're about.

"Whether at a law office, a retail store or a big factory, the customer who makes a twenty-five cent. purchase and feels that he has been treated with genuine courtesy and consideration is certain to boast about such treatment to his friends. We are a nation gossips and have a love for conveying information. If you hear a friend say he is about to buy an overcoat or to have his tonsils removed, you are almost certain to offer him advice where he ought to go.

"I have frequently been impressed, too, with the fact that nothing one finds out is ever wasted knowledge. Scarcely a week goes by that I don't find important use for a bit of knowledge that I had acquired only a few days before, and so I have often wondered how much we fail to accomplish because of things we haven't yet found out.

"It is unfortunate that young men in school are not more disposed to take this view. They feel that much of the matter they are studying has no bearing on what they are going to do afterward. The truth is that everything you learn can be applied to whatever you are going to do. It has always semed to me that the person who goes through school or college and learns only enough to squeeze through his examinations is much like the fellow who goes away on a sight-seeing tour and never leaves his hotel room unless somebody makes him.

Grocers Are Clever Merchants

"My visits to thousands of grocery stores over a twenty-year period gave me information not only about food products but about retail merchants in general. Grocers are as honest a lot of people as are to be found in the world. And there is an important reason for this. They deal largely with women. Only an honest man can long survive that! Women are the buyers for American homes, and their intuition soon tells them, even if there is lacking any other evidence, when they are not getting a square deal.

"Once a woman is satisfied that her grocer looks after her interest when she gives him an order, you can scarcely drag her to another store.

"Many of the cleverest merchants in the world are conducting small grocery establishments. They may have practically no capital, and yet make comfortable livings because of their ability to keep turning over their stock. The large number of retail failures is due in most instances to one great cause—careless buying. I remember going once to the store of a cross-roads grocer who had just been forced into bankruptcy. His shelves were lined with goods for which there was no demand.

HARDWARE LETTER BOX

Wire Nails.—Will you please give me the names of the actual manufacturers of wire nails in Canada?—Toronto.

Manufacturers of wire nails in Canada are: Steel Co. of Canada, Hamilton; Graham Nail Works, Toronto; Toronto Wire Nail and Tack Co., Toronto; Northern Bolt and Screw Co., Owen Sound, Ont.; Laidlaw Bale Tie Co., Hamilton; P. L. Robertson Mfg. Co., Milton, Ont.; Maritime Nail Co., St. John, N.B.; Western Wire Sheet Co., London; Imperial Steel and Wire Co., Collingwood, Ont.

Toy Distributors.—Can you inform us what companies in Canada handle toys? —J. H. Duitman Hardware Co., Haynes, Alta.

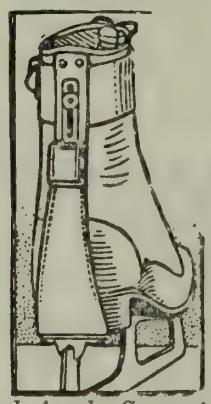
Toys are handled by the following firms: Revillon Wholesale Ltd., Edmonton, Alta.; J. N. Ashdown Hardware Co., Calgary, Alta. and Winnipeg; Western Fancy Goods Co., Winnipeg; Consolidated Stationery and Fancy Goods Co., Winnipeg; The Davidson Mfg. Co., Winnipeg; Clark Bros. & Co., Winnipeg; Lumber Products Ltd., Winnipeg; J. E. Beauchamp & Co., Montreal; A. C. Gilbert-Menzies Co., Toronto; Gendron Mfg. Co., Toronto; Geo. Borgfeldt & Co., Toronto; Wm. Croft & Sons, Toronto; Dominion Toy Mfg. Co., Toronto; Fancy Goods Co. of Canada, Toronto; G. R. Gregg & Co., Toronto; Manual Construction Co., Toronto; Toy Products of Canada, Toronto; Wilson & Cohen, Toronto; L. G. Beebe, Toronto; Torcan Fancy Goods Co., Toronto; R. A. Phillips, Toronto; G. T. McGovern & Co., Toronto; The Arlington Co., Toronto; Fiberoid Corp., Toronto.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

ANKLE SUPPORTS

The Perfection Steel Ankle Support which is manufactured by the Owen Sound Steel Press Works, Owen Sound, Ontario. is made of steel and is so devised that by means of a hinge and sliding attachment it is stated that the ankles may bend forward or backward but cannot bend sideways. It is claimed the "Perfection" does away with all old time cumbersome devices and also

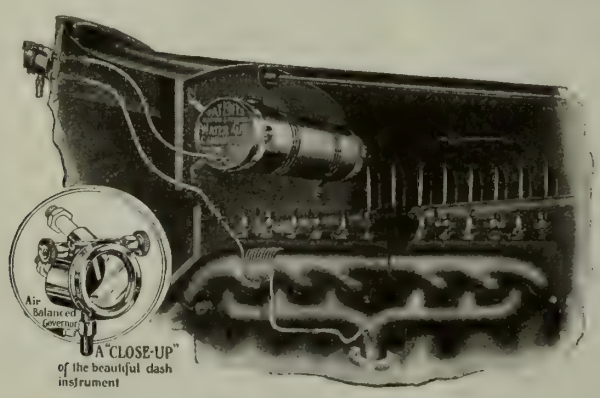


Steel Ample Support

the fatigue which prevents many from taking advantage of skating. It is stated that the method of attaching the support to skate and shoe is exceedingly simple. The "Perfection" is said to be invaluable to all skaters especially hockey players, as they prevent tiring quickly and also falls often caused by boots coming in contact with the ice.

WATER GAS CARBURETOR

The Water Gas Carburetor which is being put on the market by the Water Gas Carburetor Co., of 347 Fifth Avenue, New York, is claimed as the greatest foe yet discovered for carbon. The apparatus, it is stated, will furnish with every explosion of the engine just the right quantity of oxygen to consume all the carbon even if such fuel as a fifty-fifty mixture of kerosene and gasoline is in use. Another advantage claimed for the carburetor is that its installation does not necessitate the disturbing of any of the equipment, or even readjustment of any parts. The outfit includes the water gas carburetor, nine pint tank with special filter, universal tank brackets, ten feet of copper tubing and special solderless fittings.



Gas Carburetor

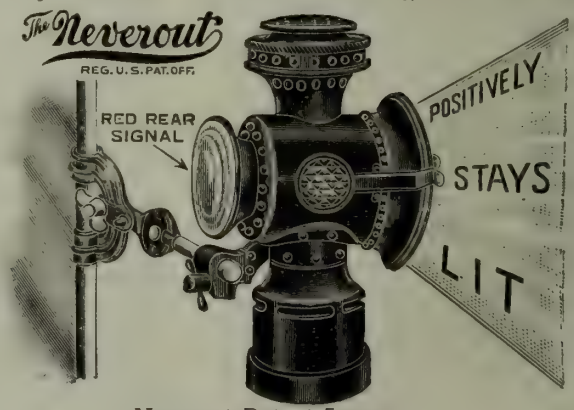
RACCOON COAT

Holt, Renfrew & Company, Department K, Quebec City, announce that they have placed on the market for the hardware trade a line of raccoon coat made it is said, of carefully selected full furred pelt, and that the coats are light in weight, soft and well fitting.

Complete details, prices, etc., will be supplied upon request.

NEVEROUT PATENT LAMP

The Neverout lamp made by the Rose Manufacturing Co., of 910 Arch st., Philadelphia, is made of drawn brass of heavy gauge and is designed for use as an auto standing light for attachment to windshield, or as a carriage dash light. It burns kerosene, but because of an insulated kerosene reservoir it is claimed the lamp is entirely free from grease and can be taken apart and cleaned instantly. It has a bright clear lens in front and large red semaphore in rear, and red and green side lights. It is made in two styles nickel plated or finished in black enamel. The bracket shown above is packed with each lamp, and can be used on either the right or left side of windshield.



Neverout Patent Lamp

POST HOLE AUGER

The "3 in 1" adjustable post hole auger is being manufactured by the Hall Manufacturing Co, of Monticello, Iowa. It is stated that it takes the place of three augers, that is that the one auger bores three different sized



Adjustable Auger

holes. In this way it is claimed it is a great labor saver and a conserver also of material. The auger it is claimed is perfectly balanced with the pressure scientifically equalized on all working parts. The blades are of crucible steel forged to a cutting edge and are locked together with an improved hinge which it is claimed prevents spreading and wedging. The augers are made in three sizes weighing 8, 10 and 12 pounds.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

LOWER prices are again in evidence on linseed oil this week after a week of rather uncertain conditions in the seed market. Declines range from four cents to seven cents per gallon. Uncertainty as to how flaxseed may go seems to be the only certain feature in this market. The feeling is strong that unless an immediate cessation of hostilities develops the market is about as low as it will go, and higher levels are looked for later on.

Turpentine has advanced 2c per gallon in some quarters. This is in line with firm tendencies outlined last week, and follows closely on the strong feeling in evidence at primary points. Continued strength seems probable, it being reported that English interests have bought up large stocks to be stored in tanks awaiting shipping space, and this will provide a firm undertone to the market. Local conditions are affected, too, by increased charges for warpage, marking and barrels which have now become effective.

Horse shoes are again prominent this week in an advance of 50c per keg. This follows on the heels of a similar increase about three months ago, and is some criterion of conditions generally applying in iron and steel industries. Further evidence as to the trend of these markets is given in an advance of about 20 per cent. in steel game traps, one of the sharpest increases yet recorded in this line.

New prices issued on roofing cement and paint for spring provide for an advance in these two lines. Creosote has also gone to higher levels, and the market in all roofing products rules with a very firm undertone.

A decline in drop shot is recorded in some quarters, more it is felt, in an effort to clean up on stocks than a market condition. Some lines of Canadian-made builders' hardware have been changed, new prices providing for advances which, it is indicated, amount to as much as 15 per cent.

Other lines to join the list of those on the upward trend are axle pulleys, tin roofing caps, hand saws, foot valves, planes, tower bolts, thumb latches, and chain pipe wrenches. A 15c increase in the price of cement is also effective, as applied to certain territory.

Business as a whole has been very good in spite of adverse conditions brought about by epidemic of sickness. Manufacturing interests seem to have suffered the most in a curtailment of their operations.

MONTREAL MARKETS

MONTREAL, Oct. 31.—Builders' hardware is higher and revised quotations on harness or saddlery hardware also show increases. Rivets, butter bowls, forges, blowers, wood blocks, wrought iron latches, rosin, game traps, cotton gloves, planes, plane irons, fibreware, railroad lanterns, boot calks, and auto accessories are additional lines that have scored advances. All markets are very firm.

Jobbers have been enabled to take care of business very well, under trying circumstances at present obtaining. Victory Loan effort is taking much attention, and the restricted hours of business are somewhat of a handicap, too.

R.R. Lanterns, Traps, Fibreware Higher

Montreal.

LANTERNS, TRAPS, FIBREWARE.—Railroad lanterns are revised upward, the present price for these being $15.75 per dozen.

Game traps are moved upward. Newhouse No. 0 are priced at $5.25 per dozen; No. 1, $6; No. 1½, $9.25; No. 2, $13.50; No. 3, $18; No. 5, $196, and No. 50, $110 Oneida Jump are selling at $3.30 for No. 0; No. 1, $3.85; No. 1½, $5.75; No. 2, $8.50; No. 3, $11, and No. 4, $13.20. Victor, with chain, are priced at $2.40 per dozen for No. 0; No. 1, $2.85; 1½, $4.40; 2, $6.00; 3, $8.25, and 4, $9.35; without chain No. 0 is priced at $1.90 and No. 1 at $2.20.

Indurated fibreware is up about 10 per cent.

Gloves, Latches, Wood Blocks, Advance

Montreal.

GLOVES, LATCHES, BLOCKS.—Cotton gloves are higher. No. b12 are selling at $2.85 per dozen; S4, $2.75; G.I.S., $1.80; 4K, $2.30; B8, $3.10; G10, $3.60 and G5, $3.

Wrought iron latches are selling at 10 per cent. off list, the former discount being 15 per cent.

Wood blocks, with a previous price of net list, are revised to list plus 10 per cent.

Magneto Parts Higher; Timer, Magneto Mountings

Montreal.

MAGNETO PARTS.—Higher prices obtain for Atwater-Kent magneto mountings of various kinds. Comparative prices are as follows: No. K2 4 Cyl, old price $36, new price $45; K2 6 Cyl, $38.25--$48.37; K2 4 Cyl, $33.75-$42.75; H-6 Cyl, $36-$36; H-4 Cyl, $30.35-$38.25; H-4 Cyl, $28.10-$36. These are for the coil magneto mountings.

The following comparative prices obtain for coil timer shaft mountings, the old and new prices respectively, appearing in order: K-2 4 Cyl, $30.38-$37.99; K-2 4 Cyl, $28.12-$35.81; H-4 Cyl, $24.75-$30.38; H-4 Cyl, $23.06-$28.12; F-3 Cyl, $24.75-$30.38; F-3 Cyl, $22.50-$28.12; H-2 Cyl, $24.75-$30.37; H-2 Cyl, $22.50-$28.12.

K2-KS coil ignition prices are now $41.25 to the trade, the old price being $33.75. Comparative prices for K-2-P-S are $39.38-$31.50; H-K-S, $33.75-$27 and H-F-S, $31.50-$24.75.

Windshield Weatherstrip Up; Grease Guns, Too

Montreal

WEATHERSTRIP.— Windshield weatherstrip of McCormick Allmand make is higher. The trade price was 67c per set and is now 74c; in dozen lots the comparative prices are 63c and 69c, and in 4 dozen lots 57½ and 63c.

Samson screw grease guns are up somewhat. Ordinary trade price on single lots is advanced from $1.03 to $1.14; in lots of 12 from 97c to $1.07, and in lots of 48 from 89 to 98c each.

Auto Screwdrivers Up; Washers, Gauges

Montreal.

SCREWDRIVERS, WASHERS, GAUGES.—Screwdrivers of Four-in-one make are higher in price. The trade quotation for single lots is now 80c each, whereas it was previously 70c. The price on lots of 24 is 75c each and that for 8 dozen lots 69c. Twin screwdrivers are up to 14c from 11½c and in 2 dozen lots from 10½c to 13½c. Pump gauges No. 2are priced now at $1.20 each, for $1.13 each in dozen lots and $1.04 in 4 dozen lots. This is an increase of about 40 per cent.

Romort rubber washers are worth 33c now to the trade, the previous price being 30c.

Various Valves Higher; Shock Absorbers

Montreal.

ABSORBERS, VALVES. — Advances are made on various valves, valve parts, nuts, deflating caps, etc., of Schraeder make. The increases are various and total from 15 per cent .to 20 per cent. Sample prices as obtaining under the advance are as follows: Universal valve insides No. 1801, in boxes of five ,30c box; Universal repair tool, No. 2395, 26½c per box; Universal tire pressure gauges, $1.27 each, and Universal 3-way pump connections, each, 45c.

Adjustment of price on Steelbilt shock absorbers has been made. The trade price is now $5.94, and was previously $6.12 and the price on lots of six is now $5.65 each, former price being $5.82.

Auto Clocks Higher; Air Hose Is Up

Montreal.

AUTO CLOCKS, AIR HOSE.—Advances for automobile clocks of various kinds have been made. Number 9 is advanced from $12.57 to $13.20; No. 12-B from $11.62 to $13.31; Denver, $6.37 to $8.07; Rear Wind. $8.05 to $9 27; Frisco No. 2, $3.38 to $5.19 and Frisco No. 1 and a companion style each are now priced at $4.05.

Double armoured air hose is up. In small cut lots the price is increased from 32½c to 38c per ft. and in 100 ft. lots from $30.85 tot $36.13.

Various Spark Plugs Advanced 10%-15%

Montreal.

SPARK PLUGS.—Advances of various proportions have been made for spark plugs. These approximate 10 per cent. to 15 per cent. and the various styles used on different cars and the usual sizes are subject to the changes so made.

Spark plug cleaner is priced now at 75c in small lots and at 66c in lots of 10 and over. This is for the 'Minute' brand.

Priming plugs are priced at $1.15 each for single lots of No. 32152 and priming plug porcelains at 50c in lots of less than 10 and at 48c each in lots of ten or over.

Boot Calks Higher; Planes and Irons

Montreal.

BOOT CALKS, PLANES.—Advances for boot calks have been made. The present price for screw calks is $6.50 per M all sizes, and that for drive calks is $4.75 per M.

Planes, plane irons and other various lines of Stanley make are up. The advance approximates about 10 to 15 per cent.

Mounted Grindstones, Horseshoes Advance

Montreal.

HORSESHOES, GRINDSTONES.—Advances for some lines of grindstones of one mounted variety are announced. This applies to the No. 35 and the new price is $11.70 each. The former quotation was $9.50.

Horseshoes have taken on an advance of 50c per keg all around and present prices will be found in the current markets quotations.

Saddlery Hardware, Rivets, Builders' Hardware Up

Montreal.

VARIOUS LINES.—Saddlery harness hardware has again advanced, the approximate increase being about 10 per cent.

Clinch and tubular rivets are higher, and the price now to the trade is $1.20 per M. net for No. 9B.

Various lines of Canadian made hardware are advanced about 15 per cent., the items affected being mostly in builders' hardware lines.

Blower, Forges, Bowls Make Advances

Montreal.

FORGES, ETC.—Advances are made for Canadian Buffalo line of forges and this will approximate about 15 per cent. The same advance applies to this line of blowers.

Maple butter bowls are up also. The prices on these are as follows: 12 inch, per dozen, $2.65; 15 inch, $13.20; 17 inch, $13.20; 19 inch, $15.40, and 21 inch, $19.25.

Stoves, Wares Firm; Makers Oversold

Montreal.

STOVES, WARES.—The difficulties confronting the makers of stoves have by no means been few of late. They have been using every effort to overtake the business in hand. In addition to the great shortage of men in the foundries they have been handicapped through the recent sickness epidemic, and long for an improvement, which now is more promising.

For wares of all kinds there is a steady and splendid demand. In some instances the demand could not be met and this was caused partly because of the shortage of material that was delayed in shipment from the United States. The trade will doubtless receive supplies in the course of time, but will have to exercise patience.

Rope Basis Maintained; Likely to Hold

Montreal.

ROPE AND CORDAGE.—The present basis for rope is steady. The manufacturers feel that there will be no change for they have bought supplies in high producing markets, and quotations will have to be based on this buying. The recent changes reported for hard fibres were adjusted to meet very large orders for governmental work in the United States and the conditions in no way affected the trade situation.

British manila basis still is 33c; pure manila 39c and sisal 27½c per pound.

Lubricator Oil Up; Gasoline Holds

Montreal.

OILS, GASOLINE.—Coal oil and gasoline hold on a steady and unchanged basis. Royalite coal oil is still 19c; Palacine and Electroline 22c per gallon. Gasoline is firm and steady, and with the present consumption surtailed considerably, owing to weather and sickness conditions, the supply is fairly well maintained. Some strain on local stocks was made recently, because of the necessity of overtaking the shortage in outside points.

Changes have been made in the basis for various lubricating oils. Most of these are advances, but there have been a few declines. Castor machine oil, for instance, is down 1c per gallon; Junior red advanced 1c; leather oils advanced 2c and some engine oils declined 1c. A few paraffine oils are up two to six cents per gallon.

Wire Nails Steady On Firm Basis

Montreal.

NAILS AND WIRE.—At the advance of last week, nails are steady and the undertone of the market is firm. Supplies are fair, but there is evidence of a shortage developing ere long, if the demand is even seasonable from now on. Soon, some will be asking for the forwarding of their early spring wants to take advantage of the water route rates, and this will tell on available stocks. Base price is now $5.50 per keg for standard wire nails and for cut nails $5.85. Standard smooth wire is based at $6.25 per 100 pounds.

Iron Supplies Fair; Hold Firmly Here

Montreal.

IRON AND STEEL.—The market holds firmly, with supplies limited to staple sizes for the most part. It is stated that some difficulty obtains from time to time when special sizes are wanted and that it is necessary to substitute in such cases. Trading is just fair.

Common bar iron, per 100 lbs.	$4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 22

Lead Products Hold; Trade is Light

Montreal.

LEAD PRODUCTS.—There is little new in the situation. All lines are held on an unchanged basis and the volume of business is limited, jobbers report. This is due to the severe and unusual conditions now prevalent everywhere, and the peace talk has had something to do with reduced buying, it is stated. Solder holds steady.

Lead pipe, lb.	$0 15	$....
Lead waste pipe, lb.	0 16	....
Lead traps and bends	Net list.	
Lead wool, lb.	0 15½	0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs., sq. ft.	0 12½	0 13
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c. lb. extra.		
Solder, guaranteed, lb.		0 52
Solder, strictly, lb.		0 45
Solder, commercial, lb.		0 41
Solder, wiping, lb.		0 41
Solder wire (8 gauge)—		
40-60		0 53
45-55		0 57½
Zinc sheets, casks		....
Do., broken lots		....

Note—The above prices for solder are for full boxes of 100 lbs. Jobbers will charge several cents more for small lots.

Old Metals Quiet; Unchanged Prices

Montreal.

OLD MATERIAL.—The market is very quiet and there is little doing. Changes of any kind are absent and the dealers have not been able to report a favorable change in market activity or prices for some time as it was expected they would. The outlook is for a continuance of quiet.

Dealers' Buying Prices:

Tea lead	....	0 06
Heavy lead pipe	....	0 07½
Yellow brass	....	0 13½
Red brass	....	0 23½
Light brass	....	0 08
Scrap zinc	0 06½	0 06¾
Heavy copper	0 24	0 24½
Wrought iron, No. 1, per gr. ton	26 00	27 00
No. 1 machinery cast	38 00	40 00
Heavy melting steel	22 00	23 00
Pipe scrap	18 00	20 00
Stove plate, per ton	26 00	28 00
No. 2 busheling	13 00	14 00
Old rubbers, boots and shoes	....	0 07¼
Overshoes, lumbermen's rubber boots	....	0 05
Bicycle tires	0 04½	0 05
Automobile tires	0 04¾	0 05

Sheets Hold Firmly; Stocks Declining

Montreal.

SHEETS.—Firmness still characterizes the situation and there is increasing scarcity of supplies, some jobbers being unable to obtain anything like adequate requirements for their trade. In any case there is an ever-increasing dearth of supplies as the various jobbers become sold out, and it is only when the shelves are clean of stock that many realize the difficulty of replacement. Tendencies are toward further firming of the market.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$9 75	$11 50
12 gauge	9 65	11 00
14 gauge	9 00	8 20
16 gauge	9 15	8 25
18-20 gauge	9 25	8 30
22-24 gauge	9 60	8 35
26 gauge	9 75	8 40
28 gauge	9 90	8 50
GALVANIZED SHEETS—		
10¾ oz.	$12 00	$12 35
28 gauge	11 65	11 90
26 gauge		11 35
22 and 2 4gauge		11 15
20 gauge		11 05
18 gauge		10 95
16 gauge		10 85

NOTE.—These prices are for full bundles, an extra charge of 25c per 100 lbs. is made for broken lots.

Pig Lead Scarcer; Ingot Markets Quiet

Montreal.

INGOT METALS.—The markets are quiet and with little change from the position attained last week. Lead is scarce and firm.

COPPER.—The continuance of the set price in the United States has steadied the situation and this will leave little likelihood of a change transpiring here until the first of the year. Local trading is steady at 30 to 31c per pound according to quantity.

TIN.—Dullness characterizes the market. There is enough, apparently, to meet requirements and these are light. For small lots 90 to 92c per pound obtains, and for large quantities better prices may be had.

SPELTER.—There has been some fluctuating, a slight firming, and latterly an easing of the tone in the States. Local interest is small and the market is based around 10½ to 11c per pound.

LEAD.—Difficulty in getting adequate requirements is still reported. The basis of trading here is around 10½c to 11c per pound.

ALUMINUM.—The small demand reported for some weeks still obtains. Prices are unchanged for very small lots, but from 48c to 50c per pound will cover for average quantities bought.

ANTIMONY.—No new interest attached to this item aside from a little reported easiness outside; the price of 18c per pound still rules.

TORONTO MARKETS

TORONTO, October 31.—Horse shoes are up 50c per keg, and a sharp advance is also noticeable in game traps, which move up about 20 per cent. Another line of planes has gone to higher levels, along with foot valves, creosote, cement and axle pulleys. Spring prices on roofing cement and paint just out are higher.

Business has kept up very well, and whereas increasing difficulty in getting goods is noted, volume of trade represents very nice total.

Horse Shoes Go Up 50c Keg

Toronto.

HORSESHOES.—New prices are in effect on horseshoes. The present basis of quotations shows an advance of 50 cents per 100 pounds over prices formerly ruling. The light iron shoes No. 2 and larger are now quoted at $7.75 per keg, and the No. 1 and smaller $8.00. The medium iron shoes, No. 2, and larger are quoted at $7.75, and No. 1 and smaller $8.00. The No. 2 and larger heavy iron shoes are now $7.75. The snow shoes No. 2 and larger have now advanced to $8.00 per keg, and the No. 1 and smaller $8.25. The light "XL" shoes No. 2 and larger are now up to $8.20, and the No. 1 and smaller $8.45. The complete list appears in the current market quotations

More Planes Revised Upward

Toronto.

PLANES.—Another line of planes has joined the list of those which follow the upward trend. New prices are now available on the Siegley planes which provide for an advance of about 12½ to 15 per cent. Quotations on some of the more familiar numbers are: No. 3 $3.25 each; No. 4, $3.55; No. 4½, $4.10; No. 5, $4.10; No 5½, $4.65; No. 6, $5.15; No. 7, $6.00; No. 8, $7.10; No. 9½, $1.75; No. 9¾, $2.00; No. 15½, $2.15; No. 19, $2.15;

No. 24, $2.20; No. 26, $2.45; No 28, $2.95; No. 30, $3.25; No. 32, $3.50; No. 35, $2.75; No. 101, 33c; No 102, 65c; No. 110, 87c; No. 130, $1.25; No. 220, $1.25.

Foot Valves Revised; Axle Pulleys Up

Toronto.

FOOT VALVES. AXLE PULLEYS.—A revision in prices on iron foot valves, painted, has been made, the present basis representing an advance. Quotations now prevailing are: ¾-inch, 46c each; 1-inch, 48c; 1¼-inch, 65c; 1½-inch, 72c.

Common Sense axle pulleys are higher the 2-inch now selling at 52c per dozen net.

Slight Revision in Tower Bolts, Latches

Toronto.

TOWER BOLTS, LATCHES.—New prices have been issued on tower bolts which provide for a slight advance. Selling prices named to the trade are, on the No. 1105, 4-inch, $1.35 per dozen; 5-inch, $1.80; 6-inch, $2.00.

Steel thumb latches have also undergone a slight adjustment in price, the No. 2 now selling at $2.05 per dozen; No. 3 at $2.75 and No. 4 at $4.75.

Chain Pipe Wrenches Higher; Roof Caps

Toronto.

CHAIN PIPE WRENCHES, ROOF CAPS.—Higher prices are in evidence on the Vulcan flat chain pipe wrenches, these now selling to the trade as follows: No. 30, $3 25 each; No. 31, $4.55; No. 32, $6.50; No. 33, $9.10; No. 33½, $11.70.

Tin roofing caps are again on the upward move, quotations to-day being made at $10 50 per 100 pounds.

Game Traps Up About 20 Per Cent.

Toronto.

GAME TRAPS.—An advance of between 15 and 20 per cent. is noticeable in the new prices which are now prevailing on game traps. This is one of the sharpest increases which has been made in this line of goods since the war broke out. Conditions in regard to getting supplies of steel, and the heavy demand of labor are factors which have brought about this change. Quotations which are now being named to the trade on the new basis are as follows:

GAME TRAPS—

Victor, with chain—No. 0, $2.20 per dozen; No. 1, $2.60; No. 1½, $3.90; No. 2, $5.45; No. 3, $7.25; No. 4, $8.55; No. 91, $3.65; No 91½, $5.20.

Jump, with chain—No. 0, $2.95 per dozen; No. 1, $3.45; No. 1½, $5.15; No. 2, $7.60; No. 3, $10.10.

Game Traps—

Hawley and Norton, with chain—No. 0, $3.45 per dozen; No. 1, $4.05; No. 1½, $6.10; No. 2, $8.55; No. 3, $11.35; No. 4, $13.40.

New House, with chain—No 0, $4.75; No. 1, $5.55; No. 1½, $8.35; No. 2, $12.30; No. 3, $16.45; No. 4, $19.40; No. 81, $6.45; No 91, $7.05; Bear, No. 5, $11.80 each; No. 50, $8.35 each.

Adjustment in Hand Saws; Shot

Toronto.

HAND SAWS, SHOT.—An adjustment in prices recently issued on S. & D. hand saws has been made, providing for a slight increase over prices formerly quoted. The No. 10 saw, 18 and 20 inch are now quoted at $12.10 per dozen; 22-inch at $12.25; 24-inch at $12.40; 26-inch, $12 50; 26-inch rip saw, $12.50 per dozen.

Lower quotations on shot are in effect, the common drop AA to 12 selling as low as $16.45, and AAA and larger $17.25 per 100 pounds, with usual list of extras effective.

Cement Goes Up; Plaster of Paris

Toronto.

CEMENT, PLASTER OF PARIS.—An advance of 15c has been made on cement affecting territory west of Trenton and north of Parry Sound. Quotations for this ground on new basis are $2 95 per barrel, in carload shipments. The demand during the past ten days has shown great improvement with the result that October totals will aggregate a very nice volume of business.

Plaster of Paris is steady and rules without change. Supplies are coming through sufficiently well to take care of the demand which is considered fair.

Creosote Higher, Roofing Cement Too

Toronto.

CREOSOTE, ROOFING CEMENT.—Higher prices have been established on creosote, the crude selling at 45c, and clear creosote at 55c. New prices are also announced on roofing cement for spring delivery. The Everlastic roofing cement, 1 dozen 1 gallon cans, are quoted at $9.00 per dozen, and 1 case 2 dozen small tins, $2.00. The Everjet paint is also being quoted for spring shipment as follows: barrels, 65c gallon; ½ barrels, 70c; 5 and 10 gallon cans, 80c; 1 dozen 1 gallon cans, $9.50 dozen.

Nails Steady, Wire Unchanged

Toronto.

NAILS, WIRE.—The market on wire nails is holding firm at advances recorded last week. The demand is fair and supplies generally are equal to business offering. The undertone to the market is strong, with to-day's base price being $5.50 per 100 pounds. Cut nails are steady and unchanged at $5.85 per 100 pounds base.

No revision in the situation on wire is noted, the smooth steel base holding unchanged at $6.25 per 100 pounds.

Coal Oil in Good Demand; Gasoline

Toronto.

OIL, GASOLINE.—There is no let up in the demand for coal oil apparent. Sales are heavy and increasingly so, with the market ruling firm though unchanged at 18½c to 21½c per gallon according to grade.

Steadiness is to be noted in the gasoline situation, the consumption continues fairly heavy and no shortage has yet developed. Price rules unchanged at 33c per gallon.

Stoves Sold Up; Wares Are Firm

Toronto.

STOVES, WARES.—Manufacturers report available stocks of stoves, ranges, heaters and furnaces pretty well sold up. There is some raw material coming and the hope is expressed that enough will be released to maintain a fair output. Just now there is a slight lull in the trade, and with an opportunity now of figuring costs it may be found that margins have been pared too closely. The result of such disclosures will probably be higher prices. At any rate the market is very firm and no recession from present values is looked for. The outlook generally is considered fairly good, and the market is expected to rule pretty steady.

Wares of all kinds are firm and no developments of a particularly new or interesting nature are reported. Prices are unchanged at levels shown in current market quotations.

Market on Cordage Quiet; Demand Fair

Toronto.

CORDAGE, TWINES.—The market remains very quiet and no new developments are noticeable. The demand is only fair, a seasonable condition, and prices steady at following basis: Pure manila, 39c per pound; British manila, 33c; sisal, 27½c. The twine list is firm and unchanged.

Few Shipments of Bars Coming

Toronto.

IRON AND STEEL.—There are a few arrivals of bars reported but these do not represent a very heavy total. However, immediate requirements of the trade are being fairly well taken care of and prices rule without change.

TORONTO—	Per 100 lbs.	
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Sheets Grow Scarcer and Scarcer

Toronto.

SHEETS, PLATES. — Sheets grow scarcer. Light sheets are decidedly

short and no improvement for the immediate future is anticipated. Whether the new system of securing priority orders will work out to advantage is a question. Some feel that it may ease the situation somewhat, others again that the line is drawn even tighter. Quotations are unchanged but very firm.

BLACK SHEETS—	Per 100 lbs.
10 gauge	$10 00
12 gauge	9 60
14	10 85
16 gauge	8 50- 8 55
18-20 gauge	8 05 8 30- 8 80
22-24 gauge	8 10 8 35- 8 85
26 gauge	8 15 8 40- 8 90
28 gauge	8 50- 9 00
3-16 inch plate	10 00
¼ inch boiler plate	10 00

Prices shown are for full cases. An extra charge of from 25c to $1 per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—			
10¾ oz	$11 00	$12 00	$12 75
U.S. 28	10 70	11 70	12 50
22 and 24	10 25	11 25	
18 and 20	10 10	11 10	
16	9 95	10 95	
14 gauge	$8 40-	8 90	

Prices shown are for full cases An extra charge of from 25c to $1 per 100 lbs. is made for less than case lots.

Outlook Same in Corrugated Sheets

Toronto.

CORRUGATED SHEETS.—No material change in the outlook on corrugated sheets is reported. Stocks of materials to work with are smaller and manufactured lines consequently are affected. There is a fair amount of business being done and so far actual requirements of the trade are being largely met on manufactured goods. Nominally quotations remain as follows on corrugated sheets.

TORONTO— Corrugated Sheets—	Per 100 Sq. Feet Gal'zed	Painted
No. 28 gauge	$ 9 00	$ 7 50
No. 26 gauge	10 00	8 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No. 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7½ per cent.

Steady Tone to Wrought Pipe; Tubes

Toronto.

WROUGHT PIPE, BOILER TUBES.—The market remains firm and without change on wrought pipe. Supplies continue in the class of goods hard to get and the labor situation is no better. Prices range at figures shown in current market quotations.

Boiler tubes are moving out but there are none coming along to replace present depleted stocks. The market rules unchanged as follows:

Toronto—	Per 100 feet Cold drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Solder Holding Steady; Lead Products

Toronto.

ZINC AND LEAD PRODUCTS.—Solder is holding steadily though a further reduction in tin is a factor which may influence prices to lower levels. Sales are fairly well maintained and quotations below unchanged. There is nothing new to report in manufactured lead products. Prices are steady and demand only fair.

Lead pipe, lb.		0 15
Lead waste pipe, lb.		0 16
Lead traps and bends		Net-list
Lead wool, lb.	0 14	0 15
Lead sheets, 2½ lb. s. ft., lb.		0 14½
Lead sheets, 3 to 3½ lbs. sq. ft., lb		0 14¼
Lead sheets, 4 to 9 lbs. sq. ft., lb.		0 13½
Cut sheets ¾c lb. extra, and cut sheets to size. 1c lb. extra.		
Solder, guaranteed, lb.	0 50	0 55
Solder, strictly, lb.	0 47	0 52
Solder, commercial, lb.	0 42	0 45
Solder, wiping, lb.	0 40½	0 50
Solder wire, lb.	0 56	0 70
Zinc sheets, lb.		0 26

Old Materials Very Weak; Little Trading

Toronto.

OLD MATERIALS.—Old materials are very weak and business is practically at a standstill. Little trading is going on and dealers generally are not anxious to buy. A general decline in another week or ten days seems probable.

Dealers' Buying Prices—		
Tea lead	$0 05¼	....
Heavy lead pipe	....	0 08
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 22	0 23
Stove plate, per ton	....	25 00
Old cast iron, per ton	....	30 00
Overshoes, trimmed Arctics	....	0 06
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Tin Again Lower; Antimony Down

Toronto.

INGOT METALS.—A little firmer feeling is reported in tin, though in some quarters a further decline in prices is recorded. Antimony is down 1c per pound. Spelter is very firm though no quotable change is in evidence. Lead, copper and antimony are unchanged, supplies of each being largerly absorbed in war work.

COPPER.—War work continues to absorb supplies. Postponement of price fixing has had the effect of getting trade back into routine channels. The output has been seriously affected through epidemic of sickness, one source estimating this loss at 20 per cent. The situation locally is unchanged, quotations ranging nominally around 30-32c per pound.

TIN.—Supplies are again reaching the stage where they are comparatively scarce. Indications are, too, that October shipments will show a market falling off from September and as stocks go lower, the market may go higher. However, although the situation has a stronger tone, declines have been made in some quarters, quotations varying from 85c to $1.00 per pound.

SPELTER.—The market is firm, all cheap metal being pretty well cleaned up. Conditions at primary points are a little easier but under present basis of small stocks locally, this is not reflected here. Price to-day holds at 11c per pound.

LEAD.—Supplies are scarce for commercial uses. War demands continue to absorb bulk of output so prices, though unchanged, can only be called nominal. Quotations range around 10½c to 11c per pound

ALUMINIUM. — Government work absorbs practically all supplies, quotations being nominally held at around 50c per pound.

ANTIMONY.—The market is easier, quotations being down 1c per pound to 17c. Business is still moving but in very small quantities.

PIG IRON.— Efforts to increase production have been counteracted by epidemic of sickness, but even with this handicap it is possible tonnage may amount to September figures which was a record. Government needs continue to absorb output and war program shows no signs of easing away.

LONDON MARKETS

LONDON, October 31.—Higher prices are again the order of the day. This is noticeable in game traps, which are up about 20 per cent. New prices are also out on planes, which represent an increase over former quotations of about 15 per cent. Horseshoes have advanced 50 cents per keg, and other lines which have gone to higher levels are plaster of paris, valve parts, tire gauges and clothes pins.

Business during the past week has been very good. In fact better than expected. Many lines are very scarce, and the situation in this respect is getting worse.

Clothes Pins Up; Plaster of Paris, Too

London.

CLOTHES PINS, PLASTER OF PARIS.—Clothes pins have joined the list of advancing products and new prices are now out which provide for a substantial increase in these. Quotations now being named to the trade on the common wood pin are at $1.45 per box. Plaster of Paris has recorded an advance of 30 cents per barrel and is now quoted at $3.45. The recent increase in freights is the main factor in this advance, although cost of getting this out has advanced materially.

Valve Parts, Tire Gauges Advanced

London.

VALVE PARTS, TIRE GAUGES.—New prices have been established on Schraeder valve insides, these now being quoted at $6.00 per hundred. A higher basis of quotations has also been arrived at on the Schraeder tire gauges, the No. 1561 now being quoted at $1.27 each to the trade.

Fifteen Per Cent. Advance in Planes

London.

PLANES.—Higher prices are the order of the day on Stanley planes. Prices now prevailing to the trade show an advance of about 15 per cent. over former quotations. The present basis on some of the more familiar lines are given herewith.

No. 3, $3.80 each; No. 4, $4.10; No. 4½, $4.75; No. 5, $4.75; No. 5½, $5.30; No. 6, $6.05; No. 7, $6.90; No. 9½, $1.95; No. 9¾, $2.40; No. 17, $2.45; No. 18, $2.40; No. 19, $2.55; No. 26, $2.80; No. 27, $3.20; No. 28, $3.55; No. 35, $3.20; No. 36, $3.60; No. 100, 46c; No. 101, 37c; No. 102, 70c; No. 103, $1.00; No. 110, 99c; No. 120, $1.40; No. 130, $1.45; No. 140, $2.55; No. 220, $1.45; No. 603, $4.30; No. 604, $4.60; No. 605, $5.30; No. 606, $6.70.

Game Traps Go Up 20 Per Cent.

London.

GAME TRAPS.—New retail prices are out on steel game traps. These provide for an advance of about 20 per cent. This is one of the stiffest advances yet recorded in this line, but conditions affecting the getting of supplies and scarcity of steel for all purposes other than direct war work have been the big factor in bringing this about. New retail prices were not available at the time this report was sent forward.

Horse Shoes Record 50c Advance; Calks

London.

HORSE SHOES, CALKS.—A further advance of 50c per keg is noticeable in new prices now issued on horse shoes. On the present basis the light iron shoes No. 2 and larger are quoted at $7.75 per keg, and the No. 1 and smaller $8. The light XL steel shoe No. 2 and larger are now $8.20, and the No. 1 and smaller $8.45 per keg. Sales of horseshoe calks are coming along quite well. There has been no change on the price of these, the Neverslip line being listed at the following prices: 5-16-inch, $2.60 per 100; ⅜-inch, $2.60; 7-16-inch, $2.80; ½-inch, $2.80; 9-16-inch, $3, and ⅝-inch, $3. All of these are subject to a discount of 15 per cent.

Sink Prices Adjusted; Ash Sifters

London.

SINKS, ASH SIFTERS.—A readjustment of prices on cast enamel sinks has been effected. This does not provide for any material change, and quotations which are now ruling are given herewith:

	16x24"	18x30"	18x36"
1 in shipment.....	$4.92	$5.62	$9.72 each
2 in shipment.....	4.86	5.56	9.60 each
3 in shipment.....	4.80	5.50	.... each

A very good sale of ash sifters is still in evidence. There has been no change in price recently, the common wood side sifter selling at $2.50 per dozen, the Banner sifter $3.45 each, and the Rocker No. 1 at $5.50 each.

Glass Very Firm; Putty Unchanged

London.

GLASS, PUTTY.—The market on glass is very firm. Jobbers report sales as representing a very nice total, and whereas discounts below show no change, a revision to higher levels would not come as any surprise. Single diamond is still quoted at 25 per cent., double diamond at 25 per cent., and cut lights at 10 per cent. discount from list. There has been no change in the situation on putty. Sales are very fair and prices unchanged, the standard in 100-lb. drums selling at $6.75 per 100 pounds and in 25-lb. drums $7. Pure putty takes an advance of $2 per 100 pounds over the price of standard.

Skates, Hockey Sticks, Sleigh Bells Moving

London.

WINTER LINES.—A very good movement of winter lines is now in progress to the retail trade. This applies to skates, hockey sticks and sleigh bells. Prices on these lines show no change, quotations ranging as follows: Starr skates are still quoted at a discount of 30 per cent; hockey sticks, the boys' red or white, are quoted at $1.25 per dozen; men's rock elm, $3.20; Spalding, $5.75, and the Rex, $7 25. Quotations on sleigh bells are given as follows: Collar No. 2, $1.35 per dozen, and No. 3, $1.50; team No. 7, bronze, $1.35 per dozen; rough No. 2, $3 50; No. 3, $4; No. 4, $5.75; No. 5, $6.75; Swiss No 2, $4.75; No. 3, $6; No. 4, $7.75; No. 5, $11 per dozen; Swedish chimes No. 1400, $2.35 each; No. 1500, $2.65 each; No. 1700, $3.50 each.

Linseed Oil Lower; Turpentine Higher

London.

LINSEED OIL, TURPENTINE.—Fluctuations on the seed market are still noticeable. Linseed oil has shown a decline of 4 cents per gallon, quotations now in effect being given below. Turpentine is very strong and this is shown in a change to higher levels of 2 cents per gallon. Quotations which are ruling are given herewith: Linseed oil, 1 to 2 bbls. raw, $1.83, boiled $1.86 per gallon; 3 to 5 bbls raw, $1.82, boiled $1.85; 6 to 9 bbls, raw, $1.80, boiled $1.83. Add 10c per gallon in smaller quantities. Turpentine, 1 bbl. lots $1 per gal.; 2 to 4 bbl. lots 99c; 5 gal. lots $1.10.

WINNIPEG MARKETS

WINNIPEG, Oct. 31—Price changes are again very numerous, and with one exception are all on the upward trend. Most prominent among the lines to go up are grindstones, turpentine, calf weaners, weather strip, lawn mowers, welding compound, bread makers, shaft couplings, sweat pads, mops and saddlery hardware. Leather belting shows a slight decline.

Business is reported as normal, with a good demand for heaters, lanterns, horse blankets and other seasonable lines.

Higher Prices on Sausage Stuffers

Winnipeg.

SAUSAGE STUFFERS.—New prices have been issued during the week on Enterprise sausage stuffers. These show an advance of approximately 7½% being quoted to-day as follows: No. 15, $10.00 each; No. 25, $12.50; No. 35, $15.00

Spring Prices on Lawn Mowers Up

Winnipeg.

LAWN MOWERS.—New prices have just been issued on lawn mowers for next year and orders are now being taken for spring delivery. Prices in effect are given herewith: Empress, 14-inch, $11.00 each; 16-inch, $11.50; 18-inch, $12.00; Woodyatt, 14-inch, $8.50; 16-inch, $9.00; Star, 14-inch, $7.50; 16-inch, $8.00; Daisy, 12-inch, $6.00; 14-inch, $6.60.

Leather Belting Registers Decline

Winnipeg.

LEATHER BELTING.—Due to the abnormal demand for leather for war purposes prices generally on this commodity have been steadily increasing. However, this week's prices show a slight decline on all lines of leather belting. Discounts which are now prevailing follow: Agricultural or No. 1, 30-10-7½ per cent.; Standard, 27-10 per cent.; Extra, 27 per cent, off list.

Saddlery Hardware Up 5 to 10 Per Cent.

Winnipeg.

SADDLERY HARDWARE.—Due to increased manufacturing costs, a general advance has just been announced on sad-

dlery hardware including such lines as buckles, snaps and rings. These move up from 5 to 10 per cent. making to-day's prices to the trade as follows:

HARNESS BUCKLES—

	No. 50 Jap.	No. 50xC.	No. 51 Jap.	
⅝ inch.....	$1.55	$1.80	$1.55	gross.
¾ inch.....	1.80	2.20	1.80	"
⅞ inch.....	2.20	2.55	2.20	"
1 inch.....	2.55	2.85	2.55	"
1¼ inch.....	3.50	4.20	3.50	"
1½ inch.....	4.20	5.30	4.20	"
1¾ inch.....	5.30	6.40	5.30	"
2 inch.....	6.40	7.50	6 10	"

HARNESS RINGS—

	Japanned	XC	
⅝ inch.....	.92	....	gross.
¾ inch.....	.98	....	"
⅞ inch.....	$1.15	$1.45	"
1 inch.....	1.45	1.80	"
1¼ inch.....	1.85	2.15	"
1½ inch.....	2.55	3.25	"
1¾ inch.....	2.90	3.60	"
2 inch.....	3.15	4.35	"

SNAPS—

No. 422—½-inch, $5.25; ⅝-inch, $5.25; ¾-inch, $5.25; ⅞-inch, $5.70; 1-inch, $6.15 gross.

No. 444—¾-inch, $6.40; ⅞-inch, $6.40; 1-inch, $6.40; 1¼-inch, $9.60; 1½-inch, $11.30; 1¾-inch, $13.05; 2-inch, $15.00 gross.

No. 292—¾-inch, $5.75; ⅞-inch, $8.00; 1-inch, $8.80 gross.

No. 290—¾-inch, $5.40; ⅞-inch, $5.40; 1-inch, $5.40; 1¼-inch, $9.20; 1½-inch, $10.25; 1¾-inch, $11.30; 2-inch, $12.80 gross.

No. 424—¾-inch, $5.20; ⅞-inch, $5.20; 1-inch, $5.20; 1¼-inch, $8.90; 1½-inch, $9.95; 1¾-inch, $10.95; 2-inch, $12.40 gross.

No. 16—¾-inch, $14.85; ⅞-inch, $18.15; 1-inch, $28.35 gross.

Sweat Pads Move Upward

Winnipeg.

SWEAT PADS.—Owing to the difficulty experienced in getting raw materials together with the heavy advances in same, a further advance is now effective on sweat pads. These show an upward trend amounting to from 5 to 10 per cent. To-day's quotations are as follows: Ventiplex, 10-inch, $6.50 dozen, $75.00 gross; Brown and White, 12-inch, $8 55 dozen, $98.50 gross; Red Edge, 12-inch, $9.00 dozen, $104.50 gross.

Grindstones Up 75c; Welding Compound Up

Winnipeg.

GRINDSTONES, WELDING COMPOUND. — Recent advances in freight rates are reflected during the week in the price of loose grindstones, which move up 75c per 100 pounds. This makes to-day's price $3 20 per 100 pounds.

Climax welding compound again shows further increases, due to advanced costs. Present quotations are up approximately 5 per cent. over former prices, making to-day's selling basis as follows: Climax welding compound, 1 lb. boxes, 16c pound; 5 lb. boxes, 12½c pound.

Shaft Couplings, Calf Weaners Higher

Winnipeg.

SHAFT COUPLINGS, CALF WEANERS.—Prices on shaft couplings which have remained firm for the past year again move up approximately 5 per cent. over former quotations. To-day's selling prices are as follows: No. 1, $9.10 dozen pairs; No. 2, $9 95; No. 3, $13.70; No. 4, $16.55

Further advances in manufacturing costs have forced prices on Shaw's calf weaners to higher levels and new prices now effective are given herewith: No 1, $6.60 dozen; No. 2, $7.70 dozen.

Bread Mixers Go To Higher Levels

Winnipeg.

BREAD MIXERS.—The recent advance in tinware is reflected in the new prices issued on Universal bread mixers. These are now selling on the local market at $3.50 each for the 4 loaf size and $4.00 each for the 8 loaf size.

Mops and Cloths Up 5 to 10%

Winnipeg.

MOPS AND CLOTHS.—Recent advances in cotton as well as other materials have forced up prices on mops from 5 to 10 per cent. Selling prices to-day are as given herewith: Mops, "self-wringing, $5.75 dozen; crank wringing "A," $8.25 dozen; extra cloths for self-wringing mops, $3.25 dozen.

Weather Strip in Sharp Advance

Winnipeg.

WEATHER STRIP.—Swan weather strip has shown a strong advance during the week due to the extreme difficulty experienced in obtaining a supply of felt and the advancing prices of same. To-day's ruling price on Swan weather strip is 90c set.

Turps Up 5c; Linseed Oil Firm

Winnipeg.

TURPENTINE, LINSEED OIL.—Owing to the shortage of stocks as well as the transportation difficulties a further advance in the price of turpentine was predicted some time ago by HARDWARE AND METAL. New prices issued during the week confirms same, present quotations being up 5c per gallon over former quotations. To-day's selling prices are as follows: Barrel lots, $1.15 gal.; ½-barrel lots, $1.18 gal.; 5 gal lots, $1.20 gal.; 1 gal. lots, $1 20 gal., plus the usual extras for containers.

Although prices on flax seed have shown a drop in price, no change is recorded in the price of linseed oil, which still holds firm on the local market at the following levels: raw linseed oil, $2.20 gal.; boiled linseed oil, $2.23 gal. in single barrel lots.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Oct. 30.—The epidemic of "Spanish influenza," or "flu' for short, is rather general throughout the east and the central west. The spread seems to depend upon climatic conditions, whereby it has not extended north beyond certain latitudes. The epidemic seems to follow main arteries of travel very largely, and to be severe in accordance with the density of population. Some health authorities have estimated that in the end 15 per cent. of the population will have been affected. As a result of these vagaries of travel some of the steel mills and blast furnaces have been very seriously affected as to their working forces, while others have escaped wholly or largely, and no general average can be struck. As an extreme case the Duquesne Steel Works of the Carnegie Steel Company may be cited, where of late an average of 15 per cent. of the working force of about 5,100 men have been off duty, absence being attributable in nearly all cases to the "flu," but managers feel that there is a disposition to attribute to the "flu" absences that may be due to some other cause, while furthermore some of the absences are due to sickness in the family, rather than to the workman himself. The next most serious case is that of the Homestead Steel Works proper, employing about 8,000 men, and with an average of fully 800 absent. Subsidiary plants, somewhat removed from the main plant, like the Shoen steel wheel department, the Howard Axle Works, etc., are much less affected. In the Shenango valley the epidemic has scarcely been felt, but the Mahoning valley has had some serious experiences.

Altogether the curtailment in production has been much less, in percentage, than the curtailment in working forces. The remaining men seem to work harder. October was expected to show a materially better production rate than the very favorable September showing, in both pig iron and steel ingots, and a rough estimate is that with the curtailment due to the epidemic there will still be shown some slight increase in the rate of production, after allowance has been made for the fact that the month contains one more working day than September, in the case of blast furnaces, and two more in the case of steel works.

Reflected Priority

The War Industries Board seems to have regarded its circular No. 4, dated July 1, but not actually circulated until late in the month, as susceptible of clear and exact interpretation, but it has developed that many, if not the majority, of manufacturers concerned have misinterpreted certain provisions, and it has been necessary to issue precise interpretations, which will materially alter the manner of securing priorities in a great many cases.

The circular provided "automatic priority" for material for a great many war contracts and activities, including, for instance, the following: Turbines, locomotive construction and repair, Fleet Corporation vessels, cranes, farm implements, etc. For these various cases "automatic priority," was prescribed, whereby the buyer, instead of securing an individual priority certificate from the War Industries Board for

Continued on page 64

WEEKLY PAINT DEPARTMENT

Are You Cashing In On Auto Business?

Many Thousands of Cars Are Being Fixed Up This Fall Because it is Impossible to Buy New Ones—Business is Steadily Increasing and Many Dealers Are Boosting Their Sales by Going Right After This Trade

ARE you cashing in on the automobile business this fall? Since the war orders went out reducing the number of new cars to a fraction of the normal output, many hardware dealers have been doing a record business in auto paints and varnishes. They realized that if there were going to be fewer new cars coming out of the factories, there would be a tremendous increase in the painting of the old ones and laid their plans accordingly. This has been a steady business ever since the order went into effect and instead of decreasing it seems to be increasing. Many dealers stated to HARDWARE AND METAL that they are selling more paints and varnish for autos now than ever and that the demand is growing.

EASY AS CAN BE

One man stated that in connection with his campaign to round up the auto business he featured the small cost and the ease with which the work can be done. His advertising and window displays were calculated to demonstrate in the most effective manner to any car owner that with a couple of dollars' worth of paint or varnish and a clean brush he could in a few hours roll his auto out of the garage looking like new. He also pointed out that the job would in every way be satisfactory as far as durability and lasting qualities were concerned. In talking to prospective customers who dropped in to inquire about materials, etc., he impressed upon them that at a very small expense they could produce results on their cars equal to a professional painter's efforts.

SAVING OF MATERIAL

He also pointed out to them that a professional painter would likely put on half a dozen or more coats, involving not only expense to the car owner, but the using up of a large amount of paint at a time when it is every one's duty from a patriotic standpoint to conserve supplies as much as possible.

"It would take more professional auto painters than there are in Canada," he said, "to paint all the autos that need painting this fall. There is absolutely no question about our materials. They are made by one of the best firms in the business. If everything is not exactly as I tell you and if you are not satisfied with the job come back and let me know and we will give you your money back."

GOT GOOD ADVERTISING

After the first half dozen or so car owners had made their cars look like new, they not only talked about it to their friends, but were satisfied customers to whom the dealer could refer others. He cashed in on this feature of it too.

Another point he always brought out was the range of colors and very often he would suggest combinations which appealed to the car owner.

"The best part of the whole thing," he said to HARDWARE AND METAL "is that I have created a permanent business for this sort of material. No matter if fifty per cent. of these people sell their cars some time in the future they will get others and every time they think their cars are beginning to look a bit rackety they will be around to my store for some more paint and varnish to fix them up."

LOTS OF BUSINESS

One paint manufacturer estimates that his firm at its present rate of sales is selling enough auto paints and varnishes to renew at least a quarter of a million automobiles before the first of the year. His only trouble so far is in keeping up with the orders that are coming in and he attributes the great majority of this business to the aggressive work done by hardware dealers in boosting this end of the business this fall.

"I Can Guarantee This Boeckh Brush To Give Satisfaction In Every Way!"



Boeckh Brushes are just what the name implies — **"Steel Grip" Rubberset Brushes.**

The Bristles cannot come out—the job cannot be spoiled by imperfections and streaks caused by falling bristles.



Don't forget, you can guarantee Boeckh Brushes with perfect confidence that they will "make good."

BOECKH TRADE MARK EST'D 1858 TORONTO

The Boeckh Company, Ltd.

Toronto, Ont.

CANADA'S "SCRAP OF PAPER"

GOOD AS GUINEA GOLD

IN Canada, as in all right-thinking nations, *good faith* is the foundation of all our business dealings. Without a sound basis of credit our whole financial structure would crumble and decay.

Credit is the belief of the creditor in the borrower's intention and ability to pay.

You do not hesitate to exchange four silver quarters for a Dollar Bill, because you know that Dollar is as good as Guinea Gold. Yet a *Dollar Bill* is only a "scrap of paper" bearing Canada's statement that it will pay *one hundred* cents for it.

You have read that statement so often that you have come to *accept* it without question.

And Canada has always *made good* its promises concerning every "scrap of paper" it has ever put on the market.

Canada is now offering to investors Dominion of Canada Bonds, bearing interest at 5½ per cent. per annum. The interest is payable half-yearly, and the Bonds are issued in denominations of $50, $100, $500 and $1,000, making a most attractive and profitable investment.

It is Canada's desire that Bonds of the Victory Loan, 1918, be distributed as widely as possible among private individuals.

The last Victory Loan, which was largely over-subscribed, had more than 800,000 subscribers, or 1 in 9, of the entire population of Canada.

Every available dollar of private capital in Canada is urgently needed to surpass that record. *Buy Victory Bonds*—they are good as Guinea Gold.

From the standpoint of Patriotism your duty is clear. But, apart from any consideration of duty and patriotism, Canada's Victory Bonds represent the safest, surest and best investment in the world to-day.

This space donated to the Victory Loan 1918 Campaign by

BENJAMIN MOORE & CO., LIMITED, West Toronto

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Oct. 31.—Linseed oil is steadier and there is no change on immediate delivery basis. For November an easier basis rules. It is just possible that the immediate future will see a somewhat easier tendency, but this is wholly dependent upon the delivery of seed down the lakes. Turpentine is very scarce, some not quoting, but there is some available still at held prices. Glass is firmer, putty is steady, and varnishes seem likely to go up.

Linseed Oil Holds; Tendencies Easier

Montreal.

LINSEED OIL.—There is little change from the situation attained a week ago and prices for spot oil are still held. An easier situation obtains regarding November and December oil, the lowest quotation being that of $1.75 for raw and $1.77½ for boiled. It is fully anticipated that seed movement will have so improved as to make for a readjustment of stocks in the hands of crushers, so that wants may be promptly taken care of for the coming season—the early part of it at least. There is quite a little fluctuation from day to day in seed markets, but not so much as in the ten days preceding last market report. Some of the large paint houses are still out of the market for immediate business.

Linseed Oil—	Raw Imp. gal.	Boiled Imp. gal.
1 to 2 barrels	$1 87	$1 90
Nov. and Dec. delivery	1 75	1 79½

Add 10c per gallon in smaller quantities.

No Turpentine Held By Some Jobbers

Montreal.

TURPENTINE.—But little change has developed in the local situation. Some jobbers are still out of the market and have no supplies beyond their own requirements. All are looking to protect themselves in the manufacturing season immediately ahead, and it is said to be doubtful if any marked improvement will be brought about in the matter of supplies for some months. No change of price has been made here but the market is quite firm and steady.

Turpentine.		Per Imp. Gal.
1 to 4 barrels	0 95	0 98 1 00
5 barrels and over	....	....
Small lots	1 01	1 06

(Packages extra)

Steadiness Marks White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—A routine amount of business at unchanged prices is the only element to report. Various quantities are moving, but these are scattered and light for the most part. The basis of $17 per 100 pounds for five tons, still obtains; for ton lots $17.35, and for smaller than ton quantities the quotation is $17.85.

Much Putty Business At Steady Prices

Montreal.

PUTTY.—The price basis for putty is held without change and the trade feels that it can hope for the present basis holding if the scarcity of whiting does not become greater. The easing of linseed oil prices has been a favoring factor in balancing the makers' costs, and yet the position is steadily firm. Movement has been heavy for several weeks, and this is expected to continue for the coming month or two.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Mixed Paint Bookings Continue Satisfactory

Montreal.

MIXED PAINT.—There is a steadiness to theh market and orders have passed in to the various makers freely. The talk of peace has had little apparent effect on the future booking business it was pointed out by a large maker, and this was taken to indicate that the rumors have not unsettled the retail trade regarding the conditions to obtain in the immediate future. Another factor that some have observed is that of the readiness of the trade to pick up what they can in the half gallon containers, and as stocks of halves are daily vanishing there will be little available in this size packages within a few weeks.

Varnish to Cost More; Outlook Difficult

Montreal.

VARNISHES, SHELLACS.—The position is a very serious one as far as supplies are concerned, and if the present difficulties are continued as to raw material shortage there is every reason to anticipate, not shortages only, but much increased costs. The position on shellacs, particularly, is one that the manufacturers view with more or less alarm. It is not easy to secure supplies for other than war requirements at present. Advances may be looked for not later than the first of the new year, and probably before.

Glass Markets Firm; Deliveries Fair

Montreal.

GLASS.—The market is steady and high, the recent advance as reported two weeks ago still holding. It is unlikely that any decline of price can be looked for because the difficulty of obtaining glass is more acute as time passes. The jobbers have provided themselves with fair stocks, and many retail dealers have also been protected, it is stated. Plate glass rules steadily, no change having been made, the readjustment of two weeks ago being on sheet glass only. Present discounts to the trade on sheet glass are: Boxes, 20 per cent.; sheets, 5 per cent.

TORONTO

TORONTO, Oct. 31.—The range of prices on linseed oil has widened with lower prices in evidence. Turpentine has gone up 2c per gallon and a continued firm market is looked for. Booking business on mixed paints is coming along fairly well. Glass is very firm though unchanged. Putty is moving out fairly well, whereas white lead in oil is quiet.

Lower Prices on Linseed Oil

Toronto.

LINSEED OIL.—Lower prices are in evidence on linseed oil ranging from four to seven cents below quotations of last week. This has served to widen the range materially as raw oil is now quoted at from $1.77 to $2 per gallon in single barrel lots. The market on flax seed is decidedly erratic but the feeling generally seems to be that higher prices are probable. However, if the Central Powers throw up their hands the market may tumble temporarily. Uncertainty seems to be the only certain thing about seed just at the present moment. Linseed oil is in fair supply and quotations range as follows:

Linseed Oil—	Raw Imp. gal.
1 to 2 barrels, gal.	$1.77-$1.83-$2.00
3 to 5 barrels, gal.	1.76- 1.82- 1.99
	Boiled Imp. gal.
1 to 2 barrels, gal.	$1.79½-$1.86-$2.02½
3 to 5 barrels, gal.	1.78½- 1.85- 2.01½

Add 10c gallon in smaller quantities.

MARTIN-SENOUR
PAINTS AND VARNISHES

Made in Canada



Sold on Merit

PIONEERS
of
PURE PAINT
and still FIRST
in the Estimation
of
Paint Users

QUALITY, SERVICE and SATISFACTION

are guaranteed to both the dealer agent and his customer with every can of paint or varnish bearing this trade mark.

THE EXCLUSIVE AGENCY

for the Martin-Senour full line will greatly increase your business because of the high quality of our products and our strong selling co-operation.

WE STAND BEHIND Every DEALER AGENT

with the strongest possible kind of advertising and selling helps. We put forth all the energy we know how toward increasing your business because the better your business the larger is the demand for our goods.

Write for full details of our Dealer Agency Plan. Do it NOW.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX

Turpentine Goes Up 2c Gallon

Toronto.

TURPENTINE.—Locally high prices have been named on turpentine amounting to 2c per gallon in some quarters. This is in line with tendencies outlined in HARDWARE AND METAL last week when strong tendencies in southern markets with probable effect here were given. Primary points continue to show marked strength. It is reported that English interests have placed orders to be held in tanks until shipping space is available and this provides a strengthening influence. Warpage, marking, and cost of barrels have materially increased too and laid down costs locally are influenced on these accounts. Altogether the outlook seems to be for a firm market with steady though small advances a prospect for some little time. Prices on the market range as follows:

Turpentine—	Imp. gal.
1 barrel (barrel included)	$0 96-$1 00
2 to 4 barrels (barrels included) ..	0 95- 0 99
5 gallon lots	1 06- 1 10

Mixed Paint Fair; Some Hold Off

Toronto.

MIXED PAINTS.—There is comparatively little doing in mixed paints just now. Sales for fall have been very good and energies now are being exerted on spring business. The trade seems to be holding back somewhat according to some manufacturers. Retailers generally are exercising great caution and it seems as though buying may be more than ever of the hand-to-mouth variety. The question of a possible early peace with uncertainty as to what may immediately follow is chief reason assigned for this attitude. It is also evident from other manufacturers' reports that peace talk is not entering into the question of spring business very largely, retailers whom they have solicited showing a disposition to protect themselves against further possible advances and insure good deliveries.

Situation in White Lead in Oil Steady

Toronto.

WHITE LEAD IN OIL.—The market is steady and no feature of particular interest is reported. Trade at the present time is along rather narrow lines. Prices have been firmly held and there seems to be no immediate change contemplated, pure white lead in oil, ton lots, selling at $17.80 per 100 pounds, and smaller quantities at $18.15.

Glass Very Firm; Putty Steady

Toronto.

GLASS, PUTTY.—Indications are that stocks of glass are becoming pretty well depleted and replacement of these is considered the main factor which will mean advanced prices. The present selling basis is just a fraction over what it would cost to buy and, this means a decidedly firm undertone with probable increase in price at an early date. Sales have been only fair. Putty is still selling fairly well and the market rules firmly though unchanged at the following levels:

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

Brushes Hold Steady, Unchanged

Toronto.

BRUSHES.—The market is without change during the week and that an immediate revision of values will be made seems only a remote possibility now. Spring business is being accepted on today's selling basis up to the limit of the manufacturer's ability to secure and supply the goods so it now looks as though any price changes will be withheld until around the first of the year. The selling season will soon be over, travelers coming to headquarters shortly, and reports are to the effect that business they have so far secured and are securing daily represents a mighty nice total.

WEEKLY MARKET REPORTS

Continued from page 59

material, etc., desired, could place his order with merely an endorsement, by affidavit, showing that the material was for the designated purpose, and stating the prescribed priority for the activity, such priorities ranging from A-4 down to B-2.

Many interests interpreted this to mean that the priority would work all along the chain or line, in case material passed through successive hands, for instance, a shipyard could place an order with "automatic priority," and the manufacturer receiving the order could in turn order supplies, to be used in filling the order, with "automatic priority," and the second manufacturer could in turn use the "automatic priority," and son on indefinitely, as long as the identity of the material could be preserved. Such practice accordingly came to prevail in many cases.

Maurice Hirsh, secretary of the Priorities Division of the board, has lately issued a series of rulings cutting all this out. The automatic priority must work but once. The shipyard working for the Fleet Corporation, for instance, may order bolts or rivets with A-5 priority, but the bolt or rivet maker cannot order steel for his goods with an automatic priority. He must secure a priority certificate for the material direct from the Priorities Division, just as would have been necessary before the system of automatic priority was established. The bolt and rivet makers, to continue using them as an illustration, were not named as being accorded any automatic priority. Then there is another clas of cases in which the manufacturer with whom the order is placed has been accorded an automatic priority of his own. Crane building, for instance, is given B-1 priority. Thus the shipyard can order a crane as A-5, and require the crane builder to furnish the crane before he fills other orders that have lower priority or none. The crane builder can place orders for material attaching B-1 priority thereto, and he gets this same priority on all his material, irrespective of which crane order the material is used for filling.

Some of the steel mills appear to be considerably exercised over the new rulings, aserting that there will be a multiplication of small orders upon the mills, from various manufacturers who must secure individual priorities instead of lumping their orders for steel, but the War Industries Board insists that the priorities will be granted promptly, and even states that some cases may be arranged whereby priorities will be granted to cover a succession of individual orders.

More Steel Conservation

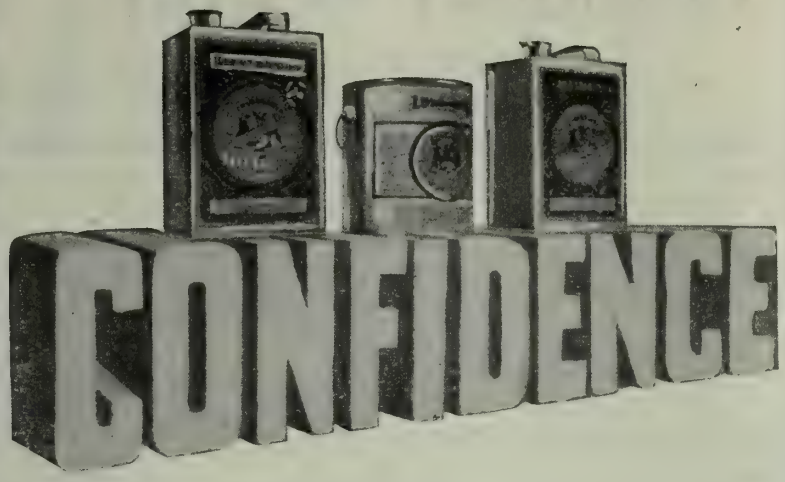
Announcements have been made of many additional agreements made between the War Industries Board and manufacturing consumers of iron and steel, whereby the operations of manufacturing consumers will be curtailed more or less. Making lawn mowers is restricted to a 40 per cent. rate to January 1, and the manufacturers are then expected to stop entirely and get into war work. The making of phonograph needles on the other hand is merely restricted to the 1917 rate. Thus there is recognition of the fact that an old lawn mower can be used over again while an old phonograph needle should not be. These agreements are altogether too numerous to summarize. Only in quite exceptional cases is there any intimation that when the restriction has been put into effect provision will be made for furnishing the steel.

Shipbuilding Activities

Recent developments in the matter of shipbuilding should not be interpreted as suggesting that there will be any decrease in the pressure to secure more ships. A batch of contracts for wooden vessels was recently cancelled, but simply because the yards were evidently unable to carry them out in reasonable time. An order for steel for a shipyard extension has been cancelled, likewise an order for steel for building a boiler plant, but these developments simply indicate that existing facilities, or facilities nearing completion, are regarded as sufficient to utilize the labor and materials available. The September completions of vessels for the Fleet Corporation amounted to 360,000 tons deadweight, a new high record, all being from United States yards except one 6,000 ton vessel built in Japan under contract. British shipyards completed over 240,000 tons deadweight in the month, making over 600,000 tons for Britain and the United States, plus the one Japanese vessel for American account. Japan also built other vessels no doubt, and Canadian building is not included.

Quick Results

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word for first insertion, and one cent per word for subsequent insertions, with 5c additional for Box Number or Address.



THE large and constantly growing demand for Berry Brothers' varnishes is based upon a foundation that cannot be shaken. Their earned record for high and uniform quality has created confidence in all "Berry" products.

For over half a century Berry Brothers' label has been universally accepted among buyers and users of varnishes, enamels and stains as a guarantee of dependability, and protection against inferior finishes.

You can increase the volume of your varnish business by making a leader of Berry Brothers' line.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

Walkerville, Ont. (716)

Electros? YES, we have over 300 DIFFERENT ELECTROS

WRITE FOR CATALOGUE

HARDWARE and METAL
143-153 UNIVERSITY AVE. ∴ ∴ TORONTO, CAN.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list. B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.90; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.
F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to $1.15 a lb.

BARS, CLOTHES

No. 4, dozen	$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb. $1.40-$1.75
Cut Lace Leather, lb. 1.60- 1.95
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz.	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net lists.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 12-14c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 44
Rods, base ½ to 1 in., round	0 41
Tubing, seamless, base	53-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.	45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in.	0 57

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$14.50-$17
30-gal. Standard	14 00

BOARDS (Wash), Zinc List Doz.

Pony	$2 25
Improved Globe	4 90
Neptune	4 90
Standard Globe	4 90
Original Globe	5 40
Jubilee	5 50
Newmarket King	5 50
Western King (enamel)	7 00
Beaver (brass)	7 00

List plus 5%. F.O.B. Newmarket.
F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5,000), 33 1-3%
Chicago Relax Floor (6,000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3,000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	Fire Welded Proof Coil Mont'l	Tor'to	Fire Welded Mont'l	Tor'to
3-16 in.	$22.75	$17.00	$.....	$.....
¼ in.	16.75	14.50	21.75	23.70
5-16 in.	14.15	12.50	19.00	18.35
⅜ in.	13.00	11.50	15.90	14.00
7-16 in.	12.75	11.30	15.65	13.80
½ in.	12.50	11.15	15.50	13.65
⅝ in.	12.35	10.95	15.25	13.45
¾ in.	12.25	10.70	15.10	13.20
⅞ in.	12.05	10.60	15.00	13.10
1 in.	11.90	10.50	14.85	13.00

Electric Welded

	B.B.	B.B.B.
3-16 in.	$18.00	$19.00
¼ in.	14.95	16.00
5-16 in.	12.55	13.50
⅜ in.	11.35	12.25
7-16 in.	11.10	12.00
½ in.	10.95	11.80
⅝ in.	10.70	11.55
¾ in.	10.40	11.25

Montreal and Toronto

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain. ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 5, 10%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl. $2.80-$2.95 in car lots; $3.40-$3.50 bbl. in small lots.

Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. Wood Drills, 37½%.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.
St. John, N.B., 20%.

CHOPPERS, FOOD Universal (doz.)

No. 0	$19 25
No. 1	23 30
No. 2	28 35
No. 3	36 45

F.O.B. Montreal, Toronto.

Russwin—

No. 0	$19 20
No. 1	23 40
No. 2	28 20
No. 3	36 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$7 80
17—7-strand, 50 ft. lengths	8 00
18—6-strand, 100 ft. lengths	5 40
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER

Casting ingot, see weekly report.

Bars, ½ to 2 in.	$43 50	$43 00
Plain sheets, base, 16 oz. and heavier	48 00	50 00
Copper sheet, tinned, 14x60 in., 14 oz.	49 00	.....
Copper sheet, planished, base 16 oz. and heavier	58 00	50 00
Braziers' in. sheets, 6x4 base	46 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets	$11 75	$ 9 50
Do., 60 sheets	.....	9 65

	Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	.....
IX, 20x28 base (nominal)	...
IXX, 20x28 base (nominal)	..
IXXX, 20x28 base (nominal)	

F.O.B. Toronto

Raven and Murex Grades—

IC, 20x28 base, 112 sheets	..
IX, 20x28 base, 112 sheets	..
IXX, 20x28 base, 56 sheets	..
IXXX, 20x28 base, 56 sheets (Nominal)	

f.o.b. Montreal.

TERNE PLATES

I. C. 20x28, 112 sheets $30 00

F.O.B. Toronto.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheets $28 00

F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.

Linseed Oil



"Warranted Pure"

is the slogan of this Company

VICTORY LOAN

How much are *you* going to *invest* in the *1918 Victory Loan?*

Think for a moment what our boys--in France have done--are doing--will do.

DOUBLE YOUR INTENDED SUBSCRIPTION

Great West Electric Company, Limited, Winnipeg, Man.

DOORS,

See Screen Doors.
F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	25-27½%
Black Diamond	25-27½%
Delta Files	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 15-20%; cast bushings, 15-18%; unions, 30%; plugs, 10-15% off list. Net prices: Class B, black, 27-28c lb.; Class C, black, 18-19c lb.; galvanized, Class B, 37-39c lb.; Class C, 27-28c lb. Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz. pairs.	Tee
4-inch	$2 70	$2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 25%.

F.o.b. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $10 50 11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....- ....
Barden Patent	6 00	....- ....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller Less 20c
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heav yiron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Fetherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight(front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2, and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Hose, Lawn	$23 50
Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ¾ in., 100 ft.	20 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2.30-2.40
Mrs. Potts, handles, japanned, doz.	1.50-1.65
Sad irons, common, plain, 3, 4, and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton

LADDERS, Etc.

Step Ladders	Per ft.
Crescent	0 19
Household	0 19
Standard, 4-12 ft.	0 21
Electrician	0 30
Heavy duty	0 47
Extension	0 35
Perfect, 6 to 10 ft. only	$0 31
Hercules, 4 to 10 ft.	0 33
Hercules, 12 to 14 ft.	0 38
Faultless, 4 to 10 ft. only	0 29
Ontario, 4 to 10 ft. only	0 26
Shelf Lock, 4 to 8 ft. only	21

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Extension Ladders	Per ft.
Up to 32 ft.	0 23
36 to 40 ft.	0 26

F.O.B. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	7 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.z; 6 dozz. cases, 90c doz.

Cold blast, genuine ruby $4.75

F.o.b. Toronto, London, Hamilton, and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2, per doz.	$2 05
Steel Thumb, No. 3, per doz.	2 75
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	$10 00
Dowswell	10 00
Noiseless	15 50
Hamilton	12 00
Ottawa	10 50
Peerless	10 50
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	107 00
Seafoam, engine drive	49 00
New Idea, electric	134 00
Sunshine	9 50
Popular, No. 1	10 50
Popular No. 2	10 00
Economic	12 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	50 50
Do., do., electric	108 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	55 50
Perfection, engine drive	15 50
Gem	16 50
Winner, plain	13 50
Connor Improved	10 00
Jubilee	9 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 25
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—		
No. 4, dozen	$29 40	
No. 8, dozen	33 60	
Universal—		
No. 4, doz.	$38 10	39 60
No. 8, doz.	46 40	48 60

MOPS

O-Cedar, doz, net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 00 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	6 90

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1¼ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.50 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.55 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $5.62½.

Sault Ste. Marie, Port Arthur, Fort illiam, $5.55 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.85 base; Toronto, $5.85 base; London, $5.85; Hamilton, $5.85; no equalization of freights.

Roofing Nails—American, large head, keg, $9.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$22 00
No. 6	21 00
No. 7	20 00
No. 8	19 00
No. 9 and up	18 00

Discount, 10%.

Alex. McArthur & Co., Ltd.

TRADE MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND

TARRED FELTS

and SHEATHINGS

Made at our own Paper Mills.

SAVE COAL

BY USING

BUILDING PAPER

Make a Display

NOW of

Automobile Skates

It has been proven by experience that a nice display of skates EARLY in the season, results in greater sales when the selling season actually opens.

A full assortment of display card, hangers, etc., will be sent on request, if not already received with skate shipment.

Canada Cycle & Motor Co.

LIMITED

Montreal, Toronto WESTON Winnipeg, Vancouver

TO THE WESTERN CANADA DEALER

Does a connection with a progressive and aggressive, amply capitalized and fully equipped concern, grown to be the largest paint and varnish factory in Western Canada, appeal to you?

BRITISH AMERICA PAINT CO., LIMITED

Wants more live dealers in Western Canada. It co-operates with its dealers to make bigger and better business. Join up with a pushing selling organization that will help you put 'em over. Send for booklet "The Evidence." Tells the story in fac-simile letters from Bapco dealers.

DISTRIBUTING POINTS

Established at Victoria in 1900 the British America Paint Co., Ltd., has found ever-widening markets. To care for this trade branches have been opened at VANCOUVER, B.C., CALGARY and EDMONTON, ALBERTA, and REGINA, SASKATCHEWAN.

TO SELL AND RE-SELL

Paint MUST give satisfaction.

Bapco Pure Paint and Bapco Varnish are of the highest possible quality. To insure this the raw materials undergo chemical laboratory tests. Skilled makers see that the ingredients are perfectly proportioned and modern machinery insures proper grinding and blending. Rigid machine and chemical tests are made during process of manufacture and the completed mixtures are subjected to comparative tests with the fixed Standards. One big roof of the factory is devoted to weather tests.

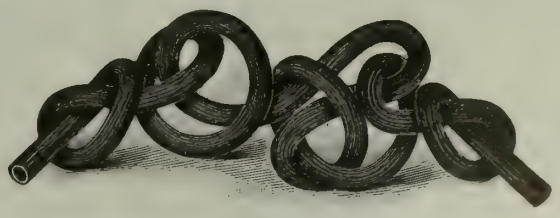
The growth of the British America Paint Co. and its constantly expanding trade territory is convincing evidence, not only of the quality of its goods, but of its resourcefulness and enterprise as well.

BRITISH AMERICA PAINT CO., LIMITED

VICTORIA VANCOUVER CALGARY EDMONTON REGINA

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto Halifax Montreal Ottawa Fort William Winnipeg Regina Saskatoon Lethbridge Calgary Edmonton Vancouver Victoria

"M.R.M." BRAND

No.	Net Lengths	Price List Per box of 25 lbs.
3	1⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch...	10 50	36 inch...	$15 00
30 inch...	12 75		

½ inch mesh and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	$10 00- 10 50

F.o.b. Montreal, Toronto

OILS	Montreal	Toronto
Royalite, gal.	0 19½	0 18½
Palacine, gal.	0 22½	021½
Gasoline, net, gal.	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 18½
Black oil (Winter)	0 20½0	19½
Imperial Kerosene Tractor	0 55	
Capital cylinder	0 62	0 61
Machine oil, regular grades	33½-42½	32½-41½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 29	0 28

List, less 15% on above.

Polarine Oil, list		0 85
Polarine Oil, heavy, list		0 85
Gargoyle Mobiloil, list		1 10

List, less 25% on above.

Fuel oil, bbls, net	0 14½	01 3½
Fuel oil, tank cars, net	0 13	0 12

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 30
Tarred Fibre, No. 2 roll	0 83
Surprise Fibre	0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	0 15
Carpet Felt, 16 oz., per 10 lbs.	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50

Rock—

7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 37

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	$.....
¼ in..	5 22	7 35	5 52	7 65
⅜ in..	5 22	7 35	5 52	7 65
½ in..	6 63	8 20	7 06	8 71
¾ in..	8 40	10 52	8 97	11 09
1 in..	12 41	15 56	13 26	16 41
1¼ in..	16 79	21 05	17 94	22 20
1½ in..	20 08	25 16	21 45	26 54
2 in..	27 01	33 86	28 86	35 71
2½ in..	43 29	54 11	.....	.....
3 in..	56 51	70 76	.....	.....
3½ in	71 76	88 78	.....	.....
4 in..	85 02	105 19	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$31 82	$38 30	$33 70	$40 20
2½ in..	47 97	58 21	50 90	61 10
3 in..	62 73	76 12	66 66	79 90
3½ in..	78 20	96 14	82 80	100 00
4 in..	92 65	114 00	98 10	119 00
4½ in..	112 00	137 00	125 00	149 00
5 in.	130 00	159 00	145 00	174 00
6 in..	169 00	206 00	188 00	226 00
7 in..	219 00	268 00	243 00	292 00
8 L in..	230 00	281 00	255 00	306 00
8 in..	265 00	324 00	294 00	353 00
9 in..	317 00	388 00	.....	.....
10L in.	294 00	360 00	326 00	392 00
10 in.	379 00	464 00	420 00	505 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

List plus 15%.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Medium and extra heavy pipe, 2 to 6 inch	15%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	Net list

F.o.b. Toronto, Montreal

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 40
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Black Diamond tarred felt	4 10
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal. in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Italian rope basis	On application
Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	75 77½
¼-in. and up	74 76¼

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 5% to 15% on list.

B. & A. emery cloth, 5% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10 lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%: Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto Montreal, Hamilton.

SCYTHES	Doz
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	15 50

F.o.b. Toronto, London.

SCREEN DOORS

Kasement, No. 1, 2 ft. 8 in., $28.80; 2 ft. 10 in., $30.00; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	87½
Wood, R. H., brass	82½
Wood, O. H., brass	82½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen $7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs	
10¾ oz.	$11 00	$12 00
U.S. 28	10 70	11 70
U.S. 26	10 0	11 40
22 and 24	10 25	11 25
18 and 20	10 10	11 10
16	9 95	10 95
14	9 85	10 85

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$10 85
16 gauge	11 20	10 95
18-20 gauge	11 20	11 10
22-24 gauge	11 40	11 25
26 gauge	11 60	11 40
28 gauge	11 90	11 70
10¾ ozs.	12 25	12 00

Add 25c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55		$12 55
18-20	12 55		12 55
22-24	12 25		12 25
26	12 25		12 25
28	13 00		13 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES

	Per sq
Standard galvanized	$11 00
Shipping weight, 90 lbs.	
Standard painted	8 50
Shipping weight, 80 lbs.	

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$9 25
Standard painted	7 50

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64½ lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount 25% off list.

Freight allowed on shipments of 24 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto Ottawa

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list

Freight allowed on shipments of 24 heaters.

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

REPRINTED BY REQUEST

A Message to Canadian Dealers

At this time, when Canada and the United States are so closely linked, it is especially fitting that Canadian dealers should recognize the superiorities of the Separator and Milker that are every inch American.

P. M. Sharples, President of the Sharples Separator Company, invented the first American Cream Separator. For over a third of a century he has been manufacturing and improving this remarkable saver of butterfat.

Likewise, the Sharples Milker was the earliest prefected modern milking machine in the United States.

Dealers in the United States are urging their customers to install Sharples equipment, as it aids towards saving butterfat, maintaining milk production, and rendering real aid in winning the war.

Sharples' Suction-feed Separator is the **only** separator that **skims clean at any speed.** All other separators lose butterfat when turned **under speed**—the annual waste from this cause being over 80,000,000 pounds of butterfat. Universal use of the Sharples Separator would save it all. No discs or blades in the Sharples bowl makes it easy to clean.

Sharples' Milker is the only milking machine that squeezes and massages the teats while milking. It is the world's fastest milker —and a big labor-saver.

The United States and Canada have largely the responsibility for providing the Allies' food supply. Through the elimination of waste and the saving of man-power, the Sharples Separator and the Sharples Milker are doing yeoman service. It is especially wise now to urge upon your customers the purchase of machines that will do the most efficient work at the least cost and produce the greatest amount of food.

If you are not acquainted with the Sharples dealer proposition, and the remarkable work which Sharples machines are doing on thousands of farms, write us to-day.

SHARPLES

THE SHARPLES SEPARATOR COMPANY

TORONTO, ONT. **REGINA, SASK.**

The Lounsbury Co., Newcastle, N.B. **J. Clark & Son, Fredericton, N.B.**

Distributors through all their branches

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	....
Hollow Back Scoops	25 and 25	....	25 and 25
Sand Shovels	25 and 25	....	25 and 25
Hollow Back Shovels	25 and 25	....	25 and 25
Hollow Back Coal Shovels	25 and 25	....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing	$51 00
Boudoir, Nic., Cyco B.B.	48 00
Club, Jap. Cyco Bearing	108 00
Champion, Nickeled Fittings	43 00
Champion, Japanned Fittings	36 00
Elite, Nic., Cyco B.B.	54 00
Grand, Nic., Cyco B.B.	64 00
Grand, Jap., Cyco B.B.	57 00
Grand Rapids, Nic., Cyco B.B.	48 00
Grand Rapids, Jap., Cyco B.B	41 00
Parlor Queen, Nic., Cyco, B.B.	54 00
Princess, Nic., Cyco B.B.	49 00
Standard, Nickeled Fittings	45 00
Standard, Japanned Fittings	38 00
Universal, Nic., Cyco Bearing	46 00
Universal, Jap., Cyco Bearing	39 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	$108 00
Household, Jap.	96 00
Superba, Nic.	126 00

F.o.b. factory Niagara Falls, Ont., Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b Toronto, Hamilton, London.

TACKS

Discount

Wire Tacks .....60 and 10%

Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%

Double pointed tacks....60 10%

Shoe findings list adopted July 5, 1917—Net list.

List of Capped Goods adopted Jan. 1, 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wires.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount. F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List plus 15%	

F.o.b. Toronto, Oshawa Ottawa

TRAPS (GAME)

	Doz. with chain
Victor, No. 1	$2 60
Jump .No. 1	3 45
Hawley & Norton, No. 1	4 05
Newhouse No. 1	5 55

F.o.b. Toronto, London, Hamilton Montreal.

TWINE (BINDER)

	Per lb.
500 ft.	$0 23½
550 ft.	0 25¼
600 ft.	0 26½
650 ft.	0 28

In 5-ton lots ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 75-77-80¾

4-ply, wrapping, lb. 79-81¼-85

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES

	%
Ground work	42
Compression work, standard	47
High grade	41
Cushion work	49
Fuller work, standard	45
High grade	83
Basin cocks, No 0 Standard	40
High grade	40
Bath cocks	50
Flatway stop and waste cocks, standard	50
High grade	47
Roundway stop and waste cocks, standard	50
High grade	47
Brass steam cocks, standard, 10% advance on list	
Radiator valves, standard	10
High grade	Net
Patent quick opening valves	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc, 5% advance on list	

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 40-10%.

Colonial, 27½%.

Imperial Ware, 27½%.

Pearl, 27½%.

Premier, net list.

Canada Ware, net list.

Diamond, net list. White Ware, 45%

Japanned Ware, list plus 30%.

Japanned Ware, White, list, plus 40%.

Plain and Jap Sprinklers, list plus 30%.

Barb $6.75

Stamped Ware, plain, 45%.

Stamped Ware, retinned, 40%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 45%.

Tinners' Trimmings, retinned, 40%.

Tinners' Trimmings, general, list plus 20%.

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 70%.

Sheet Iron Ware, list, plus 20%.

Pieced Ware, ordinary, list, plus 50%. Fry Pans, 40%.

Spiders, steel, net list; cast iron, 10%.

Fire Shovels, Japanned, list, plus 20%.

Steel Sinks, painted, list plus 25%.

Steel Sinks, galvanized, list plus 25%.

Light Galv. Pails and Tubs, list plus 30%.

Heavy Galv. Pails and Tubs, list, plus 20%.

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 40%.

Galv. Coal Hods, list, plus 50%.

Paper Lined Boards, 30 and 10%.

Wood Lined Boards, 30%.

Stove Pipe, patent, per 100, 6 in., $22.38; 7 in., $23.87.

Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.

Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...

Stove Pipe Thimbles, 45%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼-in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.20; ⅞ in., $18.20; 15-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 33 1-3 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.35
Section, ½ lb. per 100 lbs.	5.50- 5.85	5.50	6.00
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	4.25

WHEELBARROWS

Navvy, steel wheel, doz. $60.00

Garden, steel wheel, doz. 71.40

Light garden, doz. 64.20

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire Per 100 lbs

No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	9 00
No. 19	9 50

Hay Wire in Coils

No. 13	6 85
No. 14	7 00
No. 15	7 20
No. 16	7 45

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

List of extras in 100-lb. lots, net

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire.	Toronto
No. 9 pl. galv.	5.35- 6.75
No. 12 pl. galv.	5.50- 6.15
No 13 pl. galv.	6.00- 6.25
No. 9 coil sp.	5.50- 6.00
No. 12 coil sp.	5.80- 6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 75

Fence staples, galvanized 6 50

In 25-lb. boxes add 50c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.....10%

Brass wire, 3 to 24 gauge, add 40%

25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 25

In 50-ft rolls 3 30

Galvanized, per 100 sq. ft. in 100 ft. rolls 4 75 5 50

Bronze, sq. ft. 0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$15 60	18 in.	$35 00
10 in.	17 40	24 in.	50 60
14 in.	24 45		

Coes—	Doz. net		Doz. net
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		

Stillson—	Each	Doz. net
6 in.	$1 20	$14 00
8in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 35	50 60
36 in.	....	94 20
48 in.	....	139 20

"The Success of the Victory Loan

is absolutely essential to the prosperity of Canada and every class and individual in Canada."—Sir Thomas White, Canadian Minister of Finance.

Prove your patriotism to the full extent of your capacity—

BUY VICTORY BONDS

The Dougall Varnish Co., Ltd., Montreal

QUALITY DOUGALL VARNISHES FIRST

The Stratford Catalogue Tells the Story of Sales Possibilities and Profits---*Send for it!*



Let us co-operate with you in reaching out after new business.

Our catalogue tells the story. You will find in it the very latest ideas in Furniture Trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.



The Stratford Brass Company, Limited
STRATFORD, ONTARIO

If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID

Bronzing liquid, No. 1. $1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	14-16

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 25
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100 lb. k..	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k..	0 06
Venetian red, best bright..	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs..	0 06½
White ochre, 100 lb. kegs..	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	3½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs...	7-8c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—

Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5 lb. irons	0 20

F.o.b. Montreal, Toronto.

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs	$28 00
Case No. 8—100 ½-lb. pkgs..	31 00
Case No. 9—200 ¼-lb. pkgs..	38 00

Discount.

French medal (prices withdrawn)	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 30
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 15
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	24

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20-25%.
Sheet glass, 5-10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE	
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 10 0lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure	$17 50	$17 80
Crown Diamond	17 50	17 80
Crown, pure	17 50	17 80
Green Seal	17 50	17 80
Ramsay's Pure	17 50	17 80
Moore's Pure	17 50	17 80
Tiger, Pure	17 50	17 80
O.P.W. Dec. Pure	17 50	17 80
Red Seal	17 50	17 80
Decorators' Pure	17 50	17 80
O.P.W. English	17 70	18 00
Elephant Genuine	18 00	18 30

B.B. Genuine Lead, less than tons, $19.70, Toronto; $19.40. Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)	
Genuine, 560-pound casks, per cwt.	$14 00 $14 50
Genuine, 100-pound kegs, per cwt.	14 75 15 50
Less quantity	16 00 17 00

F.o.b. Montreal Toronto.

LEAD, ARSENATE	Pound	Pound
Barrels, 600 lbs.	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto. Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs.. $8.40; white, 5-lb. packages, $7.80
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 40
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 30
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white..	4 05
Moore's House Colors, colors.	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 25
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white.	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 30
O.P.W. Flat Wall, white	3 30
O.P.W. Flat Wall, colors	3 10
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white..	4 30
Martin-Senour, 100%, colors..	4 05
Martin-Senour, Porch aint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams Floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros. H.S., colors	4 05
Lowe Bros. Hard Drying Floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	C.P. Berger's and Munro's Per lb.
In barrels, about 600 lbs.	0 60¼ 0 61
In arsenic wegs, 250	
In 50 lb. and 100 lb. drums	0 61¼ 0 62
In 25 lb. drums	0 62¼ 0 63
In 1 lb. packets, 100 lbs. in case	0 64¼ 0 65
In ½ lb. packets, 100 lbs. in case	0 66¼ 0 67
In 1 lb. tins, 100 lbs. in case	0 66¼ 0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY	Montreal Standard	Toronto Less than tons
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk, 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c. Hamilton 30c. London and Windsor 40c per 100 lbs. over Montreal quotations.

ROSIN

Barrels, 100 lbs.	$6 90
Less, per lb.	0 08

SHELLAC

Pure White, gal.	$4 75-$4 90
Pure Orange, gal.	4 50

Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	3 25
O.P.W. Presto	3 00
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.45
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 00
Everlastic, Depend-on and Maritime Spar subject to discount of 40%	
Elastilite	3 25
Granitine Floor Finish	3 25
Hydrox Spar	3 60
Sun Varnish	2 60
Sun Spar	4 60
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	2 65
Jasperite Pale Hard Oil	1 90
Jasperite Indestructo Floor Finish	2 65
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 86
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 47
Rexspar	4 62
Sear-Not	3 84
Kyanize Spar	4 95
Kyanize Cabinet Rubbing	3 85
Kyanize Interior	3 85
Luxeberry light	3 80
Luxeberry granite	3 52
Luxeberry spar	4 95
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS	
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21

WHITE	
XXX	0 20
XX	0 18
X	0 17
XC	0 16
Japanese	0 15
XXX Extra	0 21
X Grand	0 19½
XLCR	0 18½
X Empire	0 17¼
X Press	0 16

COLORED	
No. 5	15
No. 1	14
No. 7	13
No. 1A	11½
No. 1B	10½
Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	10½

Above lines subject to trade discount for quantity.

WAX	Per lb
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 35
Old English	0 53 0 62
Johnsons	0 57 0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls.	$2 50

F.o.b. Montreal, Toronto, London

Gilders, bolted, in bbls.	3 00
WOOD ALCOHOL .	per gal.
In five gallons	$1.80-$1.90
In barrels	1.79

$4 extra for barrels
F.o.b Montreal, Toronto, London

GLASS

Now is the time to sort up on

WINDOW GLASS

We can take care of your requirements from our branch warehouses and make prompt shipments.

We stock and manufacture Plate, Bevelled Plate, Mirrors, Window, Figured, Leaded, Wired and Prism Glass.

Catalogues and price lists will be sent free upon application.
WRITE, PHONE OR WIRE your wants.

HOBBS MANUFACTURING COMPANY, LIMITED

Montreal Toronto London Winnipeg

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.60; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 27c per lb.; clip horn, 28c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Dougle Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.50 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. 27% extra.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.65 per lb.; cut, $1.85 per lb.; rawhide, sides, $1.60; cut, $1.80.

Blue Stone (Vitriol) 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 20%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil,: 3-16 in., $18.40; ¼, $16.00; 5-16 in., $13.60; ⅜, $12.40; 7-16, $12.20; ½, $12.00; 9-16, $12.00; ⅝, $11.75; ¾, $11.50; 1 in., $11.25; Logging, 5-16 in., $15.40; ⅜, $14.20; ½, $13.80; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 75c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 3 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. bbls., 30c lb.; 100-lb. bbls, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

er 100 lbs., $3.25.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 10% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"	
10¾ oz. or 28 Eng.	$12 50	$12 50
28 Am. or 26 Eng.	12 00	12 00
26 Am. or 26 Eng.	11 70	11 70
24	11 55	11 55
22	11 55	11 55
18 and 20	11 40	11 40
16 Am.	11 25	11 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 10
Mrs. Pott's No. 50, set	2 25

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25. Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $15.40.

LEAD WASTE, $16.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 30
3	2 95
4	5 25
Barn Door	
5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 65
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.80 base; Winnipeg, $6.25 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	9 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 51½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.40; Silkstone, $3.40; Stephens' Barn Paint, $1.85.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)



Lend Him A Hand

Your hand---my hand

Every hand in the land stretched out to help him to VICTORY! That is the way that we are going to win this war. It is the only way we can win it.

We are fighting a united German people. Until every Canadian is backing the boys in the trenches, until every hand in the land is stretched out to help, we cannot expect our armies to defeat the German armies strengthened by the toil and sacrifice of the one hundred and fifty million people of Germany and her allies.

This is a war of national resources, and everyone must add his share to Canada's fighting strength if we are to make our superior resources count. Every hand in the land must be stretched out to help our boys if we would send them over the top to early and certain VICTORY.

Save for the VICTORY Loan. Invest in the VICTORY Loan. That is the way to lend a hand. That is the way to make a nation invincible for freedom and justice.

Every bond bought now is a direct fighting aid to this boy in the trenches in France.

Lend Him a Hand

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG - - AND - - CALGARY

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 00	$ 8 35
⅜ inch	6 05	8 45
½ inch	7 85	9 60
¾ inch	9 95	12 30
1 inch	14 70	18 20
1¼ inch	20 00	24 70
1½ inch	23 75	29 35
2 inch	32 00	39 50
2½ inch	51 25	63 15
3 inch	66 20	82 60
3½ inch	86 85	.....
4 inch	103 00	.....
4½ inch	118 50	.....
5 inch	138 00	.....
6 inch	179 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $11; full polished $12.50; 18 x 24, half polished, $11; full polished, $12.50; 20 x 28, half polished, $11; full polished, $12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½ x 14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39¾c base; British Manila, 33¾c base; lath yarn, 28¼c base; African hemp, 33¾c base; cotton rope ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0 ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$111 00
Household, Jap.	99 00
Superba, Nic.	129 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 30
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 55 to 56.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $8.00 base, other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $8.50; ¾ in., $8.75; ¾ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE—

20 x 28 I.C.	$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.C.	40 00
Terne plates	24 00

TRAPS, GAME—	Doz. Victor	H.& N.	Jump
No. 0	$1 95	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$23 80
No. 1	18 80	20 45
No. 2	16 40	16 95
No. 3	14 00	14 45

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 0% discount.

Premier, Canada, Diamond, plus 12½%.

Whiteware, 40% discount.

Japanned Ware, list, plus 40%.

Japanned Ware, white, list, plus 50%.

Japanned Sprinklers, list, plus 40%.

Stamped Ware, plain, 40% discount.

Stamped Ware, ret'd, 33 1/3% discount.

Pieced Tinware, ordinary, list, plus 65%.

Pieced Tinware, copper bottoms, list, plus 85%.

Sheet Iron Ware, list, plus 30%.

Light Galv'd Pails and Tubs, list, plus 40%.

Heavy Galv'd Pails and Tubs, plus 30%.

Jap. Coal Hods, list, plus 50%.

Galv'd Coal Hods, list, plus 60%.

WASHERS—

Iron, small lots, 33% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $18.40; less than ton lots, $18.75.

WIRE, BARB—

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William $5.10 Winnipeg; Baker, 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized Ft. William, No. 9, $5.65; No. 12 $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)— Agricultural—	Doz.
6 in.	$ 7 00
8 in.	8 40
10 in.	9 80
12 in.	12 60
15 in.	16 80
Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)— Stillson—	Each
6 in.	$ 1 10
8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45
Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

Always Ready—	Dozen Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $58.85 per doz.; Reliance, $70.50 per doz.; Emperor, $132.

Royal Canadian, $54.50 per doz.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS, MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON, FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER — THE RETAILER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

Nonolio National Polish

KEEPS CARS NEW, CLEANS, POLISHES, PROTECTS FINISH. HAS NO EQUAL.

Auto Owners Want the Best. Give Them

NONOLIO NATIONAL

in the can with the RED, WHITE and BLUE LABEL

Note the Label





Be prepared for the demand. Write for our proposition, or send order for sample dozen cans. **A Real Leader for Live Dealers.**

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D. ACKLAND & SONS, LIMITED

WINNIPEG, CANADA

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes L d., Winnipeg, Man.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alabastine
The Alabastine Co., Ltd., Paris, Ont.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Ware Mfg. Co., Oakville, Ont.

Ammunition
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
W. B. Dalton & Sons, Ltd., Kingston, Ont.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Auto Accessories
Auto Accessories Ltd., Winnipeg, Man.
Air-Tite Mfg. Co., St. Thomas. Ont.
W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Canada Sales Co., Toronto.
Canadian Carbon Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Cushman Motor Works, Ltd., Winnipeg, Man.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Fernald Mfg. Co., North East, Pa.
Great West Electric Co., Ltd., Winnipeg, Man.
Gutta Percha & Rubber Ltd., Toronto.
Homer & Wilson, Hamilton, Ont.
W. W. Hicks, Winnipeg, Man.
Hyslop Bros., Toronto.
C. Kloepper, Limited, Toronto, Ont.
Line, Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Chain Co., St. Catharines.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Prairie Motor Sales Co., Moose Jaw, Sask
Rock Island Mfg. Co., Chicago, Ill.
The Royal Canadian Specialties, Hamilton, Ont.
C. A. Shafer Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Samuel Trees & Co., Toronto.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties Co., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Carriage Factories, Ltd., Brockville, Ont.
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg Co., Ltd., Otterville, Ont.

Barrel Liners
J. N. Warmington & Co. Montreal Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London. Ont.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal,
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls,

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.
Haddow Brokerage Co., Montreal, Que.

Brass Goods
Haddow Brokerage Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd. Toronto
Plewes Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Bolts and Nuts
Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
Northern Bolt & Screw Co., Owen Sound
Wilkinson & Kompass, Hamilton.

Boiler Tubes
Baines & Peckover, Toronto.

Bolts, Eye
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
J. H. Williams & Co., Brooklyn, N.Y.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.
The Toronto Lock Mfg. Co., Toronto, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Butchers' Tools
Haddow Brokerage Co., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Heelon Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Blowers, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont.
The Stanley Works, New Britain, Conn
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Conservation

lies at the very base of the Government's War Program. The Allies must have more oil. Production of oil is at its height. More oil for war purposes can be had only by rigid conservation.

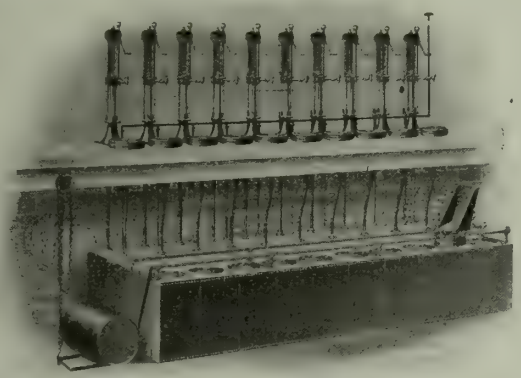


Figure 115. Battery for Paint, Oils or Lubricants

For more than thirty years

BOWSER ESTABLISHED 1885

SYSTEMS

have been conserving the nation's oil and gasoline.

They also conserve

Time
Labor
Space

BOWSER SYSTEMS are

Leakproof
Lossproof
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Convenient
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Highly Efficient

Tell us your problem. We'll help you CONSERVE OIL. A system for every requirement.

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Toronto, Canada

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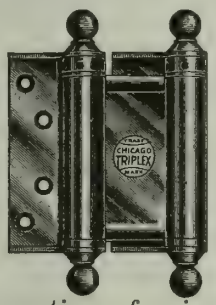
Representatives Everywhere

TRADE **CHICAGO** MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE C.S.B. CO. MARK NEW YORK

Built for *Service* That's why it *sells*

You will always find it easier and more profitable to sell an "Anthes" Tank Heater. Its superiority is so apparent stock raisers and ranchers choose it every time as the best for their business.

The Anthes Tank Heater is made of high-grade Cast Iron, and every Heater is tested and guaranteed before leaving the factory. Made in two sizes:

Dia.	Height	Weight
12"	22"	120 lbs.
14"	24"	150 lbs.



In stock for prompt shipment. Specify "Anthes" when ordering from your jobber.

ANTHES FOUNDRY LIMITED

Manufacturers of Soil Pipe and Fittings, Tank Heaters, Feed Condensers, etc.

Saskatchewan Ave., Winnipeg

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.
Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.
Canoes
Canadian Canoe Co., Peterboro, Ont.
Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co. Windsor.
Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Cash Carriers
Gipe-Hazard Store Service Co., Toronto.
Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville.
The Toronto Lock Mfg. Co., Toronto, Ont.
Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Carpenters' Tools
Haddow Brokerage Co., Montreal, Que.
Carpet Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.
Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Chains, Coil, Boom, Hammock, Tether, Dog.
Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.
Cable Carriers
Gipe-Hazard Store Service Co., Toronto
Ceilings and Walls, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.
Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.
Chair Seats
Canadian Veneering Co., Acton Vale, Que.
Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.
Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.
Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.
Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Vol-Peek Mfg. Co., Montreal.
Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
Chucks, Tap
Wells Bros. of Canada, Galt.
Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.
Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.
Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.
Clocks
Western Clock Co., La Salle, Ill.
Clothes Racks
Walter Woods & Co., Hamilton.
Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Williams & Co., J. H., Brooklyn, N.Y.
Clippers
American Shearer Mfg. Co., Nashan, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.
Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.
Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont
Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.
Cl
Canadian Woodenware Co., St. Thomas, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.
Coffee Percolators and Urns
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Collar Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto, Ont.
Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.
Cotton Gloves
American Pad & Textile Co., Chatham.
Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.
Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.
Concrete, Reinforcing Steel
Baines & Peckover, Toronto.
Conductor Pipe, Hooks, Heads, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.
Connecting Rods
Williams & Co., J. H., Brooklyn, N.Y.
Coopers' Tools
Haddow Brokerage Co., Montreal, Que.
Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Corner Bead, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Cornices, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Cooking Ware
Corning Glass Works, Corning, N.Y.
Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y
Crowbars
B. J. Coghlin & Co., Montreal.
Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.
Cultivators
C. S. Norcross & Sons, Bushnell, Ill.
Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Clyde Cutlery Co., Clyde, N.Y.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
J. Wiss & Sons, Newark, N.J.
Wilkinson Sword Co.
Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).
Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.
Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.
Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.
Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.
Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Diaphragms Rubber
Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.
Display Racks and Stands
Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.
Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.
Doors, Screen
Kasement Skrene Dore Co., Toronto.
Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.
Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.
Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.
Doors, Fireproof, Metal
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
The Toronto Lock Mfg. Co., Toronto, Ont.
Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.
Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.
Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Drills, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.
Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.
Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.
Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Drop Forgings
Williams & Co., J. H., Brooklyn, N.Y.
Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Dusters
Channell Chemical Co., Toronto.
Dynamite
Du Pont American Industries, Wilmington, Del.
Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.
Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.
Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.
Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.
Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Factory Products Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.
Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.
Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man
Toronto Lock Mfg. Co., Toronto.
Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.
Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Superior Electrics, Ltd., Pembroke, Ont.
Usona Mfg. Co., Toledo, Ohio.
Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
Electrical Toys
A. C. Gilbert Co., New Haven, Conn.
Electro-plating
Toronto Lock Mfg. Co., Toronto.
Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.
E. T. Wright Co., Hamilton, Can.
Engines
Cushman Motor Works, Ltd., Winnipeg, Man
Emery Glass and Papers
John Oakey & Sons, London, Eng
Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q
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Good Men

DO you need the services of a good retail salesman, traveller, or manager. The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.

You Can Safely Recommend

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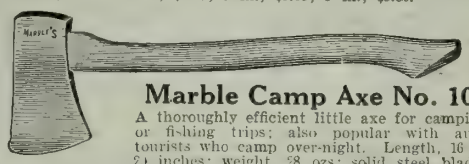
Specialties for Sportsmen

They are known, sold and used all over the world and will give absolute satisfaction to all your customers. Any Canadian jobber will fill your order promptly.

Marble's Ideal Hunting Knife

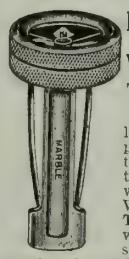
A big seller everywhere. Unexcelled in quality of material, workmanship and design. Blade is adapted to sticking and skinning. Back of point oval-ground for chopping bone. Leather handle, with or without hilt. List prices, including sheath, 6 in. blade, $2.75; 7 in., $3.05; 8 in., $3.30.





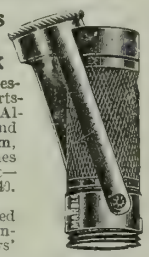
Marble Camp Axe No. 10

A thoroughly efficient little axe for camping or fishing trips; also popular with auto tourists who camp over-night. Length, 16 or 20 inches; weight, 28 ozs; solid steel blade, 3¼x4¼ in. List price $1.95. With sheat $2.50.



Marble Handy Compass and Waterproof Match Box

Two specialties that are an essential part of every sportsman's outfit. Canadian and Allied Soldiers—both officers and privates—use thousands of them, too. The handy compass attaches to the coat—always in sight—waterproof. List price $1.40. With revolving dial, $1.65. The matchbox is guaranteed waterproof and strongly constructed. Holds several days' supply of matches. List price, 55c.

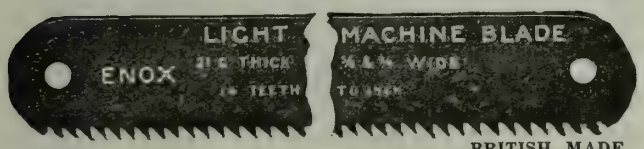


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Marble Arms & Mfg. Company, 5350 Delta Avenue GLADSTONE, MICH.

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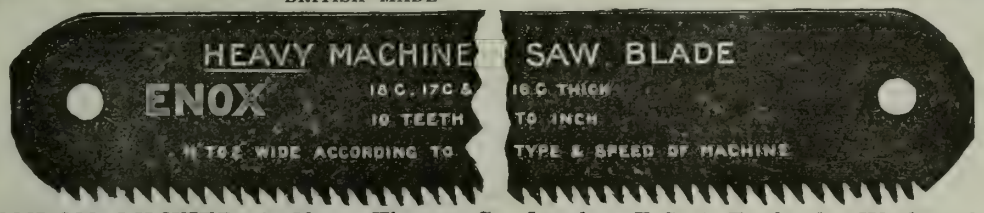


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From the selection of the boxwood, its seasoning, the assembling, graduating and finishing of the rule, a uniform and high quality product.
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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
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Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

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Jas. Cartland & Son, Ltd., Birmingham, Eng

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Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

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Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.

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J. H. McComb, Ltd., Montreal, Que.

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McGregor-Banwell Fence Co., Ltd., Walkerville
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Fibre Ware
E. B. Eddy Co., Hull, Que.

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E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

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Pyrene Mfg. Co., Ltd., Montreal, Que.

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Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

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Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

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Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

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J. J. Turner & Sons, Ltd., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Flag Holders
International Sales Co., Winnipeg, Man.

Flashings, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

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Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary,

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.

Forges, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Funnels
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Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Fixtures, Store
Milbradt Mfg. Co., St. Louis, Mo.

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Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
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Record Fdry. & Machine Co., Ltd., Moncton, N.B.
Saunders & Co., Montreal, Que.

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Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

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Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

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Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
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Toronto Lock Mfg. Co., Toronto.

Flint Cloths
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Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

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Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
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B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co, Winnipeg.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

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Allith Mfg. Co., Ltd., Hamilton, Ont.
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National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

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Pedlar People, Ltd., Oshawa, Ont.

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J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd. Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
J. H. Williams & Co., Brooklyn, N.Y.

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Hobbs Mfg. Co., Montreal, Que.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

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Superior Electrics, Ltd., Pembroke, Ont.

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Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
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A. Ramsay & Son Co., Montreal.

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Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
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Hamilton-Carhartt Co., Toronto.

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Prairie Chemical Co. of Canada, Ltd., Winnipeg.

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Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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American Grinder Mfg. Co., Milwaukee, Wis.
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Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
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American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

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Caverhill, Learmont & Co., Montreal.
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Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

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Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters
Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hammocks
Galt Robe Co., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Barn Door
Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

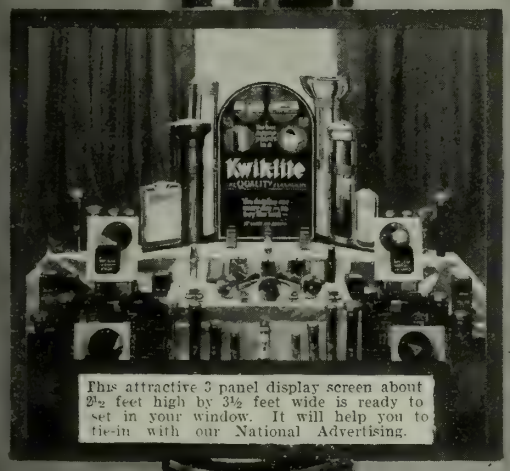
Hardware Fixtures
Duluth Show Case Co., Duluth, Minn

Hardware Shelving
Duluth Show Case Co., Duluth, Minn

A NATIONAL ADVERTISING CAMPAIGN FOR

Kwik-lite

THE QUALITY FLASHLIGHT



This attractive 3 panel display screen about 2½ feet high by 3½ feet wide is ready to set in your window. It will help you to tie-in with our National Advertising.



With an order for our No. 4 assortment of KWIK-LITES you receive this handsome sales cabinet.

The Kwiklite Advertising Campaign is bigger than ever. Our advertisements are appearing in the Saturday Evening Post, Colliers, Literary Digest, American, Metropolitan, and other popular publications. These advertisements will tell millions of people why Kwiklite stands supreme among flashlights and will create a big demand for this quality light. You can direct this demand *your way* by using the attractive window display, counter case and other sales help we are prepared to furnish you.

Here's What We Are Doing To Help You Sell

Kwik-lite

THE QUALITY FLASHLIGHT

1. National Advertising to the consumer.
2. Furnishing you with an attention-getting window display and a handsome counter display case.
3. Furnishing, also, a complete line of business-getting sales helps for local advertising such as folders, booklets, lantern slides, etc.
4. Supplying you with copies of the most complete and attractive catalog ever issued on flashlights.

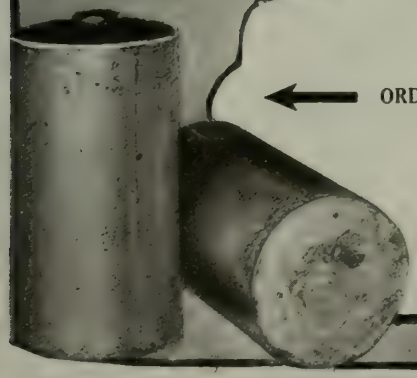
Now is the time to tie-in with our Advertising Campaign and sell "The Quality Flashlight." The BIG Kwiklite BOOK tells the whole story—prices, discounts, sales and advertising plan, everything. Write to-day for your copy of this interesting and profitable book and catalog No. 08.

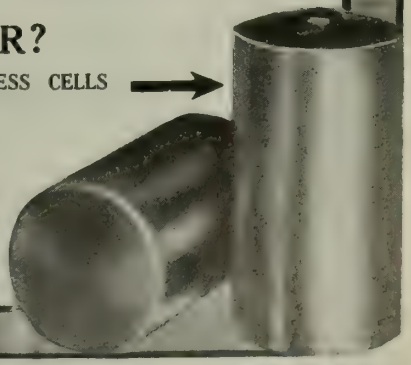
THE USONA MANUFACTURING COMPANY

WINDSOR, ONTARIO, CANADA TOLEDO, OHIO, U.S.A.

WHICH DO YOU PREFER?

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Kwiklite seamless, one-piece batteries are guaranteed to give 25% more service than ordinary soldered batteries. They are made in standard sizes and will fit any make of flashlight case on the market.

THE BUYERS' GUIDE

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville
Haldow Brokerage Co., Montreal, Que.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont
North American Hardware Co., Ltd., Montreal.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Superior Electrics, Ltd., Pembroke, Ont.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Plewes Ltd., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Blankets

Horse Nails
C. Kloepper, Limited, Toronto, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Ingersoll Watches
R. H. Ingersoll & Bro., Montreal, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron and Steel, Structural
Baines & Peckover, Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extention, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
Evan L. Reed Mfg. Co., Sterling, Ill.

Lath, Metallic
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
Basters Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Churton & Taylor, Toronto.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lath, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal
Lumber Products Ltd., Winnipeg, Man.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Leather Belting and Soles
Beardmore & Co., Toronto.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.
Toronto Lock Mfg Co., Toronto, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Mantles, Gas
Hamilton Gas Mantle Co., Hamilton, Can.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Expanded
Baines & Peckover, Toronto, Ont.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mica
A. G. Martin, Ottawa, Ont.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.
Toronto Lock Mfg. Co., Toronto.

K K

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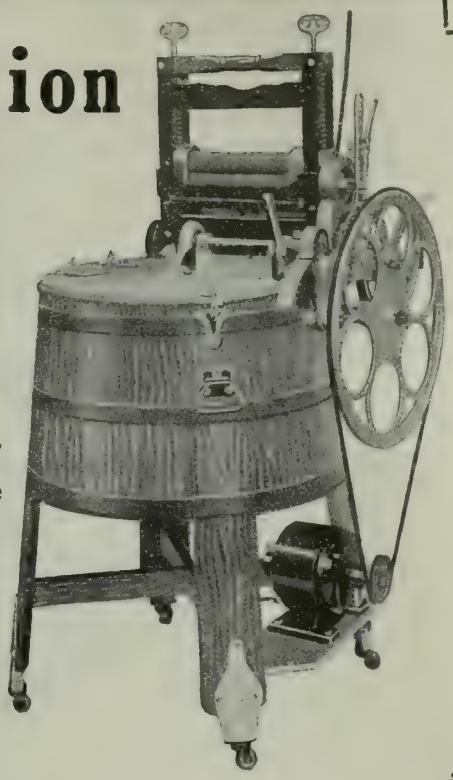
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Things are happening to-day. The vaunted power of the Hun is on the eve of being shattered. He is trying to strike a bargain. But ——we mean to make victory sure. Be strong.

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THE BUYERS' GUIDE

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Tarbox Bros., Toronto, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Que.
Ford Motor Co., Ford Ont.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oakum
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Iron and Wire Work
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.

Piston Rod Pocking
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Ive. Johnson's Arms & Cycle Works, Fitchburg Mass.

Phospher Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co. Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cleaner (sewer and drain)
Chamberlain Desolvo Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conducter
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.
John Stevens Co., Ltd., Winnipeg, Man.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.

Plates, Plain and Chequered
Baines & Peckover, Toronto.

Polishes, Auto and Furniture
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Aylmer Pump Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators

Radiator Valves
Jenkins Bros., Ltd., Montreal

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Parmenter Bulloch Co., Gananoque, Ont.
Stowell Screw Co., Ltd., Montreal.

Roofing, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.



Talk No. One Hundred and Seventy-one

About prices after peace—It looks to me as though jobbers will likely pay more for many months—Users may be a little less than now, but the volume will be larger.

TINKER TOM.

Look for Talk No. 172 next week.

DOMINION SHEET METAL CORPORATION, Limited
HAMILTON, CANADA

WANTED

Fall Orders for Hardware such as follows:

Snow Shovels,
Lanterns and Globes,
Weather Strip,
Axes, Mitts and Gloves

A good stock on hand, and orders promptly shipped.

Thos. Birkett & Son Co. Ltd.
Wholesale Hardware Merchants
Ottawa **Ontario**

CARTER'S

QUALITY
THE BEST

Your customers will need Red Lead to protect the iron work around their homes. The Painters want a Genuine Red Lead for their work. Are you prepared for this demand? If not, put in a good stock of

Carter's Genuine Dry Red Lead
and
Carter's Genuine Powdered Litharge

They are the best quality you can buy. Made in Canada from the best grade of Canadian Pig Lead.

Do you know the quality of these goods? Your customers know it and will insist on using Carter's Brands. Look over your requirements and order now.

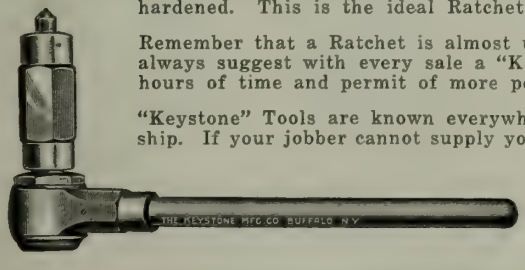
Manufactured by
The Carter White Lead Company
of Canada Limited
91 Delorimier Ave. **Montreal**

Here's the strongest Ratchet Drill made

Bridge builders, ship builders, boiler makers, and all who ask constant heavy service from Ratchet Drills are proving the "Monarch" Square Sleeve Single Acting Ratchet to be the strongest Ratchet made. The body is made of Drop-forged Steel, and handle of solid Bar Steel. Parts subjected to wear are extra hardened. This is the ideal Ratchet Drill for heavy work.

Remember that a Ratchet is almost useless without a drilling Post. Therefore always suggest with every sale a "Keystone" Drilling Post. It will save many hours of time and permit of more perfect work.

"Keystone" Tools are known everywhere for quality of material and workmanship. If your jobber cannot supply you, write direct to us.



The KEYSTONE MFG. Co.
BUFFALO, N.Y.
Postal Station B.



"KEYSTONE" Drilling Post or "OLD MAN"

THE BUYERS' GUIDE

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Rope
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Sawset
Chas. Morrill, Inc., New York.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Siding, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Machinery Co., Ltd., Renfrew, Ont.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screen Doors
The Kasement Skrene Dore Co., Toronto.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stowel Screw Co., Ltd., Montreal.

Thumb Screws
J. H. Williams & Co., Brooklyn, N.Y.

Screw and Bolt Cases
Duluth Show Case Co., Duluth, Minn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Separators
Dominion Sewing Machine & Phonograph Co., Winnipeg, Man.
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
B. & S. H. Thompson, Montreal, Que.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

Shingles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Skylights, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Solder
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Solderall
Thos Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.
Supplies Ltd., Kentville, N.S.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
Northern Electric Co., Ltd Toronto
Sharp Spark Plug Co., Cleveland, Ohio.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Stampings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Clare Bros., Preston, Ont.
Bert Conway, Winnipeg, Man.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
Galt Stove & Furnace Co., Ltd., Galt, Ont.
Gurney Foundry Co., Toronto
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
D. Moore Co., Ltd., Hamilton, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves and Ranges, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
O-Rib-O Mfg. Co., Winnipeg, Man.
Safety Stove Pipe Co., Ltd., Toronto, Ont.
Sheet Metal Products Co. of Canada, Toronto.

Steel, Cold Rolled Band
J. N. Warmington & Co., Montreal, Que.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Cistern
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q.

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal,
Vokes Hardware Co., Ltd., Toronto, Ont.

Automobile, Aeroplane, Bicycle, Carriage, Motorcycle, and Motor Trucks

Tires and Tubes,
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Kribs, Wm. A., Hespeler, Ont.

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Can. Blower & Forge Co., Ltd., The, Kitchener.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal
A. C. Gilbert Co., New Haven, Conn.
Lumber Products, Ltd., Winnipeg, Man.

The Publisher's Page

TORONTO, CANADA NOVEMBER 2, 1918

What is the True Meaning of the Victory Loan?

We are within sight of Victory, and now, less than ever, can we afford to rest in a false atmosphere of security.

Now is the moment for a grand rally, an irresistible push forward with men and money.

The men are there—and always fresh ones go. They must continually be fed, clothed, and supplied with ammunition. The work of supporting them, the EASY PART, is ours. Shall any one of us fail them at this end?

NO, A HUNDRED TIMES, **NO!**

And what are we asked to do? What is it that Canada asks of us?

Simply to LEND to our own country, more money, that the great fight may be finished for us, and that the sacrifices made for us in four years of war shall not be in vain. No thinking man or woman who realizes this can fail to respond to the limit of his or her ability.

And Canada makes it very easy for us to do this through

THE VICTORY LOAN 1918

She will pay us interest at 5½ per cent. on any amount we lend. She offers us Bonds backed by the country itself, the highest security in the world, Bonds issued in convenient denominations of $50, $100, $500 and $1,000, repayable in 5 or 15 years, as we may desire.

Let us get right down to business, OUR OWN BUSINESS—AND HELP TO OVER-SUBSCRIBE THE VICTORY LOAN 1918. And let us do it NOW.

BUY VICTORY BONDS

THE BUYERS' GUIDE

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Towel Bars
Kinsinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.
The Veterans Mfg. Co., East Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
North American Hardware Co., Ltd., Montreal,
Vivid Electric Lamp Co., Toronto.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Eddy & Co., E. B., Hull, Que.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Turpentine
Brown Corporation, Portland, Maine.
Fred Smith, Toronto.

Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Vaccuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Brass
National Brass Co., London, Ont.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Jenkins Bros., Montreal, Que.
Milwaukee Valve Co., Milwaukee, Wis.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Jenkins Brass Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.

Varnishes
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Glidden Varnish Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Vehicles, Business
Canada Carriage Factories, Ltd., Brockville, Ont.
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Ventillators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Wagons
Woodstock Wagon Mfg. Co., Woodstock, Ont.

WALLBOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
The Toronto Lock Mfg. Co., Toronto, Ont.
Otterville Mfg. Co., Otterville, Ont.
Wilkinson & Kompass, Hamilton

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cushman Motor Works, Ltd., Winnipeg, Man.
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg Man
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Maytag Co., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Nineteen Hundred Washer Co., Toronto, Ont.
Northern Electric Co., Montreal
John Watson Mfg. Co., Winnipeg, Man.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont

Wash Tubs
E. B. Eddy & Co., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Swan Mfg. Co., Winnipeg

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wholesale Hardware
Thos. Birkett & Co., Ottawa, Ont.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice, Lewis & Sons, Ltd., Toronto
Wm. Stairs, Son & Morrow, Ltd., Halifax, N.S.
W. H. Thorne & Co., Ltd., St. John, N.B.
White's, Ltd., Collingwood, Ont.
Wood Vallance & Co., Winnipeg, Man.
Vokes Hardware Co., Ltd., Toronto, Ont.

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Windows and Doors, Kalameined and Metal
Metallic Roofing Co., Toronto and Winnipeg

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Wire Rope
Baines & Peckover, Toronto.

Wrapping Paper
Alex. McArthur & Co., Montreal, Que.

Wrenches and Accessories
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
Plewes Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y.

Wrench Sets
Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Connor & Son, Ltd., J. H., Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary, Alta.
White Mop Wringer Co., Fultonville, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, Que

Consult Hardware and Metal Buyers' Guide

If what you want isn't advertised in this issue, consult our Buyers' Directory. If it isn't listed in our Directory, write us and we will give you the information.

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.



4 Good Reasons
---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

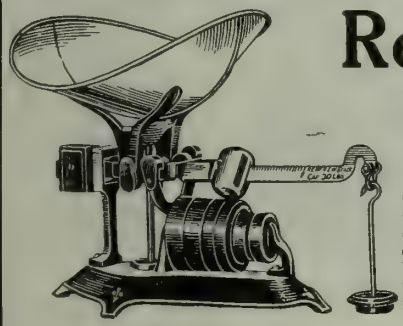
THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

Show Her the Way

FOR goodness' sake, cries the average housewife, show us how to save money out of the deluge of sky-high prices for meats, sugar, flour—everything. And seldom a thought has she of what a tidy sum can be saved every little while by checking up the honest mistakes of grocer, butcher, etc. Show her.

Just a bit of enterprise, pushing the Renfrew Scale to the front—displaying it—and showing her how it soon pays for itself will stir up a tidy lot of sales worth while. Right now is the "psychological moment."

Clinch your sales by showing the Government Inspector's Certificate of correct weights accompanying every Renfrew. Scales supplied in black or all nickel-plated finish. The



Renfrew
HOUSEHOLD SCALE

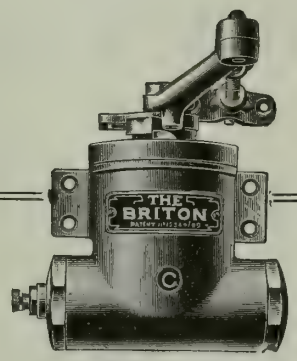
Capacity ½ oz. to 30 lbs. Government inspector's certificate accompanies every scale.
Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.

Eastern Branch: Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.



The "BRITON" Door Check and Spring

It is the superior quality that continually brings new buyers, and holds the trade of old customers if you stock

NEWMAN'S LINES

of SPRING HINGES, FLOOR HINGES, DOOR CHECKS and SPRINGS OF ALL KINDS, PANIC BOLTS, FANLIGHT GEARINGS, etc.

Be sure to get lists and full particulars now.

Wm. Newman & Sons, Limited
BIRMINGHAM, ENGLAND

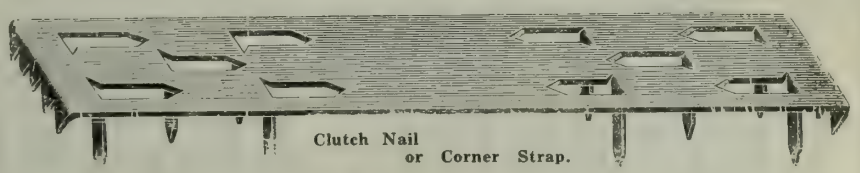
Enquiries to

FREDERIC SARA & COMPANY
CALGARY, ALTA.

COLD ROLLED STRIP STEEL



with hard oil finish which helps to prevent rust. Used for Box Straps, Wood Handles, Bundling Shooks and Light Stamping, etc. Wooden Measures.



Clutch Nail or Corner Strap.

To reinforce and cooper cases, etc., also as bung protector of paint, oil, molasses barrels, etc.



BOX STRAPPING, LEAD SEALS, TAG FASTENERS, PAIL HOOKS, HASPS, BALE TIE BUCKLES. METAL AND STEEL SPECIALTIES.

J. N. WARMINTON & COMPANY
MONTREAL, P.Q.

100% RELIABLE SERVICE RAPID DELIVERY

OF

HARDWARE, METALS, CUTLERY, PLATED WARE, MILL AND FACTORY SUPPLIES

THROUGH

CAVERHILL, LEARMONT & CO.

MAIL ORDER DEP'T.

Dealers better order their Christmas trade requirements now. Hardware stores have the most useful gifts to sell. Our line includes, Electric Irons and Toasters, Cutlery, Community Silver-Plated Ware, Carpet Sweepers, Coffee Percolators, Taplex Pocket Stoves and Heaters, O-Cedar Mops, Coleman Lamps.

Correspondence invited with makers in Allied Countries for direct representation to sell attractive, reliable, hardware lines.

CAVERHILL, LEARMONT & CO.

WHOLESALE DISTRIBUTORS

St. Peter Street,

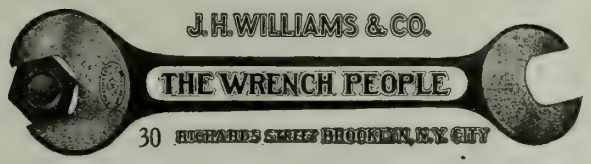
MONTREAL, CANADA



Williams' "Vulcan"

DROP-FORGED SAFETY LATHE DOGS—100% SAFE

Ask for Catalog—It's Free.





Bent Tail
1 or 2 Screws
16 sizes : 3-8 to 6 in.

Straight Tail
1 or 2 Screws
16 sizes: 3-8 to 6 in.

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask., Agents for Manitoba, Saskatchewan, Alberta and British Columbia

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



Gold Medals

Grand Prix

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E.C.
Address correspondence to TRINITY WORKS, SHEFFIELD

Canadians are to-day asked to loan for Victory, to loan for Continued Prosperity, to loan for Progress in time of peace. They can do this through the purchase of Victory Bonds. It is everyone's duty to buy Victory Bonds to the full extent of his ability. That is the civilian's part. It is the only way he can recompense those who have fought his battles. The security offered is Canada. Stake your all on Canada.

Buy Victory Bonds

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - - - - ONTARIO
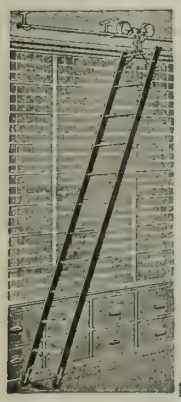


It's a Pink anyway you take it, and it's the best Peavey made.



CANADA WITCH COMPANY, LIMITED.
Vancouver, B.C.
Distributors for Eastern Canada:
Supplies, Limited, Kentville, N.S.
Distributors for Middle West:
Moncrieff & Endress, Ltd., Winnipeg, Man.

MILBRADT LADDERS

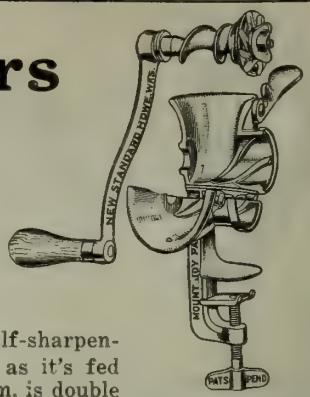


will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write to J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Marshall-Wells Co., Ltd., Winnipeg, or direct for catalog giving prices of a large number of styles we manufacture, suitable for all kinds of shelving.

John Calander Mfg. Co.
155 E. 13th Street,
St. Paul, Minn. ..U.S.A

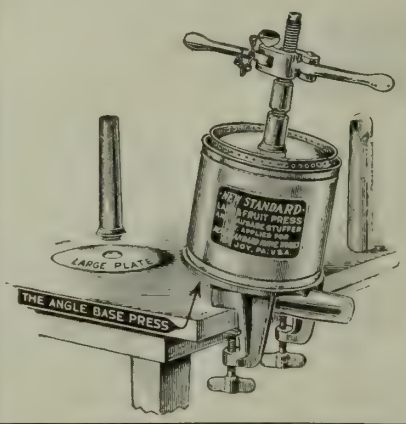
Food Choppers and Presses



DOUBLE TINNED

New Standard Food Choppers have two particular features that make instant appeal to housewives. They open wide making them easy to clean, and their cone shaped feeders prevent tearing and squeezing. The food is fed to the knives at a regulated speed, the knives are shear cutting, self-sharpening and non-clogging—they cut the food as fast as it's fed to them. Fitted with positive clamp that holds firm, is double tinned and guaranteed rust proof, and is made in sizes 1, 1½, 2, 3, and 4, with stuffers for size 3.

New Standard Fruit and Lard Presses are made in 2-quart and 4-quart sizes, have very few parts, are easily cleaned, and sell at about half the price of others of equal quality. We would appreciate your order for samples.



MEHASCO

ANOTHER MEHASCO MESSAGE
No. 16

MERCHANTS HARDWARE SPECIALTIES, LIMITED
CALGARY

Improved Patent Flush Handle

CHESTERMAN'S

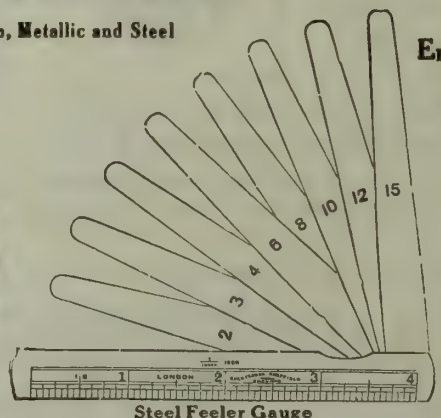
TRADE MARKS
J C
CONSTANTIA J C



MEASURING TAPES

Linen, Metallic and Steel

TREBLE



Steel Feeler Gauge

Engineers' Small Tools



Steel Rules, Gauges, etc.

For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal

When Writing to Advertisers Kindly Mention this Paper.

Canada Can Supply the Goods You Need

Now is the Time For Importers All Over the World to Get in Touch With Canadian Firms—No Country Has Richer Resources With Which to Fill All the Needs of Distant Lands—Big Scramble Coming For Raw Materials

CANADA is a good country to buy from. Dealers in all parts of the world have been finding out that it is to their advantage to get in touch with Canadian firms. They can get stocks of all kinds from Canada, get them quickly and always find the goods dependable and of the highest quality. As a result of their war activities firms in all parts of Canada find themselves now in a better position than ever to handle export business. Since the war many firms have had to treble and quadruple the capacity of their factories. In doing so they were careful to instal the most modern machinery and equipment of all kinds. As a result they are now ready to handle a greater share than ever of the world's business and are expanding their market in all parts of the globe. In this issue of HARDWARE AND METAL will be found the advertisements of a large number of the very best firms in the Dominion. Dealers and manufacturers outside of Canada will find it interesting and profitable to read carefully what these Canadian firms are offering and to get in touch with the advertisers in HARDWARE AND METAL as quickly as possible.

Now is the Time.

Events have been moving so rapidly in the war theatre of late that the end is in sight. No one can tell just when hostilities will cease, but one thing seems to be apparent to those in close touch with trade conditions all over the world and that is that there is going to be a tremendous scramble for raw materials. In many countries supplies have become so depleted owing to war conditions, lack of shipping facilities and other causes that it will take a long time to meet their requirements. No country in the world has such ample resources to draw from as Canada and with her factory capacity tremendously enlarged her manufacturers are looking forward to a record after the war trade. Now is the time to get in touch with these firms. It takes time, under present conditions more time than usual, for mail to travel to and from distant parts of the world. By going through the pages of this issue of HARDWARE AND METAL you will find any number of lines of goods offered in which you are interested. If you want to get them and get them shipped at the earliest possible moment you should write the Canadian firms as quickly as possible. Those who get their orders in first will naturally get the goods first.

Are Sure To Be Busy.

As soon as the war ends there is going to be a demand that will call for huge quantities of materials. So much work has been left over in order to look after war work, and so much material will be required for reconstruction purposes that apparently many factories will be deluged with orders. Canadian firms with the wonderful resources of the Dominion at their backs, increased factory capacity and the army of workers who have made such a splendid production of war materials possible, will be in a particularly happy position to help take care of the needs of others. In the big programme of reconstruction that every country has to face in a greater or lesser degree, the products of Canada are going to play no small part. There seems little doubt that in many of the belligerent countries whose resources have been drained during the four years' struggle that a national supervision of all possible sources of materials at home will be established. It will be a long time before many of them will be in a position to supply outsiders with an appreciable quantity of exports.

Taking Hun Trade.

The great trading nations of the world, England, the United States, France and others, are already busy with plans for re-establishing the commercial activities which they dropped in order to defend themselves against the Hun. They are planning for more than this. Germany by years of effort and the spending of huge sums of money had built up a tremendous export business. Much of this is lost to the Huns forever and will have to be taken care of by other nations. The business is there and the firms who formerly bought from the Huns will never have any more relations with them, commercial or otherwise. In Canada scores of manufactures which were formerly imported from Germany are now being made at home, and the goods are much better than those made by the Huns. The factories making these things will be able to take care not only of the Canadian trade, but to supply other needs in all parts of the world.

Canada Is Ready.

Canada stands ready to meet any demands that may be made upon her. In spite of four years of the most strenuous war efforts the commercial, financial and industrial equilibrium of the Dominion is established now on a broader and firmer basis than ever. The war has awakened Canada to an appreciation of her possibilities. She has accomplished things that four years ago would have been thought impossible and not the least of these things is her manufacturing and industrial expansion. Canadian business houses are building for the future. They want to get in touch with them. They want a chance to supply your needs. They want to show you what they can do, the quality of goods they make, the fair prices they can quote. They are manufacturing many products that you can buy in Canada better and more economically than from any other nation and if you get in touch with them they can prove this to your satisfaction. Correspondence will be of mutual advantage to all and the sooner you get in touch with such firms as are represented by their advertisements in HARDWARE AND METAL the better.

Get Busy Now.

One of the easiest mistakes for buyers in distant countries to make just now is to argue "it's no use planning to buy until after the war." This is a vital mistake. Now is the time to get busy. The importer who gets in touch with Canadian firms now and finds out just what he wants and has his plans all made for early shipment of goods will be in the position when the war ends of being ready to start right off. This will give him an immense advantage over rivals who see the possibilities of business but have to wait for weeks until they can get in touch with the Canadian firms and place their orders. The business possibilities of the future are beyond any question going to be infinitely greater than in the past and the rewards will go to those who are ready to meet the demands. By arranging now for the goods they will need they will be in the position of being able to take orders and handle the trade while their rivals are still trying to find out what they can obtain.

Shows Big Increases.

Some idea of the manner in which Canada has responded to the call for more and still more production to meet the demands of the war may be gained from the following figures showing the tremendous jumps in exports:

Produce of mines—1913, $57,000,000; 1914, $59,000,000;

1915, $51,000,000; 1916, $66,000,000; 1917, $73,000,000; 1918, $85,000,000.

Animals and their products—1913, $44,000,000; 1914, $53,000,000; 1915, $74,000,000; 1916, $102,000,000; 1917, $127,000,000; 1918, $172,000,000.

Agricultural products increased from $150,000,000 in 1913 to $567,000,000 in 1918.

Manufactured goods—1913, $43,000,000; 1914, $57,000,000; 1915, $85,000,000; 1916, $242,000,000; 1917, $477,000,000; 1918, $636,000,000.

Many Inquiries.

The greater number of inquiries that are being received by Canadian firms from all parts of the world are one of the best indications of the place Canadian products are winning for themselves in foreign markets. In spite of the shortage of shipping space plans for the handling of ships are being formulated in such a way that every available ton that can be used for commercial purposes will be taken. On both the eastern and western coasts and at many points on the Great Lakes large numbers of new ships of all kinds are under construction. Everything points to Canada fully maintaining the stride she has struck since the war started and to her exports steadily growing. Already Canadian manufacturers with an eye to the future are gradually transforming their plants from a war basis to a peace footing. The transition is not a rapid one as the war production is not being interfered with in any way, but the plans under way provide for the changes required being made quickly and with minimum inconvenience.

To Extend Markets

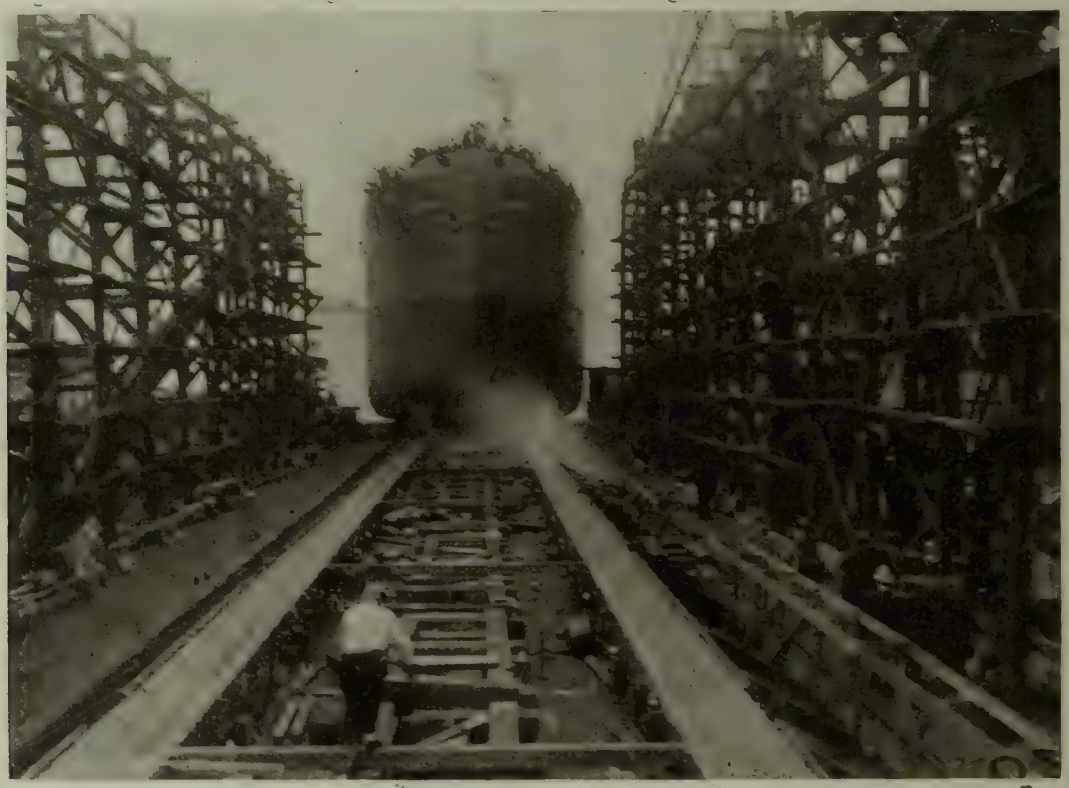
The Canadian Manufacturers' Association has formed a representative committee to consider the whole question of export trade after the war, with a view to finding a market for Canadian products. Senator Frederic Nicholls, who has delivered a number of speeches on the question in the Senate, has accepted the position of chairman of the committee.

The committee is very active and only this week sent a delegation to Ottawa which was joined by representatives from the Canadian Industrial Reconstruction Association, the Labor Council of Canada and the Independent Labor Party, to confer with the Cabinet with a view to the framing of a co-operative scheme under which a commission might be appointed to send trade representatives to European countries to represent Canadian industrial interests so that this country may secure its proper share of the large orders that will be available in connection with reconstruction work.

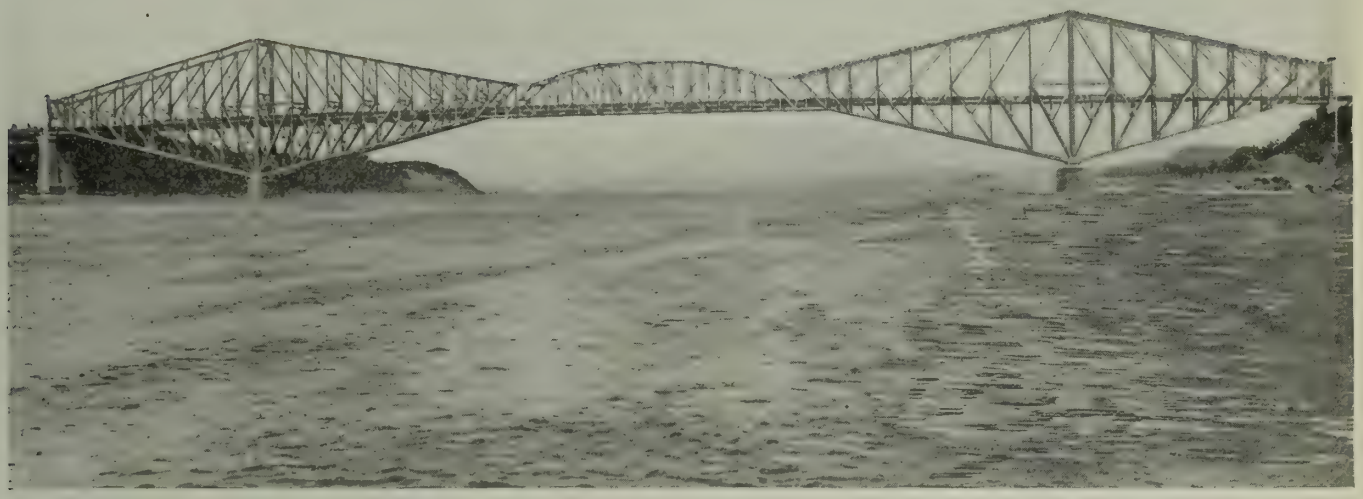
Well Received

The delegates held a joint conference, when the whole scheme was discussed, and afterwards waited upon the Cabinet in the Privy Council chamber. There was a full attendance of the Cabinet, and Sir Robert Borden, prime minister, presided. After hearing various speakers, including Senator Nicholls, Mr. S. R. Parsons, Major L. L. Anthes of Toronto, and Mr. McTavish of Montreal, Premier Borden expressed the pleasure of the Cabinet at receiving so influential a delegation, and said that some of the matters referred to were already receiving the attention of the Government. He suggested that the delegation and all interests it represented should themselves nominate a committee which would act in co-operation with the Development and Reconstruction Committee of the Senate of which Hon. Senator Robertson is chairman. The joint committee could then arrange to discuss the whole plan and in this way the country would have the benefit of their joint views and experience.

The trade of the Dominion for the first six months of the present fiscal year, which ended September 30, amounted to $1,087,232,880. For the month of September alone, the trade figures show an increase of more than twenty millions over the same month of last year, the total being $212,054,292, as against $191,370,412 in 1917. This is largely due to the jump in the export of domestic manufactured articles during the past month, which increased more than thirty-five million dollars.



Canada has under construction scores of ships which will be used to carry goods of all kinds to the Allies and after the war will be diverted to help handle the export trade. On both the Eastern and Western coasts and at points all along the great lakes launchings are taking place regularly.



JAMIESON'S PAINT
IS PROTECTING QUEBEC BRIDGE

FROM EVERY INCLEMENT WEATHER CONDITION.

ONLY QUALITY PAINT WOULD STAND THE TEST THAT PRESENT WEATHER CONDITIONS IMPOSE.

A year ago, after the most exhaustive tests had been made which were spread over a period of four years, the board of engineers finally selected

JAMIESON'S PAINT
EXCLUSIVELY FOR THE FINAL COAT

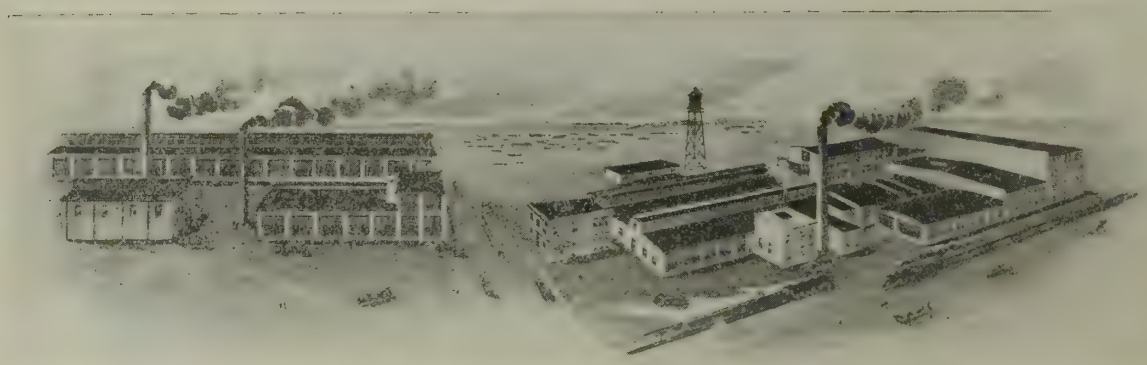
QUALITY ALWAYS WINS

CORRESPONDENCE INVITED

R. C. JAMIESON & CO., Limited, Montreal, Canada

ESTABLISHED 1858

CALGARY Owning and Operating P. D. DODS & CO., LIMITED VANCOUVER



Plant of The Canada Stove and Foundry Company, Limited
Ville St. Laurent, Montreal, Canada
Fully equipped to handle export and home trade.

Manufacturers of Original Stoves, Ranges, Heaters, and all kinds of appliances, burning

Coal, Wood or Gas

Makers of
Gray Iron and Semi-Steel Castings, Enameled Ware, etc.

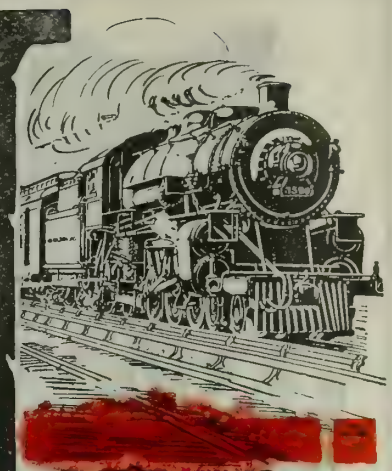
We are pleased to quote on your own specifications any type of stove or range.

Correspondence Invited.

Cable Address: "Canastove"

The Canada Stove and Foundry Company, Limited
Ville St. Laurent, Montreal, Canada





Unless the Products Possessed Superior Merit

this large organization would never have reached its present position of

SUPREMACY

On the strength of our Dominion-wide reputation, we are reaching out after another record—

A Record in Export Trade

Write for Catalog "A"---mailed freee.



For 30 Years

Harris, Heavy Pressure

has been the most popular Babbitt in the Dominion, For General Machinery Bearings it is without an equal.

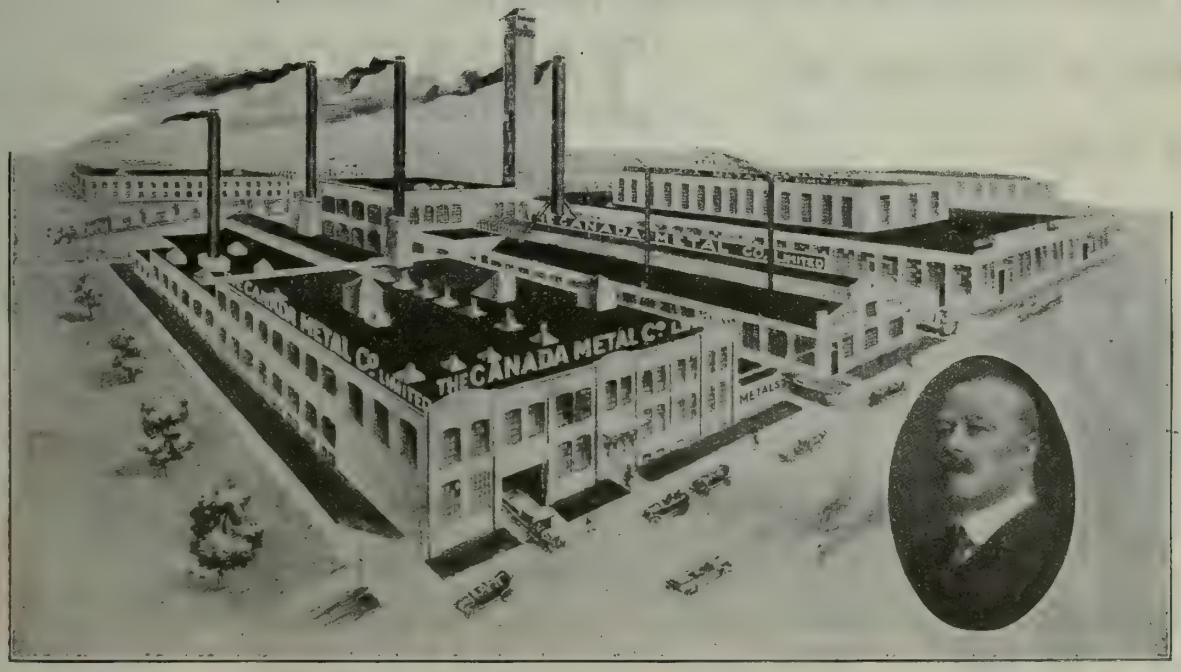
For 30 Years

Imperial Genuine Babbitt Metal

specially manufactured for

High Speed and Extra-ordinary Hard Work.

EVERYTHING IN METALS



THE CANADA METAL COMPANY

LIMITED

HAMILTON MONTREAL — **TORONTO, CANADA** — WINNIPEG VANCOUVER



TRUE PATRIOTISM

Demands Tha. We Heed
Our Country's Call For

INCREASED FOOD PRODUCTION

The Horse is a vital factor in such accomplishment. His efficiency is measured by the degree of fitness for constant use.

STUFFED COLLAR PADS

Are the Only Guarantee Against

Bruised, Galled and Chafed Shoulders. They are better than other kinds, being soft, springy and absorbent. They make possible the continued use of a horse collar long after its worn condition would otherwise compel its discontinuance.

NEW PATENTED HOOK ATTACHMENT

(Found only on Pads Made By Us)

Consists of wire staple with felt washer. It gives the hook a firmer hold and prevents pulling off, even though fabric is weakened by long usage. Life of pad is thus materially lengthened. This is the greatest improvement since we invented the hook.

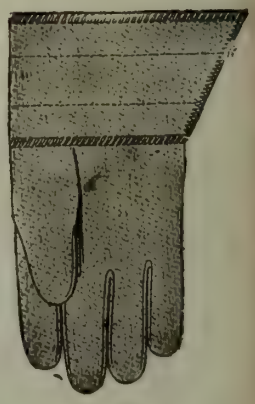
THIRTY-SEVEN YEARS MAKING PADS

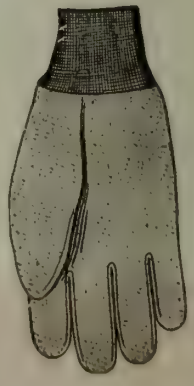
Look for the Felt Washer

Sell these comfortable, long-wearing, working gloves to the men of your town

TAPATCO
REGISTERED TRADE MARK
BRAND







TAPATCO GLOVES are just ideal in every respect for those little household jobs that would otherwise mean a grimy pair of hands or perhaps a skinned knuckle.

And it's not to the men alone but to the women as well that TAPATCO GLOVES appeal. In fact, every good housewife needs a pair of TAPATCOS for the several occasions where an easy fitting working glove is called for.

The styles are varied enough to cover everybody's requirements. **Gauntlet, Knit Wrist and Band Top styles in heavy, medium, and light weights. Leather Tip, Leather and Leatherette Faced Gloves, Jersey Gloves and Mitts in Tan, Slate and Oxford.**

TAPATCO GLOVES are handled by the jobbing trade.

The

American Pad & Textile Company

Chatham, Ontario

On Ramsay's Paints



THE SUN NEVER SETS

(Correspondence Solicited)

Could you wish for any better guarantee for profitable paint and varnish lines to carry?

Stock Now

the all-Canadian Line of Quality that has carried it abroad.

"The right paint to paint right"

A. Ramsay & Son Company

Makers of Paints and Varnishes since 1842

Toronto **Montreal** CANADA **Vancouver**







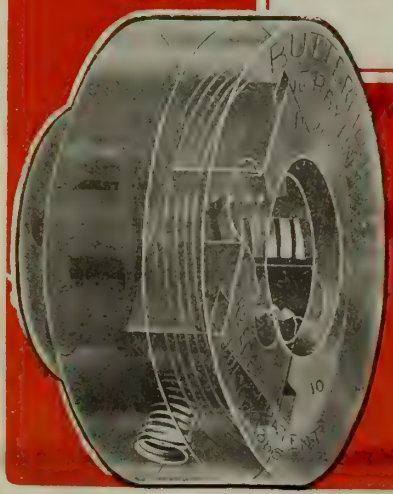
BUTTERFIELD Carbon and High Speed Twist Drills—Butterfield Milling Cutters—Butterfield Taps—Dies—and Reamers are being used in America in the production of shells and munitions.

Truly a dependable line and worth handling.

Are you reaping the profits Butterfield dealers are reaping?

A post card will bring the Butterfield catalogue.





Butterfield & Co., Inc.

Rock Island

Quebec

NUMBER TWO



JOHN P. HOLLAND

ON August 12, 1914, two weeks after the outbreak of the European War, John P. Holland, inventor of the submarine, died at his home in Newark, N. J. Holland was born in Ireland in 1842—and at the age of 20 he commenced to concentrate on the submarine idea. He came to America in 1864; and in 1898 completed his first successful submarine at Elizabeth, N. J.

Holland's entire life was dramatic and in a sense, tragic. As a result of his great genius, he will become immortal as the inventor of the most terrible war-machine the world has ever known.

The dominant trait in this wonderful man's character was

CONCENTRATION

As Holland's invention has gained the approval of practically every nation, so has the Victor Hack Saw Blade won the admiration and confidence of mechanics and technicians all over America—and all over the world.

Like Holland, we have concentrated on one thing. For over twelve years we have been experimenting, testing, improving. In practical tests, the Victor Hack Saw has seldom been equalled—and never excelled. It is the result of a large organization of technicians and skilled mechanics concentrating on one idea—which is—to make the most honest and efficient hack saw blade in the world. We do not scatter our energies. We make hack saws for every metal-cutting purpose.

VICTOR SAW WORKS, Ltd.
HAMILTON, CANADA.

VICTOR HACK SAWS Get a Box and Try 'em

Nails and Wire

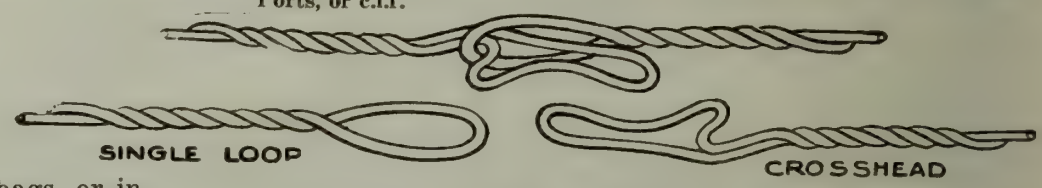
We have actually shipped to all the principal countries in the world. From experience we know how to pack and ship for export, and importers abroad are assured of satisfactory service.

We solicit inquiries from merchants in the British Empire and foreign countries. Quotations are made f.o.b. Atlantic or Pacific Ports, or c.i.f.

We are manufacturers of:

WIRE NAILS — All sizes and patterns, as used in European, Asiatic and Australasian markets. Packed in bags, or in steel-bound, paper-lined kegs.

WIRE—Bright, Annealed, Varnished, Coppered Weaving, Mattress and other fine tinned wires.



Special Hay Baling Wire

WIRE BALE TIES—Made in the usual gauges and cut to any length desired. For baling hay, straw and other compressible materials.

Packed in 56-lb. bundles, oiled with linseed oil. Single loop tie has loop at one end; cross head tie has loop at one end and hook at other, as illustrated above.

FENCE STAPLES—Bright and Galvanized.



The Laidlaw Bale-Tie Company, Limited

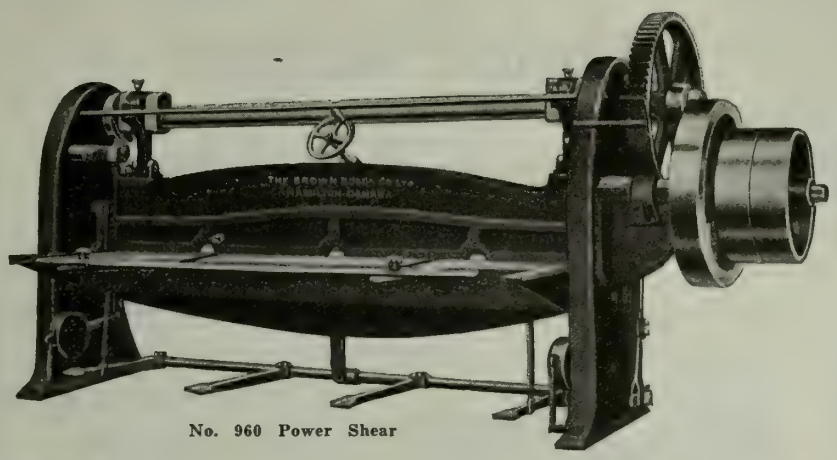
HAMILTON, CANADA

A. T. Diggins, Stair Building, TORONTO, ONT.; Harry F. Moulden, WINNIPEG, MANITOBA; H. E. O. Bull, MONTREAL, QUEBEC.

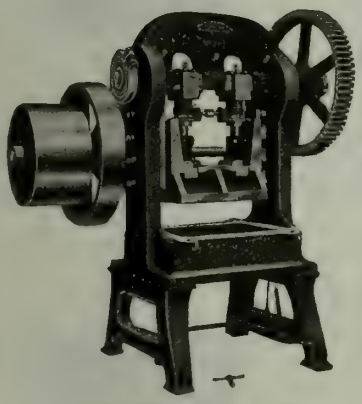
LONDON, ENGLAND: M. BRYAN, 24 ALDGATE

All Atlantic Ports from Baltimore north are equally convenient to Hamilton.

Buy "BB" Machines

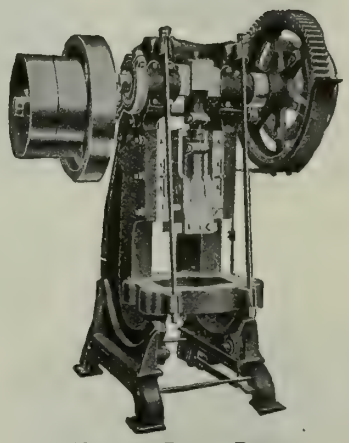


No. 960 Power Shear

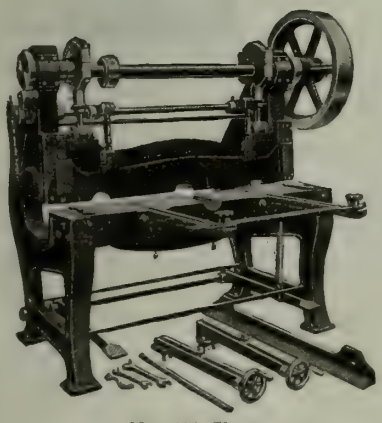


No. 20½ Power Press

And insure against large upkeep costs and short-life machines. Every machine sent out embodies the best that high-class material and workmanship implies.

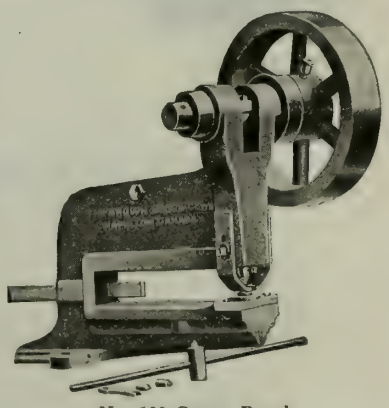


No. 215 Power Press



No. 404 Shear

Our line comprises shears of all kinds, power presses for punching, forming, embossing, blanking, etc. Tinsmith's tools and sheet metal working machines of every description also canners and evaporators machinery.



No. 100 Power Punch

The Brown-Boggs Co., Limited

Hamilton, Canada

TRADE MARK CANADA

For Export Trade

Perforated Three-Ply Veneer Chair Seats

Staple Patterns

You'll Never Sell A Better Line or Better Values!



CROWN DINING

Here are five staple patterns of veneer chair seats. Our seats are well glued, nicely formed and carefully bored.

The corners of our seats are rounded and the edges smoothed and sand-papered and the whole finished with real church pew varnish.

Special patterns cut without extra charge.

Measurements are for width, not length.

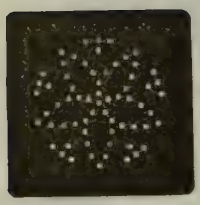
ASK FOR PRICE LIST.

Sizes—10-in., 11-in., 12-in., 13-in., 14-in., 15-in., 16-in., 17-in., 18-in., 20-in. square.

Prices subject to trade discount.



BALL TOP

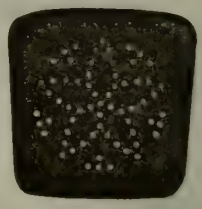


SQUARE

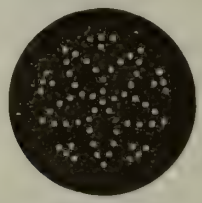
TERMS

Quotations subject to change without notice.

Orders will be entered subject to the following conditions: Strikes of operatives or any other unavoidable cause will relieve us from prompt fulfillment of contracts.



LOCAL



CANADIAN VENEERING COMPANY, Inc.

ACTON VALE, QUEBEC, CANADA

"Just ask for samples in comparison with any other make".

Lane's Unique Ratchet Wrench Sets

Famous for Close Work on Motor Cars and Machinery!

Lane's Ratchet Wrench Sets are indispensable for close work.

Entirely machine made. Sockets in all sets are turned from Bessemer steel bars and case-hardened. Warranted not to break or spread.



SUPER-UNIQUE SET

LANE "SUPER-UNIQUE" RATCHET WRENCH

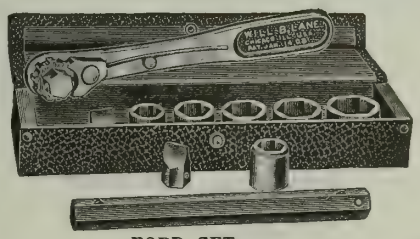
A stronger, better or more durable wrench was never made than this Lane wrench.

1—9 inch Drop Forge Handle.

1—8 inch Extension Bar with Thimble attached.

15—Hexagon Sockets, all machine made.

Broached openings of sockets range from 7-16 inch to 1¼ inch, and fit all size finished nuts within this range from ¼ inch to ⅞ inch S.A.E. standard, 3-16 inch to ¾ inch U.S.A. standard and Cap Screws from ¼ inch to 1 inch.



FORD SET

FORD SET

The Ford set contains: 1 Drop Forge Handle 7 inches in length; 2 Screwdriver Bits, 1 Extension Bar 6 inches in length; Six Sockets to fit all nuts and bolt heads on Ford car, including the cylinder head.



STANDARD SET

STANDARD SET

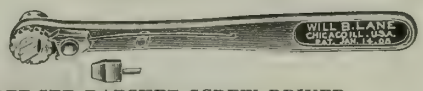
Standard set contains: 1 Drop Forge Handle 7 inches in length; 2 Screwdriver Bits, 7 Sockets to fit semi-finished hexagon nuts, as follows: U.S. Standard from ¼ to ½ in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 in. to ⅝ in.

LANE "UNIQUE" RATCHET SCREW DRIVER

An extremely useful tool in all trades and about the home. While its principal object is to turn screws not accessible with a long handle, it will on account of great leverage secured turn screws hardly possible with an 18 inch straight handle.

Set consists of: 1 6-inch Drop Forge Handle, 2 Size Screwdriver Bits.

Bits are interchangeable and can be changed in one second.



OFF-SET RATCHET SCREW DRIVER

Write

WILL B. LANE

180 NORTH DEARBORN STREET CHICAGO, ILL., U.S.A.

THE LOUIS McLAIN COMPANY LIMITED

THE LOUIS McLAIN LINE
Makes Hardware Business Climb

Aluminum

Bag Tags,
Bottle Caps (Milk)
Boxes (Soap)
Bread Pans
Biscuit Pans
Cake Pans
Cake Turners
Camp Outfits
Candlesticks
Casseroles
Clothes Sprinklers
Coffee Percolators
Coffee Pots
Colanders
Collapsible Cups
Combination Cookers
Cookie Cutters
Doughnut Cutters
Corn Cake Pans
Crumb Trays and Scrapers
Cups
Cups and Saucers
Egg Cups
Eye Cups
Measuring Cups
Dairy Pails
Dinner Pails
Dish Pans
Double Boilers
Drip Pans
Egg and Beet Slicer
Fireless Cooker Pots
Fry Pans
Funnels, Tapered
Funnels, Fruit
Hot Water Bottles
Jelly Moulds
Jelly Cake Pans
Knives and Forks
Lemonade Shakers
Lemon Juice Extractors

Aluminum

Measuring Spoon Sets
Mixing Bowls
Mountain Cake Pans
Muffin Pans
Paring Knives
Pie Plates
Percolators (Floating)
Potato Mashers
Poultry Leg Bands
Plates
Preserving Kettles
Pudding Pans
Roasters
Salt and Pepper Shakers
Sauce Pans, Triplicate
Sauce Pans, Lipped
Sauce Pans, Half Round
Shallow Cake Pans
Skimmers
Soap Dishes
Spoons
Stew Pans
Stock Pans
Strainer Ladles
Soup Strainers
Coffee Strainers
Spout Strainers
Sugar Shakers
Syrup Pitchers
Tea Balls
Tea Kettles
Tea Kettle Insets
Tea Pots
Tea Strainers
Tooth Brush Holders
Tubed Cake Pans
Utility Kettles
Wash Basins
Water Pails
Utility Sauce Pans
Double Fry Pans

Cast Aluminum

Coffee Pots
Tea Pots
Griddles
Tea Kettles
Spoons, Tea
Spoons, Table
Spoons, Basting
Skillets

Hardware

Fruit and Vegetable Presses
Mincing Knives
Tea Pot Stands
Hot Pan Lifters
Griddle Greasers
Egg Servers
Egg Boilers
Ice Picks
Cake Turners
Spoons, Mixing
Spoons, Double Mixing
Spoons, Batter
Spoons, Strainer
Spoons, Measuring
Spoons, Tea
Spoons, Table
Spoons, Dessert
Potato Masher
Food Chopper
Can Cutters
Sink Strainers
Clothes Reels
Wire Soap Dishes
Toasters, Gas
Mats, Stove
Combination Cooker
Butter Shapers
Kitchen Shears
Knives & Forks
Kitchen Sets (Forged)
Plate Scrapers
Vacuum Washers

Glassware

Flasks (Workmen's)
Percolator Glass Tops
Rolling Pins
Rolling Pins, Opalite

Tinware

Conservo Cookers
Flour Sifters
Steam Cookers

Woodenware

Clothes Line Reels
Knife and Fork Boxes
Mouse Traps
Rat Traps
Salt Boxes

Miscellaneous

Aluminum Polish
Asbestos Table Mats
Dish Mops
Electric Plates
Fireless Cook Stoves
Fruit Jar Holders
Mendets
Pastry Boards (Metallic)
Plate Scrapers
Repair Knobs
Silver Polish
Thermometers (Fireless)
Theroz Stoves
Theroz Fuel Cubes
Volpeek

Holly Box Goods

Child's Cooking Sets
Child's Tea Sets
Child's Toy Sets
Salt and Pepper Shakers
Etc., Etc.

SELLING AGENTS:

CHAS. A. KERN
142 Queen St. - Kitchener, Ont.

WEBBER SALES COMPANY
3012 Alberta St., Vancouver, B.C.

G. L. COHOON
11 St. Sacrament St., Montreal, Que.

Write us for Catalog or Requirements

THE LOUIS McLAIN COMPANY LIMITED

Head Office : Winnipeg, Can.

Boxer Wall Papers





MODERN MANUFACTURING EQUIPMENT—COMPETENT EXPORT DEPARTMENT

A complete selection of wall-papers in all grades. Entirely new patterns every year of distinctive style and decorative individuality. Sizes and measurements of rolls to suit the requirements of all foreign countries.

Inquiries from all parts of the Empire and from foreign countries are solicited.

The Reg. N. Boxer Co., Limited

Makers of Wallhangings

TORONTO, CANADA

Los papeles decorativos BOXER tienen caracter e individualidad distintiva proprios y son de rendimiento seguro para los comerciantes de la America latina.

Estos papeles forman muchos conjuntos nuevos atractivos y alegres; despiertan fuertemente el deseo de usar papeles de buen gusto y de primera calidad. Las existancias BOXER se venden con facilidad.

Los articulos BOXER son fabricados en el Canada. El material de que se hallan fabricados nuestros papeles es mas fuerte que el empleado por los fabricantes de otros paises, cuyos productos se venden a los mismos precios.

La Cia Reg. N. Boxer Co. Limitada

Fabricantes

Papeles Colgadura

TORONTO, CANADA

FACTORY:
NEW TORONTO

HEAD OFFICES:
FOY BUILDING, 32-34 Front St., W., Toronto

BRANCHES:
Montreal Winnipeg

Export to Great Britain, Australia, New Zealand, South Africa, South America



GOOD LINES TO HANDLE

Wakyte Products have not been advanced in price so far this year.

ORDER FROM YOUR JOBBER NOW.

The Wakyte Kitchen Rack

properly displayed in your store is a silent salesman—it sells itself and the utensils that are on it.



The Waykte

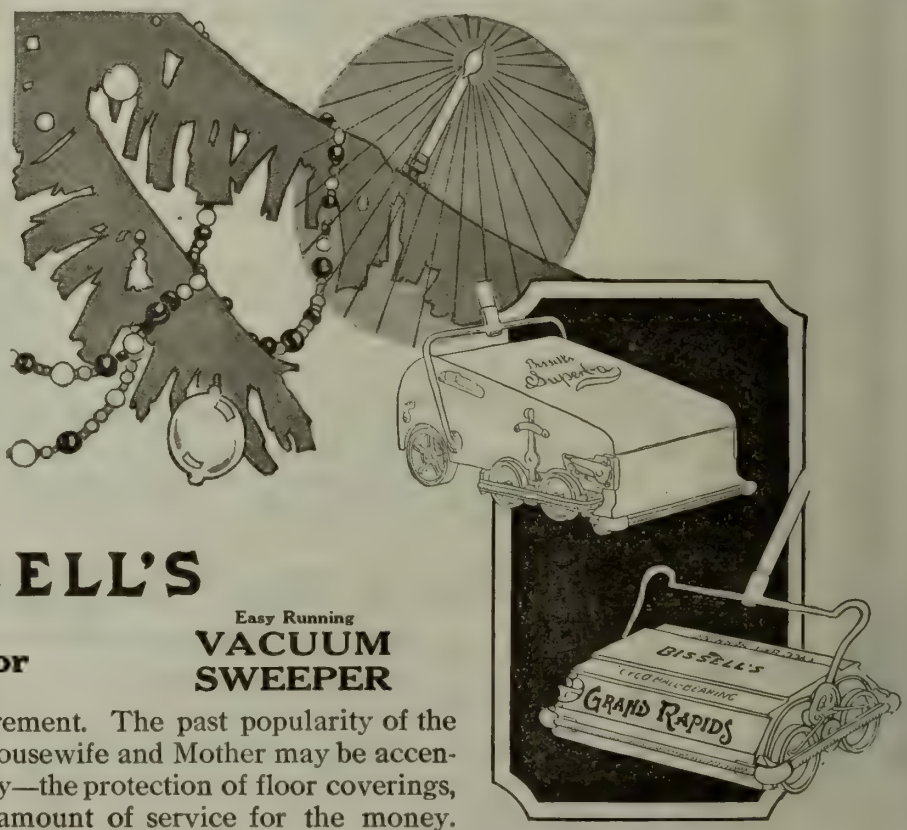
COMBINATION BARREL HOIST, TRUCK and STAND.

PATENTED

A most useful and inexpensive piece of store equipment. Indispensable for stores that sell gasoline, oils, vinegar, etc. Used with satisfaction all over Canada.

Wakyte Mfg. Co., Ltd., - Winnipeg

A *USEFUL* GIFT



Usefulness will be the keynote of Christmas giving this year. This natural inclination of the people will be intensified by the request of the Council of National Defense to confine gift selections to things of real usefulness, except for young children.

BISSELL'S

"Cyco" Ball Bearing **CARPET SWEEPER** or Easy Running **VACUUM SWEEPER**

fully meets the spirit of this requirement. The past popularity of the Bissell Sweeper as a gift for the Housewife and Mother may be accentuated by the argument of economy—the protection of floor coverings, saving of brooms and the great amount of service for the money. Never was the time more opportune for selling Bissell Sweepers.

BISSELL CARPET SWEEPER CO.

OF CANADA, LIMITED, NIAGARA FALLS, ONT. (Factory)

GRAND RAPIDS, MICH.

LION BRAND

—High Grade Manilla Fibre—Exclusively

You can sell your customers nothing stronger—nothing worthier than Lion Brand Manilla Rope.

Stretch, examine, work or twist it, subject it to any physical test—*it will stand up always.*

Unexcelled in yardage, strength and durability.

Write for Price List to Halifax Branch

"Coast to Coast Service"

CONSUMERS CORDAGE COMPANY, LIMITED

Mills at Montreal and Halifax

Branches and Stocks
St. John N.B. and Toronto

Head Office:
Montreal, Canada

Agents and Stocks
TEES & PERSSE, Limited
Winnipeg Regina Saskatoon
Moose Jaw Calgary Edmonton
Fort William

JAS. BISSETT & CO. - QUEBEC
MACGOWAN & CO. - VANCOUVER



A Few Coils of Genuine Lion Brand Manila Rope

SEND TO US FOR
METAL STAMPINGS

The Hamilton Stamp & Stencil Works, Limited

Did You Receive Stockdale's Lectures?

HARDWARE AND METAL has reprinted an additional supply of the four Stockdale lectures, as follows:

"Many Businesses Wrecked by Details"
"How to Make Figure Facts Earn Profits"
"How to Measure the Value of Turnover"
"How to Get the Information the Customer Wants"

We have had these printed for our readers and will gladly supply copies free upon request, so long as our supply lasts. Send for your copy now.

HARDWARE AND METAL 143-153 University Ave., Toronto, Canada.

A Good Line for Winter Months

Collins Cycle Incubators and "Sturdy Brand" Hoppers and Founts

A CATALOGUE ON REQUEST



These wonderful 50-egg machines are built scientifically. Are round like a hen's nest. Lamp in centre, takes little heat, 1 gallon of oil for each hatch of three weeks. Thousands in use.

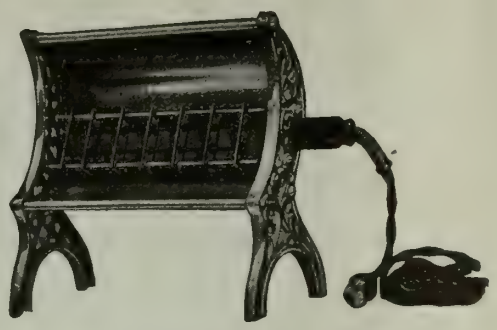
Manufactured by

The Collins Mfg. Co.

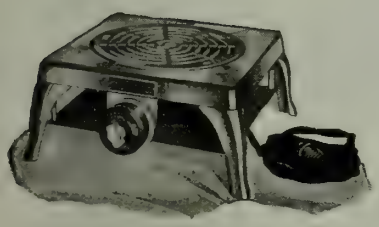
415 SYMINGTON AVE. TORONTO

National ELECTRIC

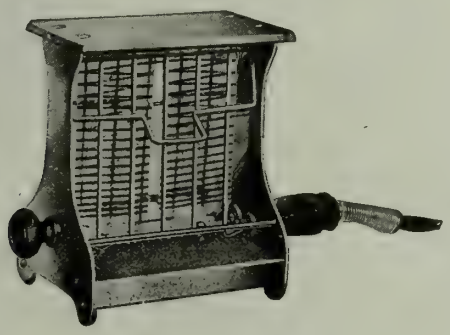
Heating and Cooking Appliances



Glower Heater—660 watts



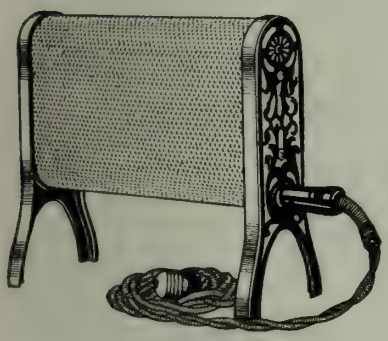
Single Burner Hot Plate, also made in double burner



Upright Toaster



Six Pound Classic Iron, also laundry and tailor iron.



Air Heater—660 watts. Various styles and sizes.

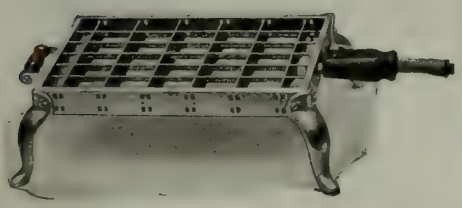
We manufacture a complete line of Electric Heating and Cooking Appliances, a few of which are here shown.

Write for our Illustrated Catalogue "C" and Price List. It will interest you.

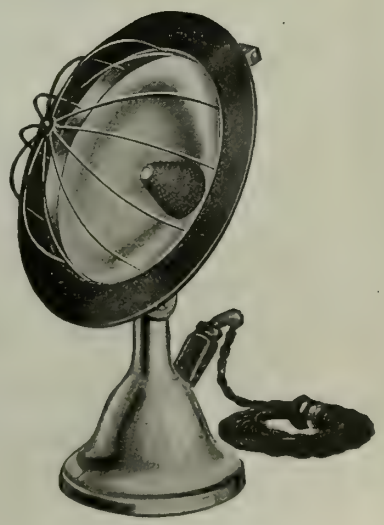
Manufactured by

The National Electric Heating Co., Limited

Toronto, Canada



Toaster Stove
Size of Cooking Surface 5½ x 9¼ inches
Weight 2 pounds



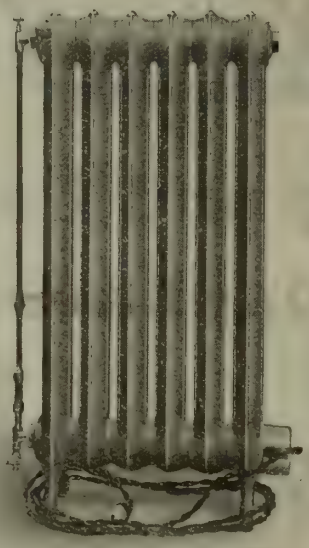
Height, 18 inches
Element Base Registered 1918. Patents pending

IF you like HARDWARE AND METAL, talk about it, tell your friends, drop a word or two here and there as you go along the line of your daily activities.

If you don't like it, or if you think it could be made of greater service to you, tell us.

The old saw about silence being golden has its limitations.

Electric Steam Radiators



Each radiator independent, complete with glass leg rests, extension cord and plug, etc. The radiator generates steam heat, and is healthy and economical.

Our radiators give the heat and are indispensable for sick rooms, fall and spring use, as a compliment to present heating system, garages, temporary heating, etc.

Rapid Radiators will satisfy your customers. Write us for full information and terms.

Rapid Radiators Limited,

196 KING Street West
TORONTO
PHONE ADEL. 2523
"Complete Satisfaction Our Constant Aim"

(Correspondence Invited)

Announcement to Manufacturers at Home or Abroad

WANTED SOLE AGENCIES

on any line saleable to hardware and allied trades (light or heavy hardware).

Our sales force covers the greater part of Canada

NORTH AMERICAN HARDWARE SUPPLY, LIMITED

Wholesale Hardware, Tires and Accessories
222 NOTRE DAME STREET WEST - MONTREAL
"Distributors for Diamond Tires"

Live Salesman

You will find that live retail salesmen, invariably read Hardware and Metal each week. You can reach the best retail salesmen in Canada through the "Wanted" page of HARDWARE AND METAL.

BIG

RESULTS
from small investments. Read Hardware & Metal's Want Ad. Page.

Canada Magnificent!

THE heroic courage and splendid achievements of Canada's sons on the bloody battlefields of Europe have earned the admiration of the entire world. The glorious records of her sons' mighty deeds have won for Canada, undying fame.

Canada's soldiers have set the pace. Every Canadian worthy of the name Canadian, with them, will carry on. Those of us who do not fight have other duties. These duties will not be shirked. We can do but little compared to what our soldiers are doing. But we may and *will* see that our men have everything that money can buy to make the results of their sacrifices surer and greater and to lessen their privations and make their lot more bearable.

Victory Loan of 1918

Non-Taxable 5½% Bonds Denominations—$50, $100, $500, $1000

Five Year or Fifteen Year Maturities

The 1918 Victory Loan is another opportunity to prove your right to share the glory of Canada. See that you take full advantage of this opportunity. The question is not "Will you buy Bonds?"—that may be taken for granted. The only question is, "How large will your subscription be?"

That Victory Bonds are gilt-edged securities and an excellent investment need concern us but little. Forget the commercial side of it. Prove your patriotism and loyalty to Canada and her soldier heroes by subscribing to your *utmost* and by inducing others to subscribe to the 1918 Victory Loan.

Space Donated by Gargoyle Mobiloils

What Will We Tell the Boys?

SOON, we hope, our soldier boys will be coming back. They will not come, nor do they wish to come, until the Boche is fully crushed—until the complete victory has been won. But some day our soldier boys will return from the hells of battle-fields, vermin-infested trenches and filthy prison camps. What will they be told—what news will they have of us when they come back?

Will Canada's returning heroes learn with pride that we who stayed at home did our full part; that we provided everything that money could buy to help them to victory; that we kept Canada prosperous; that Canadian records at home compare, at least in a small way, with the glorious records that Canada's sons have created in Europe?

Victory Loan of 1918

Prove yourself worthy of *your* soldier boys. The 1918 Victory Loan is bound to be another splendid success. Have your full share in this success by subscribing and by inducing as many others as possible to subscribe for Victory Bonds. Victory Bonds will be concrete evidence of your loyalty and patriotism when our soldier heroes return.

We shall not be judged, in years to come, by our sorrows when the boys departed for the front, nor the cheers with which we greeted their return. Our patriotism will be measured by how well we performed our duties while our boys were away. What will we tell the boys about *your* share in the Victory Loan of 1918?

Space Donated by

Gilbert & Barker, Gasoline and Oil Storage Equipment

Why You Should Be A Michelin Dealer

No. 29

Michelin One of Canada's Best Advertised Tires

During 1918 about 10 million advertisements of Michelin Tires are appearing in Canada.

This is about seven advertisements for every family in the country—or about 50 advertisements for every motor car owner.

Each of these advertisements carries a definite message as to some point of Michelin superiority.

Every motorist in Canada will soon know (if he does not already know) why he ought to use Michelin Tires.

A permanent number of ***NEW*** Michelin users will thus be made.

Are you going to cash in on this opportunity?

Write us for details of the Michelin Proposition.

Michelin Tire Co. of Canada, Limited
782 ST. CATHERINE STREET WEST - MONTREAL



MICHELIN

North Star Dry Cells Live Longest

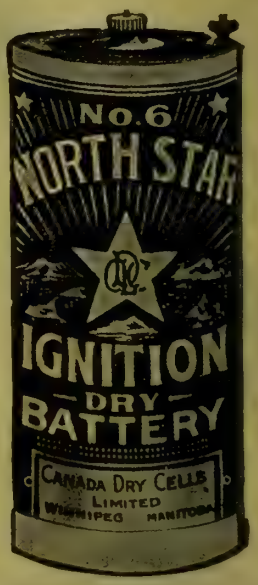


Long-experienced battery users have found the life and recuperating powers of North Star Dry Cells to be nothing short of marvellous.

Western users have found in "North Star Multiples" the Western battery for the Western need.

Ask your jobber to send you a supply of their big life batteries. He'll ship promptly.





CANADA DRY CELLS
LIMITED
WINNIPEG

THE SPHINX MFG. COMPANY
BIRMINGHAM, ENGLAND

Canadian Representative:
W. T. EVANS
1684 St. Urban St., Montreal



De old Sphinx and de little Sphinx plug both live in ver' hot place Sah! An' de whole world marvel de little Sphinx plug like it just so well as de old Sphinx Sah!.

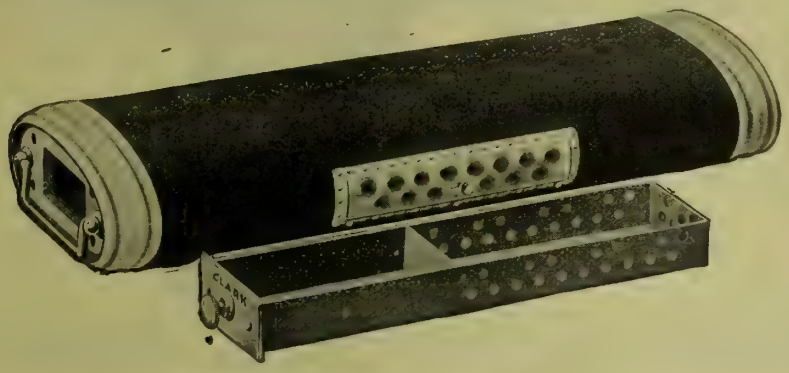
If interested tear out this page and place with letters to be answered.

Clark Indestructible Steel Heaters

For Automobiles, Carriages, Sleighs and all Vehicles

Dealers! *This has been a good selling and profitable line with the Trade for 25 years, and Clark Heaters are more popular than ever.*

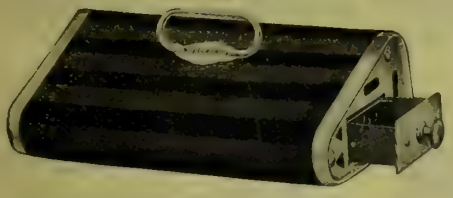
DEALERS ORDER NOW



Your Jobber Can Supply You

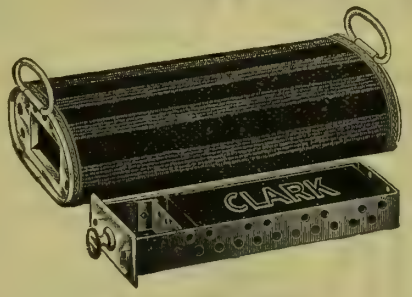
No. 8XX Clark Automobile Heater—The Duchess

The handsomest heater ever built. Covered with rich velvet plush in blue, green or maroon shades. Extra wide, highly finished, nickel-plated flange at ends. Side and end adjustable ventilators. Re-inforced steel body. Extra heavy asbestos lining. All outside metal parts quadruple nickel-plated. De luxe finish, 24 inches long. Weighs 12 lbs.



No. 7D Clark Heater—Slanting Top

Clark indestructible riveted steel body. Drawn steel ends, heavily nickel-plated. Side and end adjustable ventilators, allowing perfect regulation of heat. Thick asbestos lining. Covered with extra quality of green Brussels Carpet. A beautiful heater. 14 inches long. Weighs 9 lbs.



No. 5B Clark Heater

Strong, durable, and of good appearance. Covered with Brussels Carpet. Asbestos lining. A good heat giver. Used extensively by farmers, mail carriers, cab drivers, etc.
Light and handy. 12 inches long. Weighs 4 lbs.



Case Containing 100 Bricks

Clark Carbon

The World's Best Heater Fuel

A scientifically prepared carbon densely compressed into bricks yielding a much higher percentage of heat than any other heater fuel. No known substance contains so high a caloric value. One brick in a Clark heater will furnish a strong and steady heat for a period of from 12 to 16 hours.

The New Carton and Container for Clark Carbon

For the convenience of dealers and customers, Clark carbon scores another big hit in the new package. Three bricks are packed in a neat cardboard carton, and four of these cartons, or one dozen of the bricks, are packed in the larger cardboard container.

This package preserves the brick from breakage in shipment and makes it clean and convenient to retail in packages of ¼ dozen bricks.

Only our Clark Carbon is put up in this way.



SINGLE BRICK
Sizes 7½ x 2½ x 1¼ inches



CARTON
Containing 1 doz. Bricks

Chicago Flexible Shaft Co.

Twelfth Street and Central Ave., Chicago, Illinois

If interested tear out this page and place with letters to be answered.

ANNOUNCING THE

H & R Self-Loading (Automatic) Pistol

Caliber .32 (7.65 M/M)



A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

LEADING HARDWARE AND SPORTING GOODS JOBBERS CAN SUPPLY.

HARRINGTON & RICHARDSON ARMS COMPANY

715 PARK AVENUE, WORCESTER, MASS., U.S.A.

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

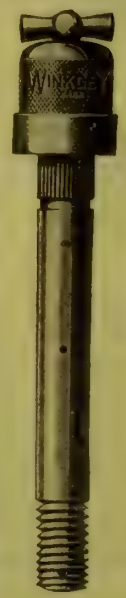
STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO



Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins


"Oil Cup"


"Ratchet"




"D"




"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.

If interested tear out this page and place with letters to be answered.



Another Rapid Marvel Seller

Marvel dealers have demanded a reliable, cold patch outfit that would give the motorist the utmost in convenience and economy—and HERE IT IS. The MARVEL

THREE Trusti-*patch* SIZES

Comes in sheets from which the motorist cuts any size or shape patch he wishes. There is no waste. Pin holes, tears, and blowouts all look alike to the Trusti-*patch*.

The repair material is of a high-grade, semi-cured gum on a Khaki or Rubber backing. To make a repair, simply cut a patch the exact size required by the injury—no more—clean tube and prepare with Marvel Cement that comes with every outfit; then apply the Trusti-*patch*, pressing down firmly with the fingers.

You can supply your trade with Trusti-*patch* to meet every requirement.

Khaki back Trusti-*patch* comes in three-priced sizes; Rubber back in two sizes.

Selling the Marvel Trusti-*patch* is good business for the dealer because the motorist is quick to see the fallacy of carrying a big assortment of various sized and shaped patches when he can cut any size required by the particular injury—with no waste. By selling him just what he needs you will make a satisfied customer—one who comes back for other Marvel Accessories—and the other products you stock.

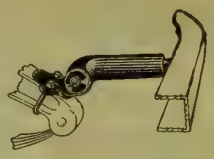
Marvel dealers have a big advantage—every item in the Marvel Line is made right, is reliable, a good seller and profit maker. It includes the Marvel Junior, Steam, and Jumbo Vulcanizers; Junior and Universal Valve Grinders; Wiping Cloth; Windshield Cleaner; and many other necessary accessories.

Order from your jobber to-day a quantity of Marvel Trusti-*patch*. The list of Marvel jobbers in Canada is given below. Write the one nearest you to-day.

THE **MARVEL ACCESSORIES MFG.** CO., CLEVELAND, O., U.S.A.

If interested tear out this page and place with letters to be answered.

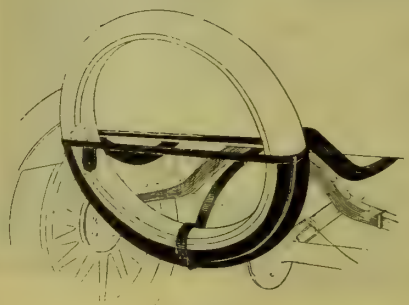
"Niagara" Bumpers
Are Reliable



Concealed Springs absorb shock in collision.

BARS In All Shapes---They are durable and highly finished.

"Niagara" Accessories
Please The Customers

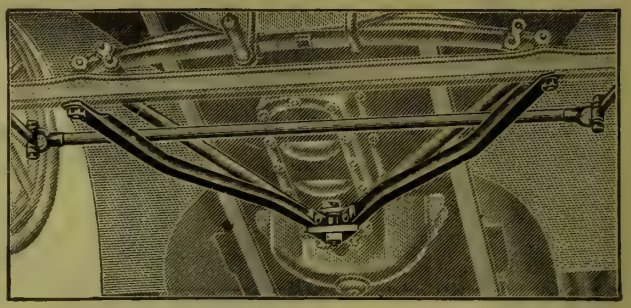


"Niagara"
Tire Carriers
for
Ford Cars

The Best Yet

MADE IN CANADA BY

Kinzinger, Bruce & Co., Ltd.
Niagara Falls





Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

LINE & KIMBALL CO.
Manufacturers of Auto Accessories
Moose Jaw **Saskatchewan**

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines
Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

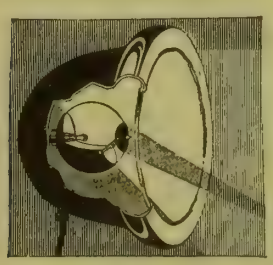
Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machines Oil (for general use).

Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG



The Perrin No-Glare in an Automobile Headlight

Perrin No-Glare for Auto Headlights

This device gives the best results for the money. Eliminates glare. Gives good roadlight. Is legal everywhere.

Satisfaction guaranteed or money refunded.

Retails at $2.25 per pair. Special price to dealers and garages. Heads lists of approved devices in Manitoba.

Western Distributor:

W. W. HICKS, 567 Banning Street, WINNIPEG

A.B.C. Member

Hardware and Metal is the only Hardware Paper in Canada with circulation audited by the Audit Bureau of Circulations.

Say you saw it in HARDWARE and METAL

If interested tear out this page and place with letters to be answered.

BASKETS

We offer the following large consignment of imported Basket Wares:

FISHING BASKETS—Fine split Rattan in sets of seven, consisting of one each 10 to 18". Per set, $22.80.

CLOTHES HAMPERS—Covered, made of willow and are three-cornered. Three in set. Largest 25" high, 17" diameter. Per set, $10.00.

FLORAL BASKETS—Top handle and vase patterns. Split Bamboo with water-tight metal linings. Choice of 36 different styles. Prices from 75c to $4.75 each.

SILK LINED WORK BASKETS—Hinged covers. Choice of 40 different designs. Prices from $1.25 to $4.85 each.

WORK BASKETS—Split Bamboo, 26" high. Three-tier baskets with legs. Top Basket covered. Round, $3.75; Octagon, $4.00 each.

JAP MATTING SHOPPING BAGS—Five in set with leather top handles. Per set, 75c.

JAP MATTING SHOPPING BAGS—Ten in set with string pull handles. Per set, $2.00.

Prices net. Terms 2% ten days or 30 days net. F.O.B. Vancouver.

In ordering Floral and Work Baskets, give us limit of price and we will make selection for you.

The importation of Baskets now prohibited by Government embargo. No more to be had after this lot.

ORDER NOW

The F. R. Murray Co., Ltd.

365 Water Street, Vancouver, B.C.

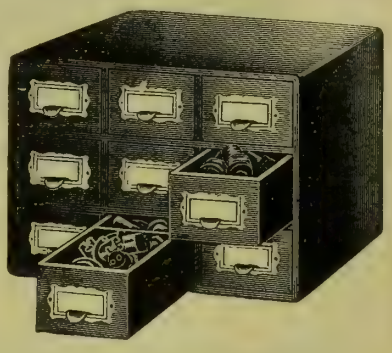
Importers and Distributors of Hardware Specialties

Systematize Your Shop

Keep all the electrical Edi-Swan fittings for lighting equipment of the automobile, plugs, connectors, switches and other little accessories in a place where they will be kept in a neat array and easy access. Garages, dealers and repair shops need the

Presto CABINET

to keep their electrical Edi-Swan fittings for the lighting equipment of automobiles in neat array and easy access. The cabinet is 12" x 12" x 9", mission finished wood and contains nine drawers, each with a division, giving eighteen spaces in which to keep connectors, plugs, switches and other small accessories. Price in U.S.A. $4.50. Price in Canada $6.50. This is one of the 100 useful and necessary Presto accessories. **Write to-day for our complete catalog.**

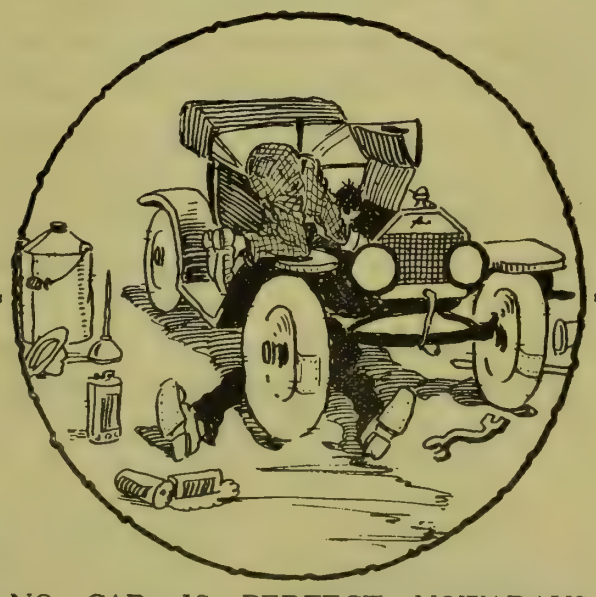


Metal Specialties Mfg. Co.
338-352 N. Kedzie Ave.
Chicago, Ill.

Why It Pays!

ADVERTISING in HARDWARE AND METAL is economical because it reaches, and the advertiser only pays for, a circulation of tremendous buying power, which is always on the lookout for new lines and information regarding goods which are already in stock.

Manufacturers and wholesalers cannot afford to side-step the dealers. In nine cases out of ten, the customer accepts the retailer's recommendation.



NO CAR IS PERFECT NOWADAYS

Repair Parts and Accessories are in constant demand

Mr. Hardware Man:—You can make auto parts and accessories one of your most profitable lines.
Our direct-by-mail selling plan enables us to save you money. Bulletin shows hundreds of standard lines. All goods shipped six hours after receipt of order. Decide right now to investigate.

THE WILSON LINE

Send for your copy of bulletin and special price list to-day.

WILSON AUTO SPECIALTIES COMPANY
G. E. WILSON, President HAMILTON, CANADA

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1848

Colt's Firearms

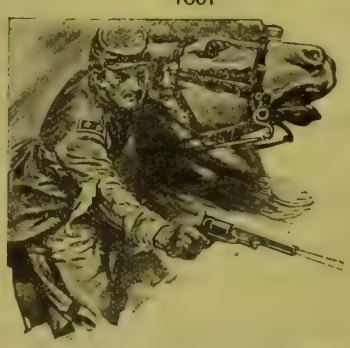


1898

have been supplied to the United States Government for many years. Troops were equipped with Colt made arms in the Mexican War, 1848; during the great struggle from 1861 to 1865, and in the war with Spain, 1898. Through all the years of this Company's existence we have been developing arms which have been adopted by the United States Government and which have made many thousands of friends for the Colt Company.

This great experience now seems to have been but preparation to enable us to serve the United States Government during the present world war. The Colt Company manufactures the Colt, Browning and Vickers Machine Guns in addition to the Colt Automatic Pistol and Colt Revolver, Caliber .45. To the maximum extent of our capacity we are making these essentially military weapons for the Government, and at their request are daily enlarging our facilities. In doing this, which is our d ıty to the Government, we are each day having to disappoint many friends who wish to procure some particular model of Colt revolver or automatic pistol for their own use. We are sure, however, that all those who have the best interests of the country at heart prefer that at this time our whole effort be expended in making our part of the equipment for the boys who are going to use it "over there."

1861



Colt's Patent Fire Arms Mfg. Co.

Hartford, Conn., U.S.A.

1918



If interested tear out this page and place with letters to be answered.

SHALER

5 Minute Vulcanizer



Mends Tubes in 5 Minutes

Complete (With 12 Patch-E-Heat Units) $2.00 in Canada

The Vulcanizer, 6 Patch and Heat Units of round shape for punctures and 6 of oblong shape for long cuts and tears are included in the outfit. Each unit is complete—ready to use. No gasoline, acid, cement or flame required.

The Patch and Heat unit is placed over the puncture—the vulcanizer clamped in position and a match applied. *In 5 minutes* you have a perfect, lasting, "feather-edge" repair.

The SHALER 5-Minute Vulcanizer sells itself. You only need to place the display case on your counter or in your window.

The 12 Patch and Heat Units that go with the outfit are soon used up—and the motorist comes back to you for more.

This repeat business pays you a good profit and brings motorists to your place regularly—who will also buy other goods!

Place Your Order With Your Jobber NOW!

Don't delay! The enormous demand for SHALER 5-Minute Vulcanizers has exceeded our factory capacity to make deliveries. We are building a large 3-story addition to our plant—but to make sure of prompt shipments—place your order with your jobber now—specifying date of shipment desired.

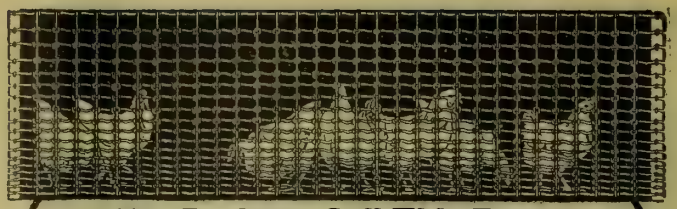
Catalog describing the complete line of SHALER Vulcanizers for Motorists and Tire Repair Shops—Sent FREE on request.

C. A. Shaler Company, 1510 Fourth St., Waupun, Wis., U.S.A.

A Match is all You Need To Make Perfect Repairs



If interested tear out this page and place with letters to be answered.



Mr. Dealer: Sell This Fence

Establish a trade that will stay with you and at the same time will show a substantial growth. Compare this strong, rustless, unyielding fence alongside flimsy netting, and every poultry raiser will flock to your store. Note the close spaces at bottom that turns the small chicks and keeps out intruders.



SEND FOR LITERATURE

Get our catalogue of fencing for all purposes. Every foot of it guaranteed. Write today for agency in open territory. Our fence in every instance backs up our advertising.

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg Man. Hamilton, Ont.

ELEY BROTHERS, LTD.

specialize in the manufacture of the following articles at the lowest prices:

SHAVING STICK CASES

OVAL AND ROUND TOPS
for Powder Tins, Cruets, Dredgers, etc.

METAL BOXES
for Dentifrice, Soap Tablets, etc.

FERRULES
for Walking Sticks, Whips, Bamboo Fittings, etc.

PENCIL FITTINGS
in any of the following metals: Brass, Copper, or White-metal (nickel or silver plated), Aluminium and Jewellers' Metal (Tombac.)

Eley Bros., Ltd. (Dept. 21) **Edmonton, London, N.**

Mr. Manufacturer, We Get Results in the West



This organization includes a bunch of live salesmen who are calling regularly on both the wholesale and retail trade throughout Western Canada. We are getting good business for our clients because we know our field thoroughly and cover it often. If yours is a good line we certainly can get business for you. Get in touch with us.

Geo. W. Griffiths & Co., Ltd.
Winnipeg

GULF BRAND

Pure Gum Turpentine and Rosin

of highest Quality, guaranteed at destination* to Equal *Government Standards

Nothing but **selected pure Gum Products** from **Distilleries** using the **most Modern methods of manufacture and handling** and following a **strict set** of specifications to insure the **Highest Uniform Quality.**

Shipments made direct from Distilleries. Grades guaranteed at destination to equal **Government standards.** Stocks carried in Toronto, car or less car lots. Write for quotations.

FRED SMITH

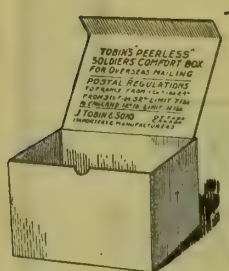
Mail Building, Toronto, Can.



HORSE BLANKETS

are scarce but—after filling orders we have some for sale in almost every weight and width. ***Write for prices.*** Our travellers are out with samples for next year—Place your orders early.

J. J. TURNER & SONS, LIMITED, Peterborough, Ont., Can.



PROVING WONDERFUL SELLERS

Thousands of Xmas parcels will soon be moving daily to the boys overseas.
Tobin's Soldiers' Comfort Boxes are just the thing to help you capture this extra business.
Strong compact—convenient—and light. Of exceptional strength—37 lbs. pressure per square inch by government test.
Three sizes are made especially for overseas:—9½x5x5 carries up to 7 lbs.; 10x6x6 carries up to 10 lbs.; 10x8x6 carries up to 11 lbs. Size and weights vary according to what the contents are, but the limit to France is 7 lbs., the limit to England 11 lbs.—not an ounce over these weights. Contents are protected from dampness or excessive heat. Delivers the goods in prime condition—just what they are made for. Packed for shipment in lots of 50 and 100. Don't wait for the traveller mail your order.

J. TOBIN & SONS (Sons on Active Service) **OTTAWA, ONTARIO**

Advertising makes for better merchandise—

Not only does advertising create a good impression regarding the merchandise advertised but it MAKES FOR BETTER MERCHANDISE. There are added responsibility and written-printed claims to substantiate.

If interested tear out this page and place with letters to be answered.

Cannon Oilers

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt, demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
Ask any Thresherman, Mechanic or user.
A sure good sale and splendid profit.



THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Name Copyrighted.
Original Patents Owned.
All Rights Reserved.

Order NOW of Your Jobber.
Manufactured only by
THE CANNON OILER COMPANY
Successor to R. E. Bloomer
Keithsburg, Illinois, U.S.A.

The Superiority of Pyrene Makes for Maximum Sales



Pyrene sales are high because Pyrene is the superior fire appliance and a necessity in every home, factory, vehicle and public building.

You can rid your customer of 99 per cent. of fire danger and make a profit on every Pyrene sale that will pay you handsomely.

Pyrene consumer advertising is helping you.

Your nearest jobber can supply you or write for literature.

Pyrene Mfg. Co. of Canada, Ltd.
3 St. Nicholas St., Montreal

Pyrene
KILLS FIRE
SAVES LIFE

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

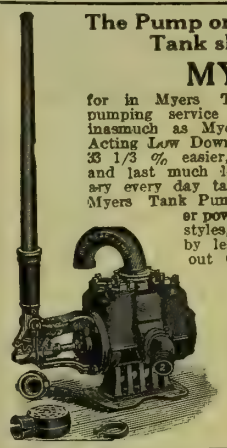
Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving, General Manager Western Canada
TORONTO

The Pump on the Threshing Tank should be a

MYERS



for in Myers Tank Pump is found pumping service of exceptional merit inasmuch as Myers Cog Gear Double Acting Low Down Tank Pumps operate 33 1/3 % easier, have larger capacity and last much longer than the ordinary every day tank pump.
Myers Tank Pumps are built for hand or power operation, in several styles, and are distributed by leading jobbers throughout Canada.
It's an easy matter for you to get them quickly, just as it is for you to sell them. Circulars and name of Jobber gladly supplied.

F. E. Myers & Bro.
Ashland, Ohio

VOLPEEK

MENDS HOLES in POTS & PANS

Get a Share of the Vol-Peek Demand
Vol-Peek is a splendid little specialty that enables every housewife to mend leaky pots, pans, etc., quickly and easily and without the aid of any tools. At a cost of about ½ cent a mend!
Show Vol-Peek on your sales counter. There's a good profit on every sale and Vol-Peek always satisfies.
At your wholesaler or from us direct.

H. NAGLE & CO.
Box 2024 - - Montreal

fifteen cents

Representative for
L. & I. J. WHITE CO.
BUFFALO, N.Y.

Carpenters' Tools
Butchers' Tools
Coopers' Tools

WATCHWORD:
"Not how cheap, but how good"

HADDOW BROKERAGE COMPANY

Room 206 128 BLEURY ST.
MONTREAL, CAN.

STEP LADDERS

Two Styles. All Lengths

Curtain Stretchers
Tub Stands Ironing Boards
Clothes Bars
Quilting Frames, etc.

Hand Corn Planters
Drive Well Points
Post Hole Diggers, etc.

Ask for Catalogue

Otterville Manufacturing Co.
OTTERVILLE

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

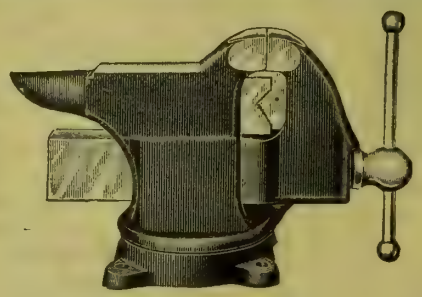
Our Celebrated Hollow Cable Clothes Line Wire

is correctly woven for strength, pliability and smoothness

The Western Wire and Nail Co., Limited
London, Ontario
Wire Nails, Coiled Spring, Barb and Plain Wire, Oiled and Annealed Wire, Staples, Tacks, Hooks, etc.

ROCK ISLAND VISES

A Type and Size for Every Service



No. 241—Autovise

A Combination Pipe and Anvil Vise —particularly suitable for auto repair work. Write for catalogue and prices.

Factory and Office:

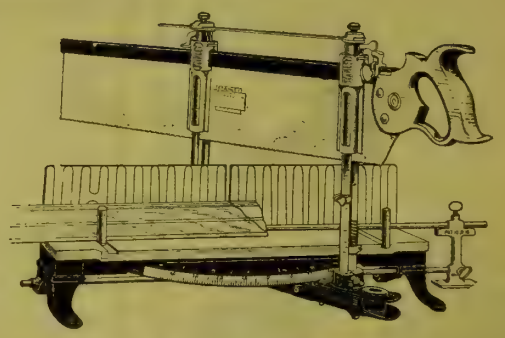
ROCK ISLAND MFG. CO.

ROCK ISLAND, ILL., U.S.A.

New York
113 Chambers Street

Chicago
180 North Market Street

Stanley Tools



Stanley Mitre Boxes

MADE IN CANADA

Every mechanic that visits your store would be interested in a STANLEY MITRE BOX. They are strong, durable and accurate, and have a number of striking features that appeal to those who handle tools.

Special Circular upon request

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

The Samuels' Sifter Has Three Superior Selling Points!

Fine screen has been adopted in making the Samuels' sifter which saves much more of the fine cinders than ordinary sifters, and is stronger. As the illustration indicates, the smaller ash can or pail of a Samuels' may be placed inside the waste can and so catch all the screenings which can then be removed more easily than when the larger can had to be carried out. The new feature also makes for longer life for the Samuels' sifter, since the waste can is not subject to the ashman's abuse.

With this new method of collecting the screenings, the Samuels' leaves all other sifters hopelessly behind. The Samuels' is undoubtedly the sifter for sales and satisfaction, both from your own and your cutomer's point of view.

Order from your jobbers.

J. SAMUELS 275 Queen Street West **Toronto**



"Keystone" Dandy

Here is why Keystone Dandy brushes stand hard work. They have a solid, one-piece hardwood back, and are carefully filled with good tough material, fastened with steel wire.

STABLE BRUSHES

The whole line of Keystone Stable Brushes is made just as carefully—everything that the stableman needs in the way of brushes.

Write for prices, etc., to

Stevens-Hepner Co., Limited
Port Elgin, Ontario

A SUCCESSFUL SEASON

awaits the merchant who handles goods that are

EASY TO SELL
WILL SATISFY YOUR CUSTOMERS
AND GIVE YOU A GOOD PROFIT

London Bar Iron

FILLS THE BILL

It stands up always in Durability and Strength, and makes good for the user.

Just keep in mind the unsettled state of the Iron market owing to war requirements, embargoes, etc.

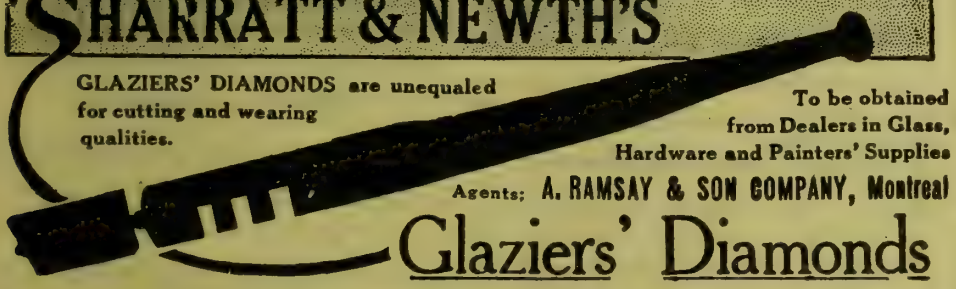
Fill up the stock for your customers and thereby save them and yourself disappointment.

Sales representatives: Manitoba, Bissett & Webb, Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

London Rolling Mill Co.

LIMITED
LONDON, CANADA

SHARRATT & NEWTH'S

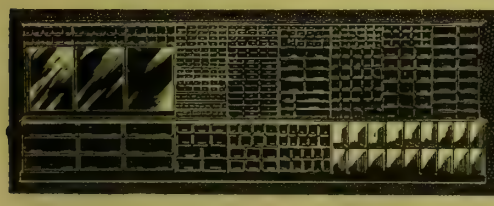


GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

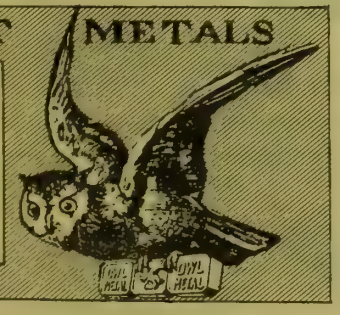
The quality of our goods is top notch. Prices right.

CAMERON & CAMPBELL, Manufacturers
Toronto, Canada

OWL BABBITT METALS

ALWAYS SPECIFY OWL METALS The best babbitt for general machinery. Stands Pressure, Speed and Pounding. Made in the West by

The Owl Metal Co., Ltd.
WINNIPEG, MAN.



"Delta" Files



—we'll help you sell them

TRADE MARK
DELTA

If the "Delta" Dealer never said a word about these good files but just kept handing them across his counter day by day he would gradually build up an enviable reputation for the quality of files he sells. But we believe in hurrying up that good reputation by telling our agents' customers facts about "Delta"—facts which interest file users and induce them to buy "Delta."

If you want to take on the "Delta" File Agency in your district we will help you make it the most profitable line in your stock. We'll help you interest all the big users of files and show you how to close them up.

This is a genuine plan we want you to try, so write and get full particulars.

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS.

If interested tear out this page and place with letters to be answered.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BRASS CHECKS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

Robert W. Hunt & Company's Report on Sodering Fluxes .

All leading brands of sodering fluxes, including muriatic acid were tested, in comparison with Allen fluxes by Robert W. Hunt Co., Testing Engineers, Chicago. Allen Fluxes made joints that yielded at 15,224, 16,278 and 18,962 pounds per inch, while muriatic tested only 6,036 lbs. and various compouonds at from 7,162 to 14,702 lbs. Bissett & Webb, Ltd., 126 Lombard Street, Winnipeg, Canada, will send samples free.

TRADE SAWYER MARK Registered

STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors. WINNIPEG
A good concern to do business with

PATENTS

PATENT YOUR IDEAS

Get list wanted by manufacturers and our "Reference Guide for Inventors." Send sketch for free report as to patentability. Patents secured or our fees returned.

Harold C. Shipman & Co., Patent Attys.
Central Chambers, Ottawa, Canada

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE, WE GUARANTEE

AUTO ACCESSORIES

STERLING

Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

BEAR BRAND LAMP BLACKS



A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST NEW YORK

THE CLIPPER

There are three things that destroy your lawn. Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO. Dixon, Ill.



NORCROSS
Garden Cultivator-hoe
"Used the World Over"
Send for Catalog
C.S. Norcross & Sons, Bushnell, Ill.

WASTE PAPER BALERS



"Turn Waste into Profit."

Reduce your fire risk and keep your place clean.

Made in 12 sizes.

Send for catalog.

Climax Baler Co. Hamilton, Ont.

ELECTRICAL MICA

STOVE & ELECTRICA
MICA
Stove mica in assorte sizes for the trade
A. G. MARTIN
234-236 Besserer St.
OTTAWA, ONT.

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment.

Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

DENNISTEEL

Made in Canada

Lockers for Factories Stores, Offices Etc.



THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON

TENTS, AWNINGS

FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

Send Postcard for Catalogue

GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA

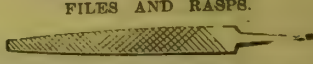
Poultry Leg Bands, Ear Tags and Buttons

FOR STOCK	*Retail Prices*
Challenge adjustable Leg Bands	15c per doz. 85c per 100
Single spiral colored bands	20c per doz. 90c per 100
Three spiral colored bands	25c per doz. $1.25 per 100

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

H.E.ROSS THE RIDEAU SPECIALTY CO. MANUFACTURERS SMITHS FALLS ONT.

FILES AND RASPS.



English made, by Thos. Firth Sons, Sheffield, will outlast two ordinary files, good discount. Send for stock sheet.
DESROCHERS LIMITED
268 Centre St. - - - Montreal

If interested tear out this page and place with letters to be answered.

Wanted

SITUATIONS WANTED

BY HARDWARE SALESMAN, 12 YEARS' EXperience, good window trimmer, best references. Box 115, Hardware and Metal.

WANTED—POSITION AS SALESMAN FOR manufacuring paint and varnish concern; have had 14 years' experience at coach, piano and housework, also some sales experience; can furnish small car. Box 476, Hardware and Metal.

POSITION AS TRAVELLER BY EXPERIENCed hardware salesman, good references. Box 116, Hardware and Metal.

HELP WANTED

SIDE-LINE FOR TRAVELLERS—INFORMAtion wanted from small towns regarding new building. Will not interfere with your regular business. We don't ask you to sell anything—merely to acquire information. Commission paid for each report. We supply forms and postage. Apply stating route and how often covered. Box No. 112, Hardware and Metal.

WANTED—TWO TINSMITHS, STEADY WORK for the right men, paying Union wages, 60c per hour. Apply McKelvey & Birch, Limited, Kingston.

EXPERIENCED TRAVELLER WITH CONNECtion in Eastern Townships.—Frothingham & Workman, Ltd., Montreal.

FOR SALE

GOING BUSINESS IN SASKATCHEWAN town, no opposition. Town has 5 grain elevators, 3 general stores, blacksmith, livery, 2 lumber yards. Good clean town. Stock in good building renting at $40 month. Stock about $8,000, fixtures about $1,000. Business last year averaged $2,000 month. Two thousand dollars cash will handle same. Box 113, Hardware and Metal.

FOR SALE—HARDWARE BUSINESS, COUNTY Ontario, on main line. Good farming district; stock $4,000. Low rent. Box 114, Hardware and Metal.

FOR SALE—HARDWARE AND FURNITURE business in the best district in the West. Stock about $5,000, fixtures $500. Building can be bought or rented. Owner must sell. Very little cash will handle this. Box 92, Hardware and Metal.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms is to sell the manufacturers who read Hardware and Metal all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

FOR SALE

HARDWARE IN ONE OF BEST SMALL towns in Saskatchewan, in splendid district that has never known a crop failure. Stock, fixtures and property, $15,000; turnover, $30,000 annually. No better buy in Canada. Half cash, balance easy, or will take choice half section improved land at good value, with or without stock and implements and balance cash. Box 98, Hardware and Metal.

HARDWARE, FURNITURE AND MACHINERY business in the best mixed farming district in Alberta north of Calgary. Stock and fixtures will run about ten thousand. Turnover last year over sixty thousand. Carries with it the best contracts for farm machinery on commission basis. Six thousand cash, balance arranged, on good security. Box 106, Hardware and Metal.

LOOK HERE

A LIVE HARDWARE BUSINESS — SOLID brick store, with up-to-date stock in good condition, on Hydro line. Good farming country around. Good reason for selling. Address Box 40, Hardware and Metal, Toronto, Ont.

MISCELLANEOUS

STOVE REPAIRS FOR GARLANDS, PEN Esthers, Acmes, Sunlights, Silver Kings, Souvenirs, Welcomes, Crown Hurons, Peninsulars, Jewels, Pandoras, Favorites, Imperial Oxfords, and all kinds of Ranges and Heaters. Write for list and prices. Grundy Bros., Strathroy.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

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Make Use of Page 133 for all Your "Wants"

HARDWARE AND METAL, 143 University Avenue, Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.) (Each figure counts as one word)

.....

.....

.....

.....

.....

Signed .....

Town .....Province .....

ELEPHANT
GENUINE WHITE LEAD

Canada's Favorite



THE CANADA PAINT COMPANY
LIMITED

Montreal Toronto Winnipeg Halifax Calgary



FOREIGN BUYERS

Write for Our New Catalogue

Harness Hardware
Light and Heavy Wagon Hardware
Carriage Hardware
Malleable Iron Castings
Drop Steel Forgings
Truss Rod Neck-yokes, Single-trees, Double-trees, etc.
Metal Stampings
Carriage Leather Dashes and Fenders (Splashboards)
Steel and Iron Hames
Automobile Accessories

We invite foreign correspondence. Mark your communications "Export Dept."

McKINNON INDUSTRIES LIMITED

ST. CATHARINES, ONTARIO, CANADA

YOU CAN'T OVERSTOCK ON VICTORY BONDS

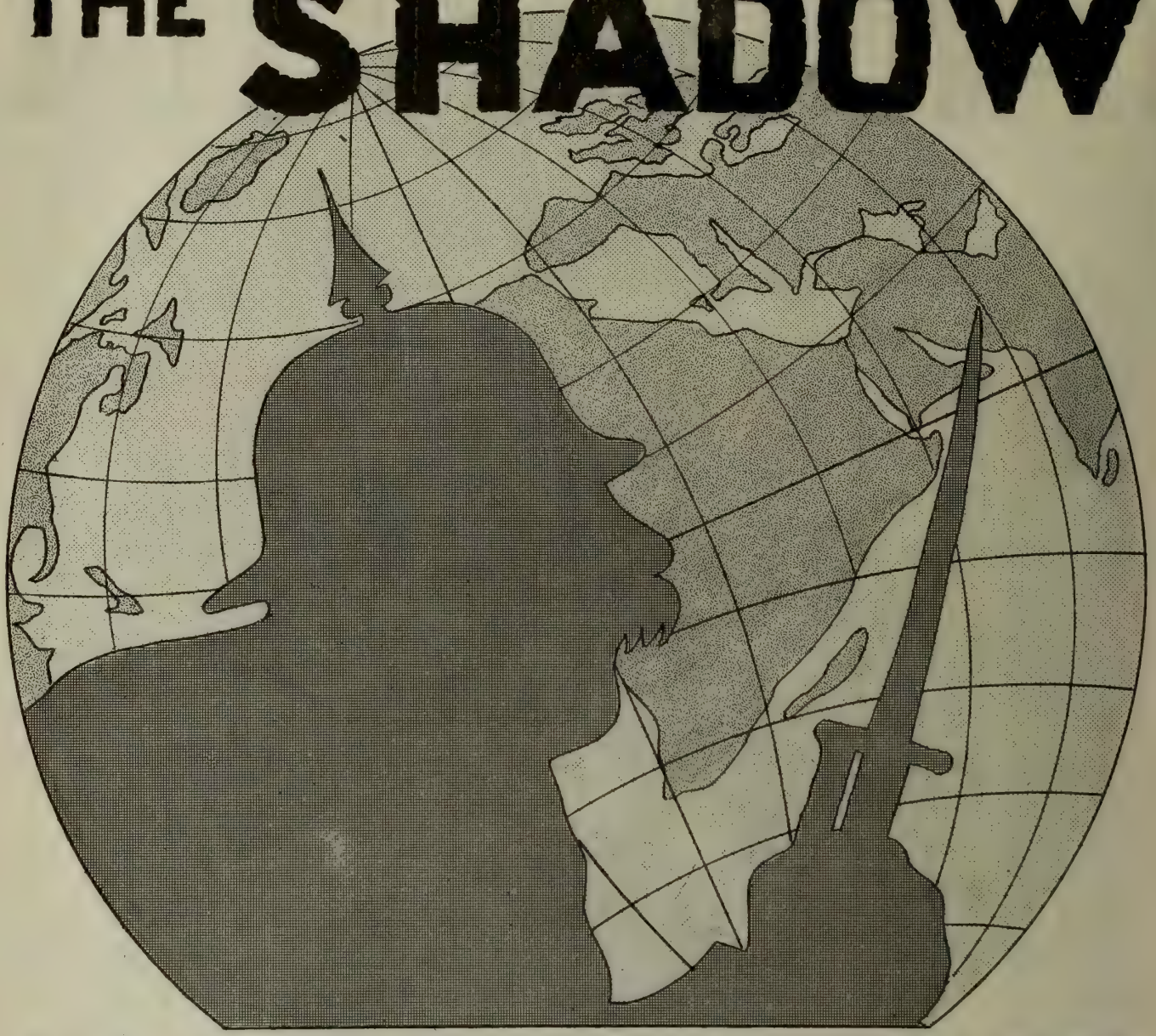
HARDWARE AND METAL

Vol. XXX PUBLISHED EVERY SATURDAY SINCE 1888 November 9
No. 45 1918

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA



THE SHADOW



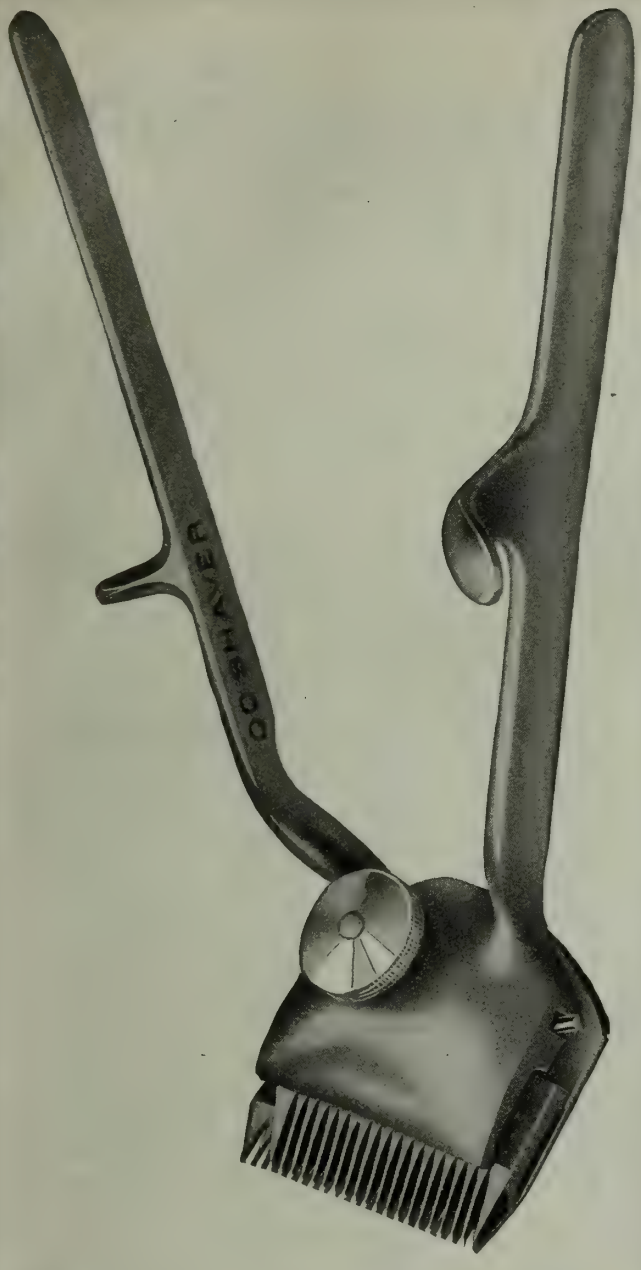
It is Fading—it must VANISH

BUY VICTORY BONDS

THIS SPACE DONATED BY

The Canadian Fairbanks-Morse Company, Limited

Halifax St. John Quebec Montreal Ottawa Hamilton Windsor
Wiunipeg Saskatoon Calgary Vancouver Victoria



Priest's Toilet Clippers

Making Clippers for fifty years has given us an experience that reflects in the quality of our line. Ask your jobber about Priest's Clippers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents

"P.&W. Co." SMALL TOOLS

Taps, Dies, Reamers, Milling Cutters, Drills

Highest Grade Materials—Expert Workmen—Quality absolutely guaranteed.

PRATT & WHITNEY CO., OF CANADA, LTD.

Dundas Ontario Canada

Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.

Yale Products

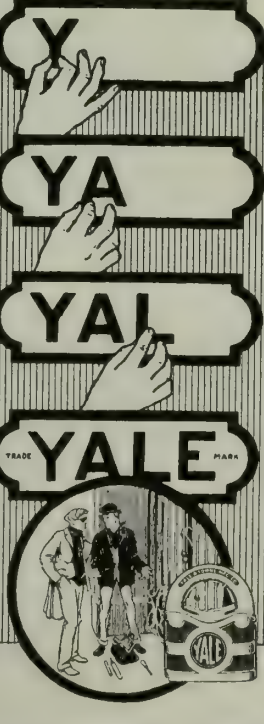
made in Canada

Padlocks

Door Closers

Night Latches

Builders' Hardware



Your customers have more confidence in you if they have confidence in the goods you sell. The Yale line creates confidence and assures profit.

The name "Yale" helps make the sale.

Canadian Yale & Towne, Limited, St. Catharines, Ont.

If interested tear out this page and place with letters to be answered.



Patriotic Steps to Food Conservation



Every Victory in the Kitchen in the "War Against Waste" is a step toward a greater victory by our soldiers in the field.

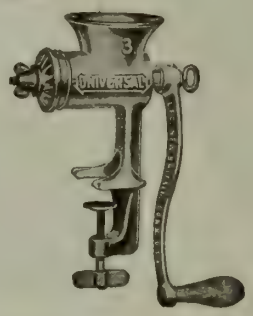
The great nation-wide movement for food conservation is being carried on by patriotic Canadian women everywhere. Have you shown them the Universal way to national economy?



It is our patriotic duty to help direct raw material into channels where it will help most in the prosecution of the war and increase the production and distribution of war essentials.

UNIVERSAL Bread Maker

Conserves the nation's wheat supply. The woman who makes bread doesn't cheat herself by using inferior mixtures; nor does she pay a big price for a small loaf. The turn of a crank for three minutes and the dough is thoroughly kneaded.



UNIVERSAL

UNIVERSAL Food Chopper

Utilizes all left-overs into delicious, nutritious dishes. Bits of food thrown away may make a meal some other day—want on waste invites woe and want. Universal Food Choppers are self-sharpening, self-cleaning and easy to operate.



UNIVERSAL Percolator

Produces a rich, clean as amber, fragrant beverage; uses one-third less coffee than the ordinary coffee pot; most practical pumping process, which extracts full strength and flavor before the water boils. The economy of the Universal Percolator is three-fold: saving of coffee, time and money.



Landers, Frary & Clark

New Britain, Conn.

If interested tear out this page and place with letters to be answered.

Victory Loan

When you buy a bond:---You make an investment as safe as any in the world---a Canadian Government Bond that pays you first-class interest.



You are, therefore, a patriotic citizen
and a good business man when you

BUY CANADA'S VICTORY BONDS

Lewis Bros., Limited
Montreal

If interested tear out this page and place with letters to be answered.



Lend Him A Hand

Your hand---my hand

Every hand in the land stretched out to help him to VICTORY! That is the way that we are going to win this war. It is the only way we can win it.

We are fighting a united German people. Until every Canadian is backing the boys in the trenches, until every hand in the land is stretched out to help, we cannot expect our armies to defeat the German armies strengthened by the toil and sacrifice of the one hundred and fifty million people of Germany and her allies.

This is a war of national resources, and everyone must add his share to Canada's fighting strength if we are to make our superior resources count. Every hand in the land must be stretched out to help our boys if we would send them over the top to early and certain VICTORY.

Save for the VICTORY Loan. Invest in the VICTORY Loan. That is the way to lend a hand. That is the way to make a nation invincible for freedom and justice.

Every bond bought now is a direct fighting aid to this boy in the trenches in France.

Lend Him a Hand

This Space Donated by

CAVERHILL, LEARMONT & CO.
MONTREAL

If interested tear out this page and place with letters to be answered.

The Victory Loan: A Business Builder

All the money subscribed to the Victory Loan is spent in Canada.

It is distributed direct to YOUR customers.

By making possible the placing of big orders for munitions and other supplies, the Victory Loan keeps the workers in every trade employed at good wages.

By financing Britain's purchases of farm products, the Victory Loan gives the farmers a market for their crop at good prices.

This healthy condition of business brings immediate benefit to every man engaged in the retail trade.

The Victory Loan circulates money among all classes, and much of it must find its way across your counter.

Buy Victory Bonds to insure Canada's continued prosperity.

Buy Victory Bonds to stimulate your own business.

Buy Victory Bonds and encourage your customers to buy Victory Bonds, because healthy business conditions are necessary to enable Canada to successfully maintain her efforts to win the war.

Issued by Canada's Victory Loan Committee in Co-operation with the Minister of Finance of the Dominion of Canada.

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If interested tear out this page and place with letters to be answered.



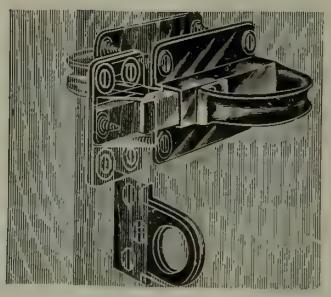
Showing Hardware Applied to Doors.

The Universal Garage Door Set

meets every requirement for Garage Doors that swing on Hinges. Has neat appearance, operates easily, and makes a close - fitting, weather - proof job. This set is in demand, sells readily at a moderate price and shows substantial profits.

Each set contains the following:

3 pair 8-inch Extra Heavy Tee Hinges.
1 No. 1055 x 6-inch Wrought Steel Chain Bolt.
1 No. 1056 x 6-inch Wrought Steel Foot Bolt.
1 No. 1240 Wrought Steel Door Latch.
(Finished in Black Enamel)



No. 1240

This all steel serviceable latch is fitted with a piano wire, sherardized spring that cannot rust or break. Has large strike which insures positive locking should doors sag.
Adjustable to any thickness of door, and fitted with padlock eyes.

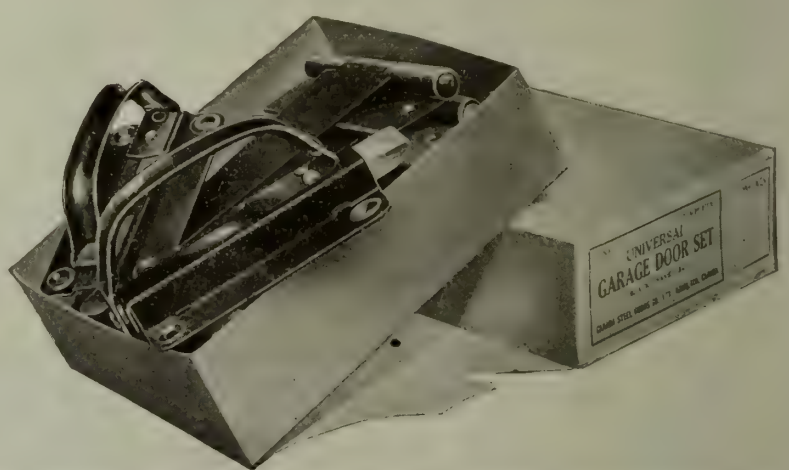


No. 1056 x 6"



No. 1055 x 6"

The Wrought Steel Chain and Foot Bolts are neat in appearance, particularly strong and easily operated. The springs are sherardized to prevent rusting. Chain bolt may be reversed if desired.



One complete set packed in a strong box as above with screws of proper size included.

Manufactured by

Canada Steel Goods Company, Limited

Hamilton -:- Canada

If interested tear out this page and place with letters to be answered.



Our War and We Must Win It

Canadian vessels have been destroyed, Canadian soldiers and sailors killed and captured, and our casualty lists are being published, yet in the face of this many of us go on from day to day, living in an atmosphere of smug peace, making the war effort that comes to us, that is forced upon us, even as if we refused to realize that this IS our war and we must help to win it.

JENKINS BROS.
LIMITED

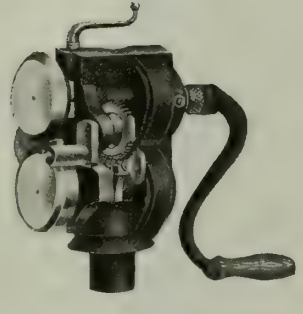
Agencies in all the Principal Countries of the World.

HEAD OFFICE AND WORKS:
103 St. Remi St.
Montreal, Canada

EUROPEAN BRANCH:
6 Great Queen Street
Kingsway, London, W.C. 2
England

SMALL MACHINES

Are Made for Service. They Combine Durability, Speed and Accuracy



No Tinshop can afford to be without a set of these machines

We manufacture a full line of Tinners' Tools



Drop us a line for full particulars and prices

The Brown-Boggs Co., Limited
Hamilton, Canada

If interested tear out this page and place with letters to be answered.

"YANKEE" TOOLS

Save Time At Every Turn

RATCHET DRIVER

Nos. 10 and 11

Made in 8 lengths from 2 to 12 inch blades



Here you have an easy moving ratchet, right hand, left hand or rigid; a comfortable handle, and withal, a strong and powerful driver that saves time and labor at every turn.

Your Jobber Can Supply You

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

PRESIDENT OF THE SUPERVISORY JURY

DIRECTOR OF EXHIBITS

SECTY OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



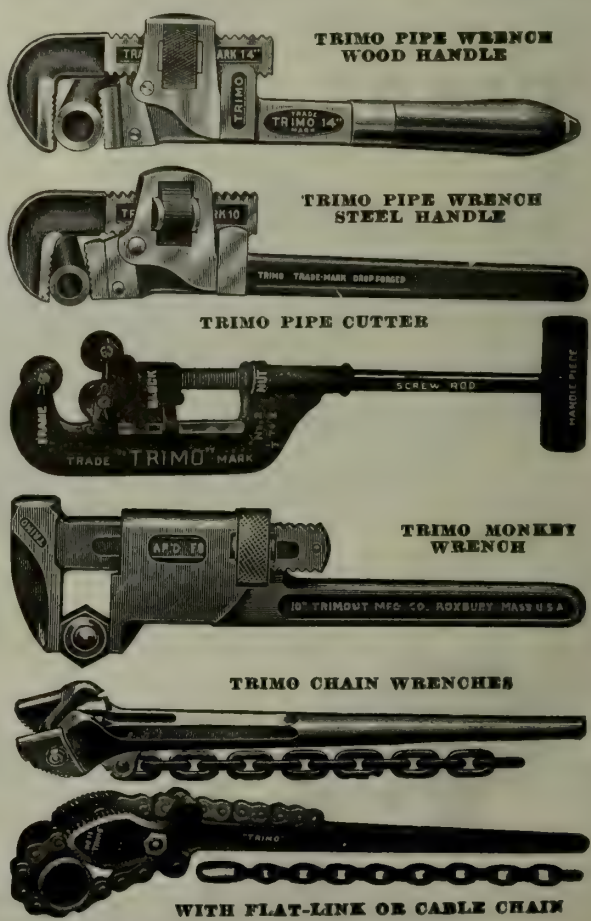
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

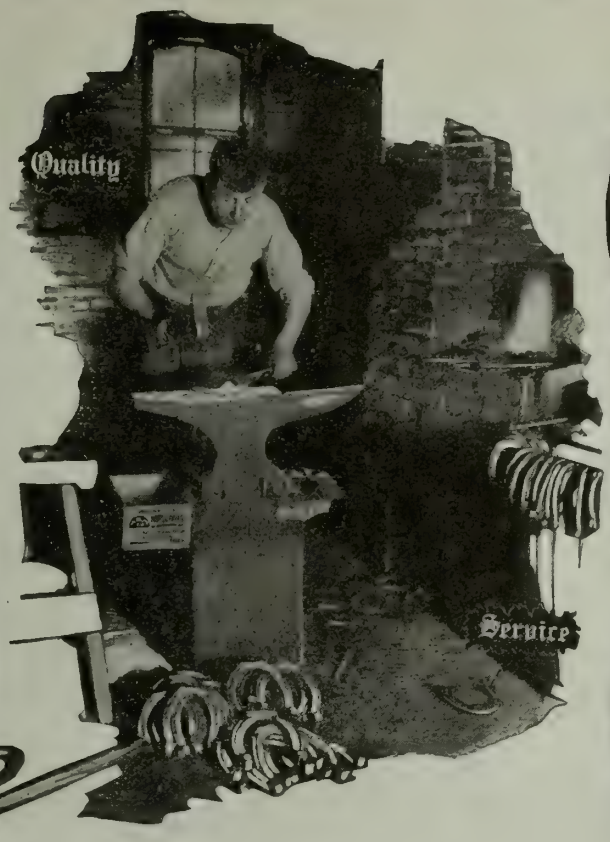
55-71 Amory Street
Roxbury, Mass.
U.S.A.



If interested tear out this page and place with letters to be answered.



On the Prairies





On the Veldt



On the Streets



At the Front

IN EVERY PART OF THE WORLD

BELL BRAND

BRAND

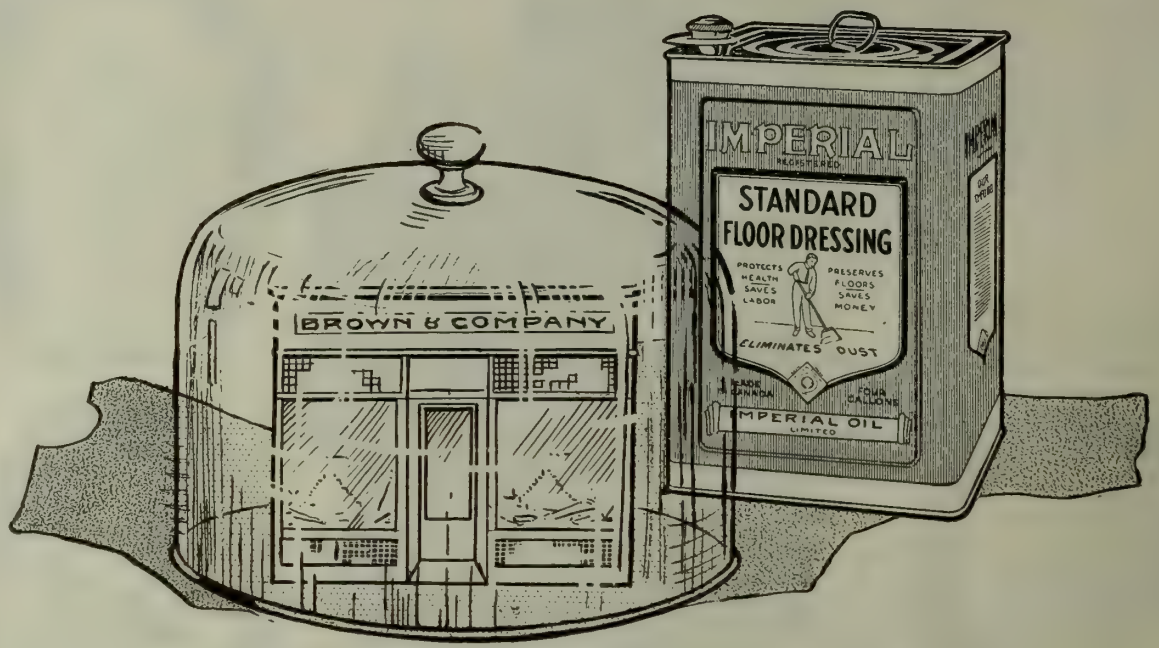
HORSE SHOES

ARE IN CONSTANT USE AND GIVING SATISFACTION

THE BELLEVILLE IRON AND HORSE SHOE COMPANY

BELLEVILLE - CANADA

If interested tear out this page and place with letters to be answered.



THE DUST-FREE STORE

DUST can never be kept out of the store, but it can be effectively controlled by the use of

STANDARD Floor Dressing

which when applied to your floors, definitely lays and holds 90% of atmospheric dust. This is a condition of affairs that the old fashioned mop and feather duster can never bring about. They only disturb the dust to settle elsewhere.

Standard Floor Dressing is economical. A single gallon suffices for 500-700 square feet of space or shelving, and lasts for several months. It may be applied with an ordinary floor sprayer. To keep the dressed surfaces in order, all that is necessary is to sweep off the accumulated dust and dirt regularly with a stiff brush or broom.

Floors treated with Standard Floor Dressing help to promote a fresher, tidier store, and cleaner, quicker-selling stock on the shelves.

Supplied in one and four gallon cans, and in barrels and half barrels.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES



This space donated to winning the war by WILT TWIST DRILL COMPANY OF CANADA, LTD., WALKERVILLE, ONT.

If interested tear out this page and place with letters to be answered.

Canada's "Scrap of Paper"

Good as Guinea Gold

IN Canada as in all right-thinking nations, **good faith** is the foundation of all our business dealings. Without a sound basis of credit our whole financial structure would crumble and decay.

Credit is the belief of the creditor in the borrower's intention and ability to pay.

You do not hesitate to exchange four silver quarters for a Dollar Bill, because you know that Dollar is as good as Guinea Gold. Yet a **Dollar Bill** is only a "scrap of paper" bearing Canada's statement that it will pay **one hundred cents** for it.

You have read that statement so often that you have come to **accept** it without question.

And Canada has always **made good** its promises concerning every "scrap of paper" it has ever put on the market.

Canada is now offering to investors Dominion of Canada Bonds, bearing interest at 5½ per cent. per annum. The interest is payable half-yearly, and the Bonds are issued in denominations of $50, $100, $500 and $1,000, making a most attractive and profitable investment.

It is Canada's desire that Bonds of the Victory Loan 1918 be distributed as widely as possible among private individuals.

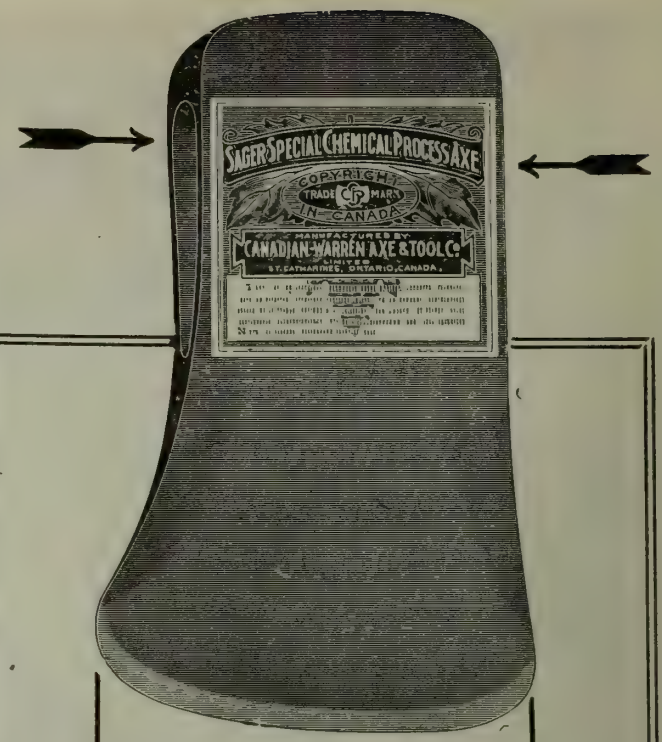
The last Victory Loan, which was largely over-subscribed, had more than 800,000 subscribers, or 1 in 9, of the entire population of Canada.

Every available dollar of private capital in Canada is urgently needed to surpass that record. **BUY VICTORY BONDS**—they are good as Guinea Gold.

From the standpoint of Patriotism your duty is clear. But, apart from any consideration of duty and patriotism, Canada's Victory Bonds represent the safest, surest and best investment in the world to-day.

This space contributed to winning the war by

Nicholson File Company
Port Hope, - Ont.

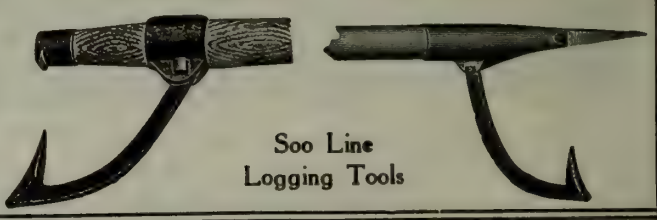


WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE" LOGGING TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian Warren Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

If interested tear out this page and place with letters to be answered.

"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

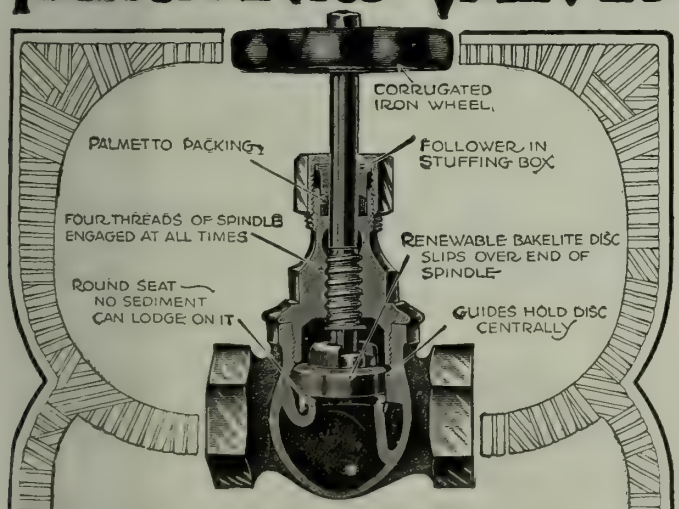
Our Privilege!

A GUARANTEED time-basis loan—5½ per cent. interest payable half-yearly. Backed by the country, *the finest security in the world.*

Canada's 1918 Victory Loan

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited
"Canada's Departmental House for Mechanical Goods"
St. John, Quebec, Montreal, Ottawa, Toronto: Hamilton, Windsor, Winnipeg, Saskatoon, Calgary Vancouver, Victoria.



Canadian Rivet Forges are built to last.

Easy running blower, powerful uniform blast, rigid steel plate construction.

Write for Catalog 100-16.

Canadian Blower & Forge Co.
Kitchener, Ont.

If interested tear out this page and place with letters to be answered.



When You Sell Starrett Tools

you feel confident that you have made a steady customer,, because Starrett Tools stay sold. The only "come-back" is the COME BACK for more of these dependable measuring instruments which satisfy the most discriminating mechanics.

Sell the Starretts and your tool business will grow steadily. Our Catalog No. 21MA describes the many styles and sizes. Write for your copy.

The L. S. Starrett Co., Athol, Mass.

The World's Greatest Toolmakers
Mfrs. of Hack Saws Unexcelled.

42-855

STARRETT TOOLS

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

THE war has brought great prosperity to Canada. Millions of dollars in war contracts have come to her doors. Wages were never so high. Money was never so plentiful.

This is not the gift of the gods. It is a prosperity that must be used and conserved for the nation's welfare. No man lives for himself alone. He must share in the common sacrifice, in the common endeavor to make that nation great in War and in Peace.

Canadians are to-day asked to loan for Victory, to loan for Continued Prosperity, to loan for Progress in time of peace. They can do this through the purchase of Victory Bonds. It is everyone's duty to buy Victory Bonds to the full extent of his ability. That is the civilian's part. It is the only way he can recompense those who have fought his battles. The security offered is Canada.

BUY VICTORY BONDS

This space donated to the Victory Loan 1918 Campaign by

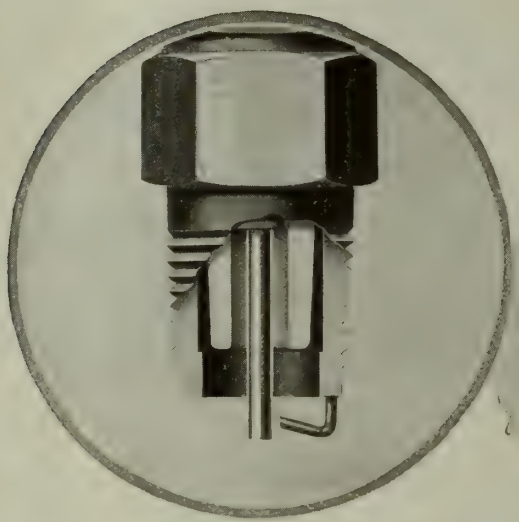
The James Smart Plant

Brockville, Ont. Winnipeg, Man.

5 State St., New York City

If interested tear out this page and place with letters to be answered.

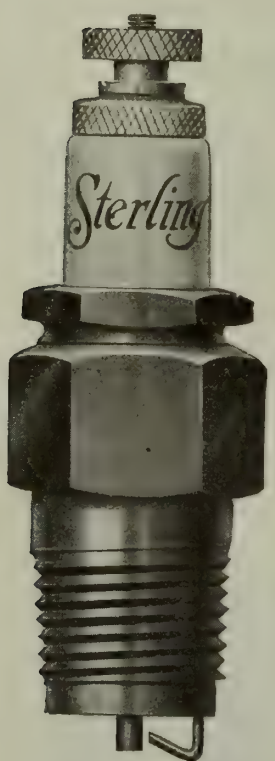
Sterling Spark Plugs



Showing the sturdy center electrode of a Sterling Spark Plug



How I Back Up my Claims for Sterling Spark Plugs



A size and style for every car

Recently I told you that, as a dealer, I began selling the Sterling Spark Plug because I could recommend it on my own personal knowledge.

There was the long-established Lockwood-Ash Motor Co. behind it. Then, there was the plug itself. I'm going to tell you something specific about it.

A spark plug is valuable in proportion to its length of service.



Easily Cleanable

Being cleanable, over and over, Sterling Spark Plungs are long lived. If a spark plug is to live a long time, every part must contribute to long life.

Take the center electrode for instance. It is very rugged; it is a **permanent** electrode. Its composition of Monel metal is such that it will maintain its adjustment in any heat —will not disintegrate or corrode.

It is strictly a one-piece electrode — no possibility of its separating in the combustion chamber and scoring the cylinder wall.

Its large size guarantees against wearing away from electrolic action.

Its anchorage is positive, permanent and proof against leakage.

This is one of the reasons why I sell Sterling Plugs. Progressive garages and supply dealers everywhere have them for sale.

Distributors for Canada

The Dominion Battery Co., Limited 736 Dundas St. East **Toronto**

Manufactured by

Lockwood-Ash Motor Co. Main Street, Jackson, Michigan 48

If interested tear out this page and place with letters to be answered.



Take In More Profit On Every Dry Cell You Hand Out. I'll Tell You How

W. M. Turnley, Manager
The Dominion Battery Company, Limited

I'LL not only tell you how to make a bigger profit on each sale but also **how to make more sales;** how to corner the battery business in your community and **hold it**—with RELIABLE Dry Cells.

Every time you sell a RELIABLE Dry Cell you hand the customer a surprise package. For RELIABLE Dry Cells **give longer intermittent service** than the buyer is accustomed to get. Many extra hours of service are crowded into RELIABLE Dry Cells.

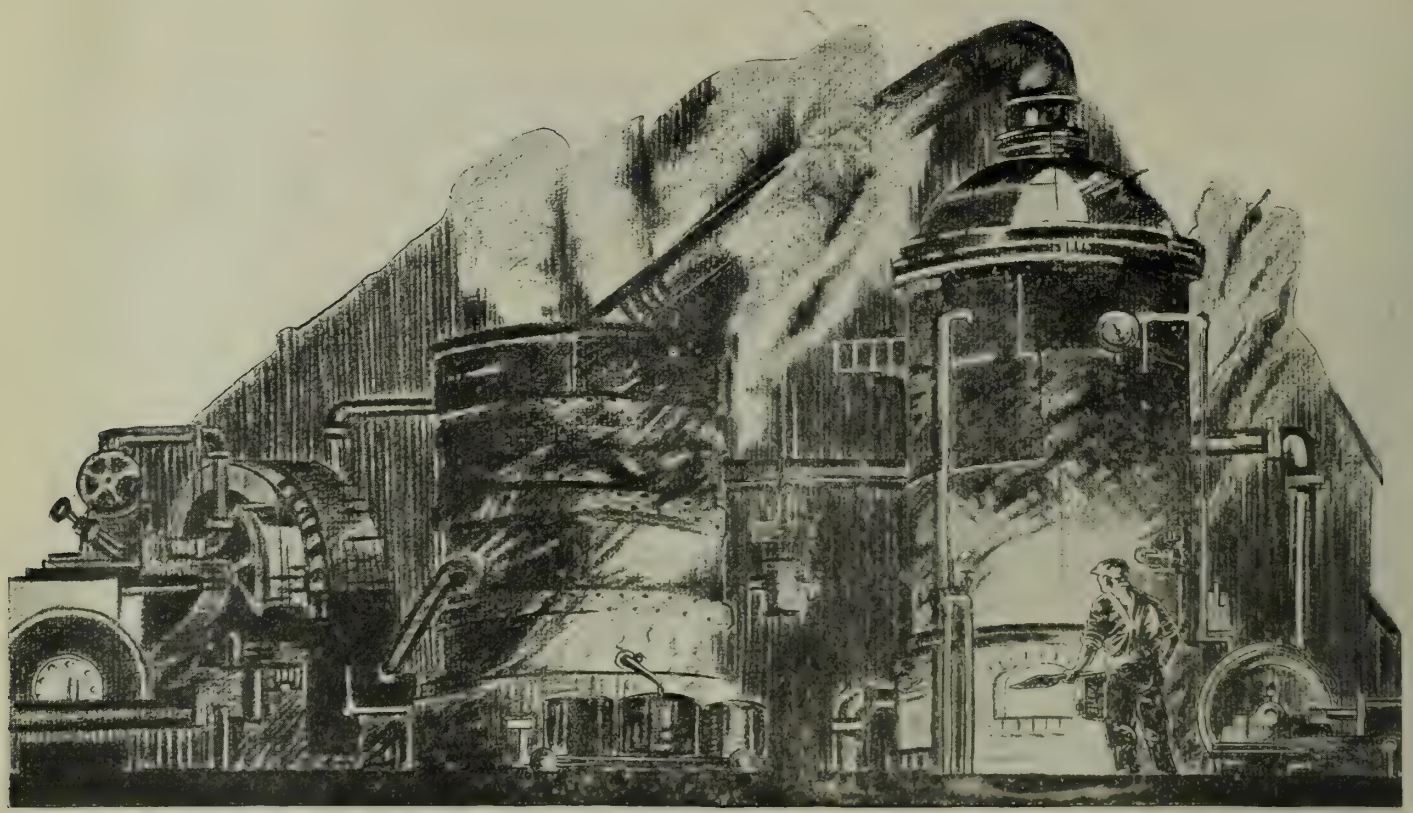
As a retailer you'll like the way RELIABLE Dry Cells are sold—always through the regular channels of trade; never by mail order houses or from the factory.

Write to-day for Profit and Business Increasing Plan.

THE DOMINION BATTERY COMPANY
Limited

736 Dundas Street East **Toronto**

"Lively and Lasting"



THE Canadian Wood Turpentine—made at our mills at La Tuque, P. Q., is an excellent diluent and solvent and contains no free rosin.

Further information will gladly be sent upon request. Simply sign and mail the coupon below.

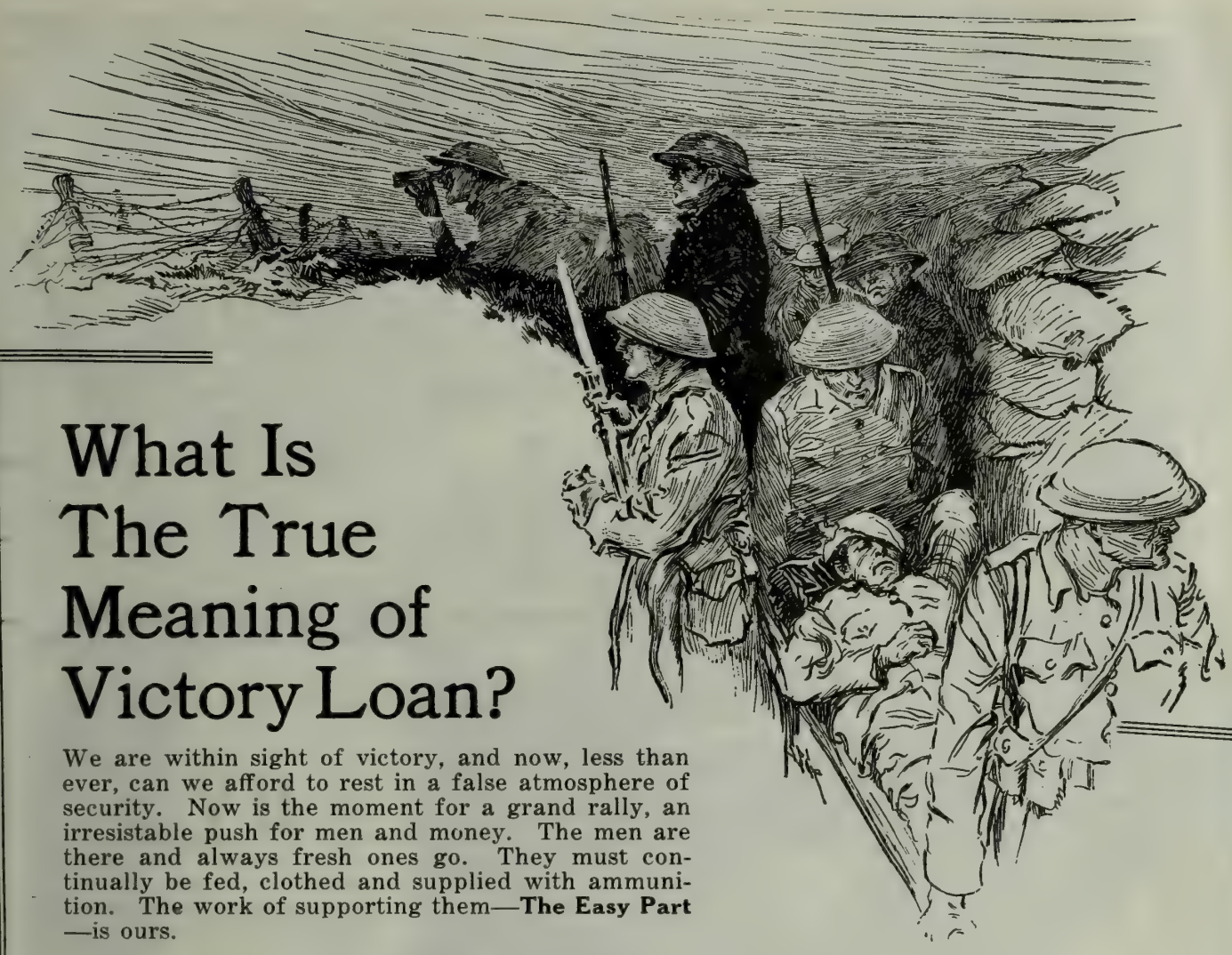
BROWN CORPORATION

Sales Office: Portland, Maine, U. S. A.

Brown Corporation, Portland, Maine: Please mail us full particulars about your *Wood Turpentine*

Firm Name_____

Address_____



What Is The True Meaning of Victory Loan?

We are within sight of victory, and now, less than ever, can we afford to rest in a false atmosphere of security. Now is the moment for a grand rally, an irresistable push for men and money. The men are there and always fresh ones go. They must continually be fed, clothed and supplied with ammunition. The work of supporting them—**The Easy Part**—is ours.

Shall any one of us fail them at this end?

No. A Thousand Times, No!

And what are we asked to do?

What is it that Canada asks of us?
Simply to **lend** to our own country, more money, that the great fight may be finished for us, and that the sacrifices made for us in four years of war shall not be in vain.

Canada makes it very easy for us to do this through

The Victory Loan 1918

She will pay us 5½ per cent. on any amount we lend. Let us get right down to **business—our own business, and help to oversubscribe the Victory Loan 1918.**

And let us do it now.

BUY VICTORY BONDS

What are you doing—are you doing your full share for them

?

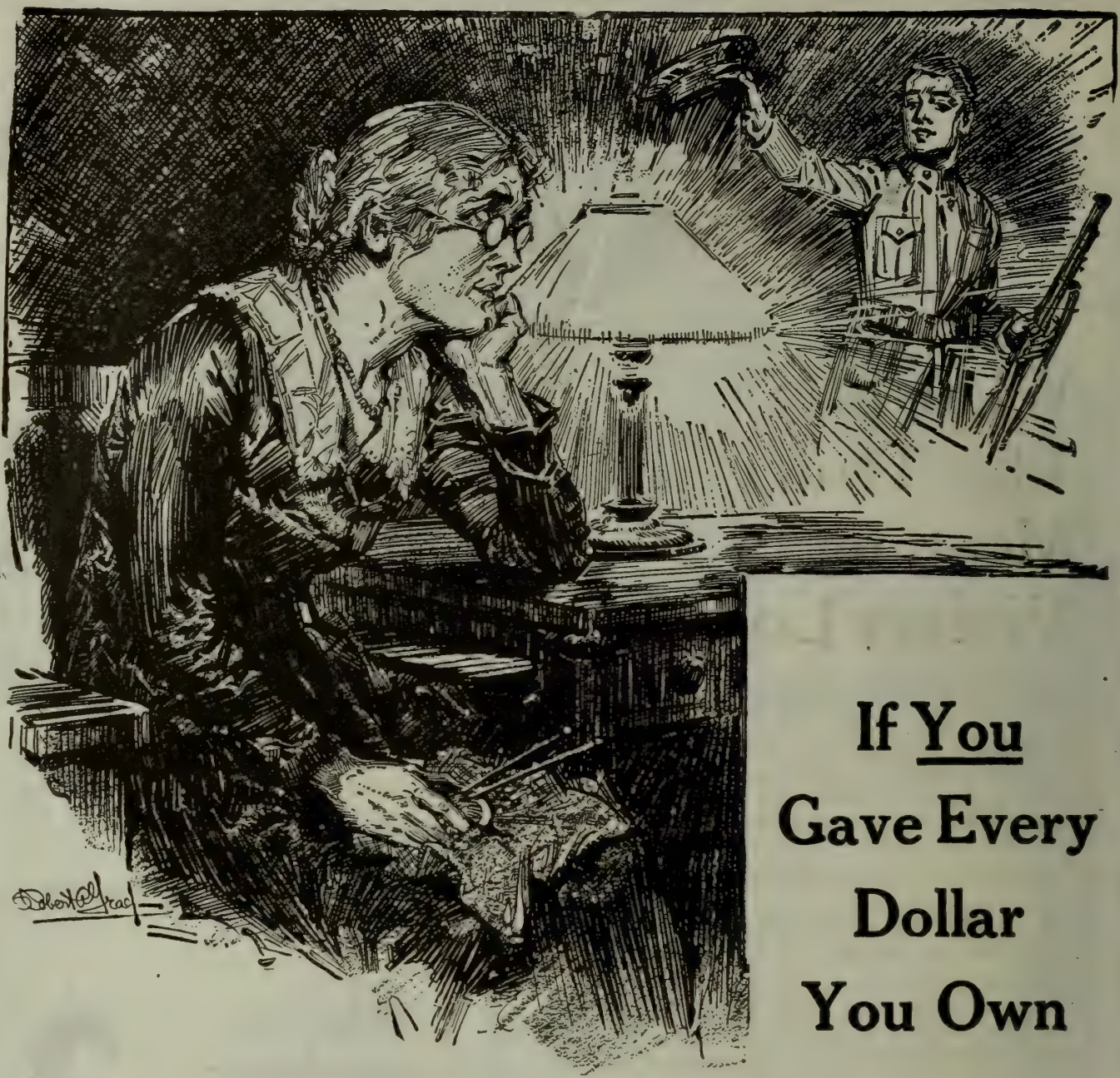
This Space Donated to the Winning of the War by

BEATTY BROS., LIMITED

FERGUS, ONTARIO

St. John, N.B. Montreal Winnipeg Edmonton

If interested tear out this page and place with letters to be answered.



If You Gave Every Dollar You Own

how little would the sacrifice be compared to theirs.

We are not asked to give. We are asked only to *lend*. To lend at good interest secured by the best collateral on earth.

Victory Bonds

This space donated to the winning of the War

Canada Dry Cells, Limited

WINNIPEG

If interested tear out this page and place with letters to be answered.

Why You Should Be A Michelin Dealer

No. 30

Michelin Tubes Recognized as the Best

Michelin Red Inner Tubes are recognized everywhere as best because:

1st: They are Made of More Durable Rubber. Ordinary rubber grows brittle and porous with age, as evidenced by the decay of rubber bands and other rubber articles. Not so Michelin rubber. The House of Michelin—the world's leader in the scientific compounding of rubber—long ago discovered a process by reason of which Michelin Red Inner Tubes retain their velvety softness and elasticity, unimpaired by years of use. This process is a Michelin secret.

2nd: Michelin Tubes Fit their Casings Better than any others. Ordinary tubes are simply pieces of straight tubing cemented at the ends, and are **forced** by inflation into the ring shape of the casing. Michelin Tubes, however, are made on a ring-shaped core by a patented process, so that they are **naturally** circular in shape and fit without stretching or wrinkling. This exclusive Michelin advantage gives superior durability and reduces the possibility of pinching the tube.

MICHELIN

Write now for Michelin Dealer Proposition.

Michelin Tire Co. of Canada, Ltd.

782 St. Catherine Street West, Montreal



MICHELIN

If interested tear out this page and place with letters to be answered.

Buy Victory Bonds

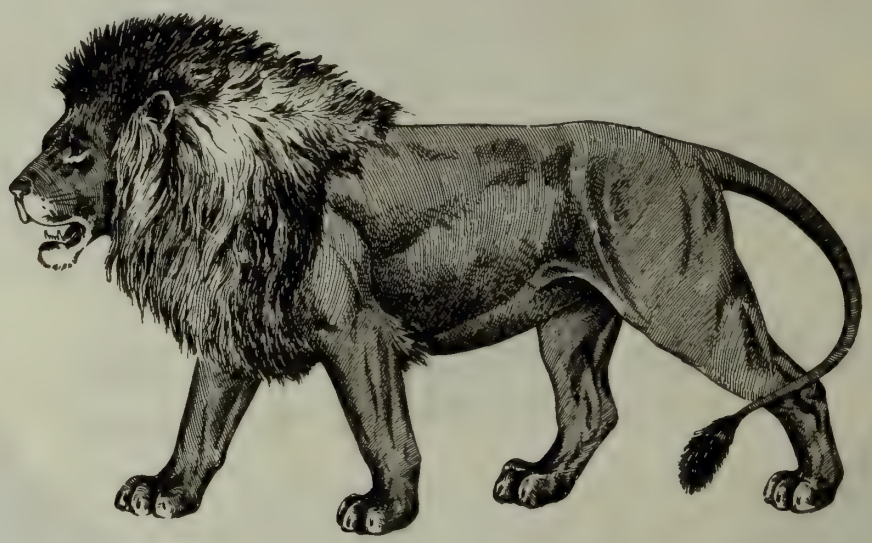
To Hold Fast

THE TIE THAT BINDS THE EMPIRE

To back up our boys and their valiant reputation. To buy our produce and maintain our industries. These Bonds are secured by Canada's last dollar and the British lion.

TRADITIOANL TRADE MARK

LION



BRAND

CORDAGE

The Tie that Binds the Products of Canada
Patriotic, Loyal and Safe Investments

CONSUMERS CORDAGE CO., LIMITED

MONTREAL HALIFAX

If interested tear out this page and place with letters to be answered.



ARE YOU HELPING TO DEFEND YOUR OWN FREEDOM?

Or Letting Someone Else do it for You?

LAST year over 800,000 people helped to defend their freedom through the Victory Loan, 1917. If you were one of these you will now be one of the million or more patriotic Canadians who will help to **over-subscribe**

Canada's Victory Loan 1918

The same principles, the same love of your country, and the same anxiety to do your share, however small, towards the great work, will guide you now as it guided you then.

It is the privilege of every Canadian man and woman to help to provide the means by which our gallant boys are enabled to finish their great fight for freedom.

Money has been and is the greatest asset in the greatest war in the history of the world.

Your money is needed.

We will do our best also to see that others come forward, we will tell them of the security of the investment which Canada offers to us, of the 5½ per cent. interest their money will earn, and the absolute certainty of the repayment of their loans. But above all else, we will ourselves, **each and every one of us, buy to the extent of our ability.**

Thus shall we be able to look our boys in the face when they come home again and show them that **we did what we could to help** while they fought for us.

BUY VICTORY BONDS

This space donated to the Victory Loan 1918 Campaign by

TORONTO LOCK MFG. CO.

If interested tear out this page and place with letters to be answered.

If you can't save your country by serving "over there" you can serve your country by saving over here

BUY VICTORY BONDS

To Your Limit and Then BUY MORE

This Space Donated by

J. WISS & SONS CO.

Manufacturers

SHEARS, SCISSORS, TINNER SNIPS

Canadian Office:

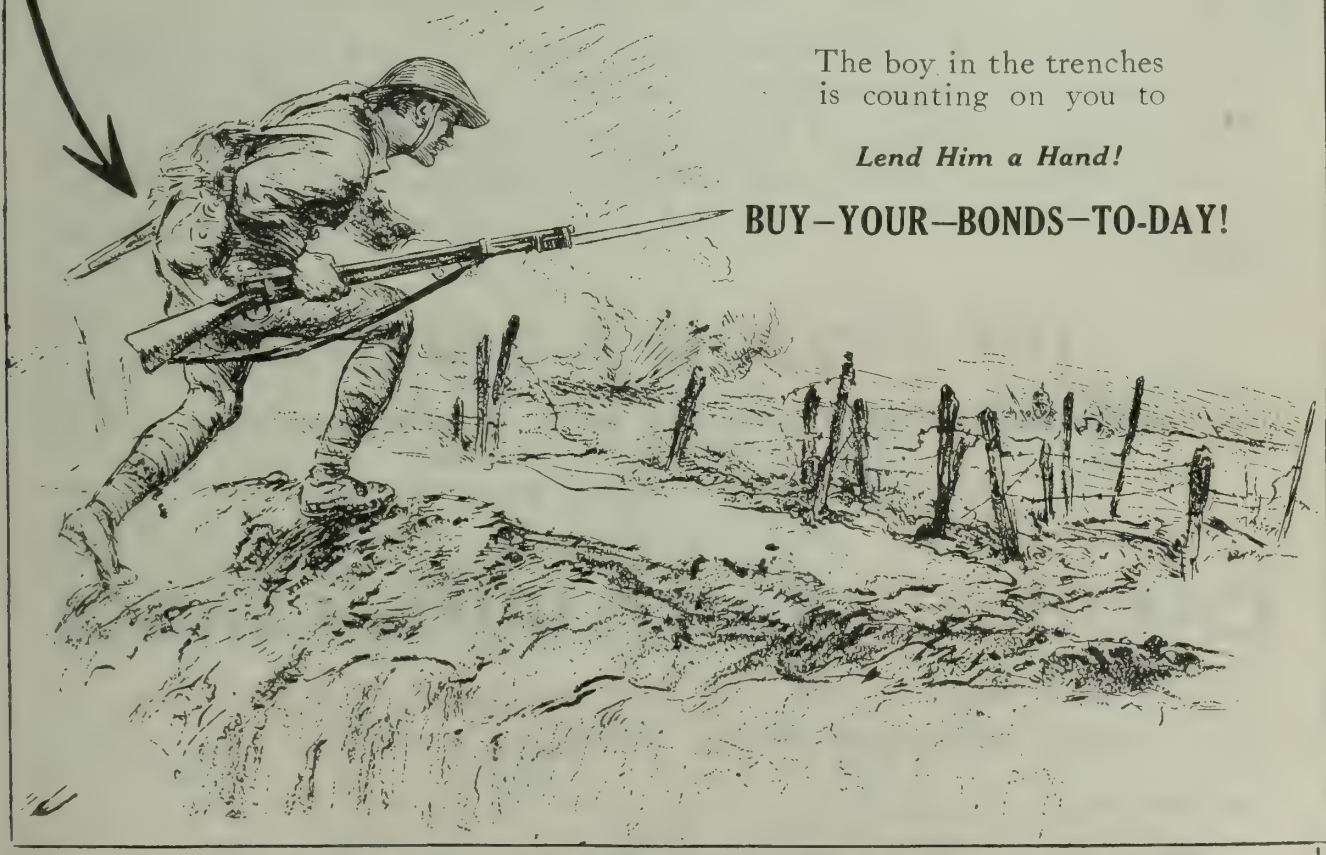
190 Spadina Avenue, Toronto

If interested tear out this page and place with letters to be answered.

Lend Him A Hand—

THIS Canadian lad of ours on the battle-fields of France. He's a lad to be proud of as fine a soldier as the world has ever seen. He will do his part, ***but he is depending on you and me to help him to VICTORY.***

We have a splendid army of fighting men. We can make them the best equipped army in the world. We can make them invincible for the coming big offensives United action by us means decisive action by them. This means VICTORY.



The boy in the trenches is counting on you to

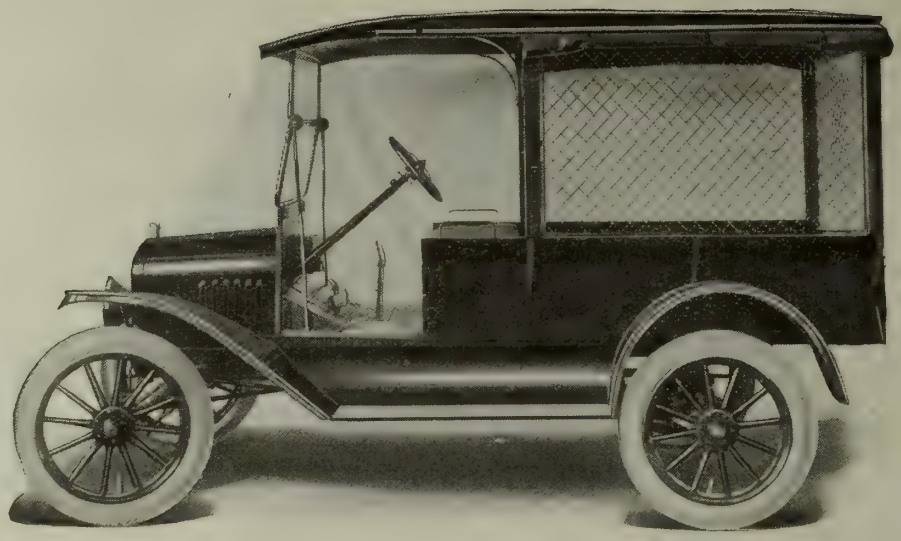
Lend Him a Hand!

BUY—YOUR—BONDS—TO-DAY!

B. & S. H. THOMPSON

and Company, Limited, MONTREAL, Established 1790

Branches: TORONTO, WINNIPEG, VANCOUVER, NEW GLASGOW, N.S.



Ideal Delivery Body for the Hardware Business

This body will fit a Ford or any other chassis. It has a splendid roof, steady, strong and rigid supports; wire screens at sides and rear protect goods against pilfering and from being shaken out, and the drop curtains may be lowered to protect contents against bad weather. The entire construction is a marvel of strength and rigidity combined with reasonable lightness.

THE PRICE IS A BARGAIN

Considering Materials and Workmanship

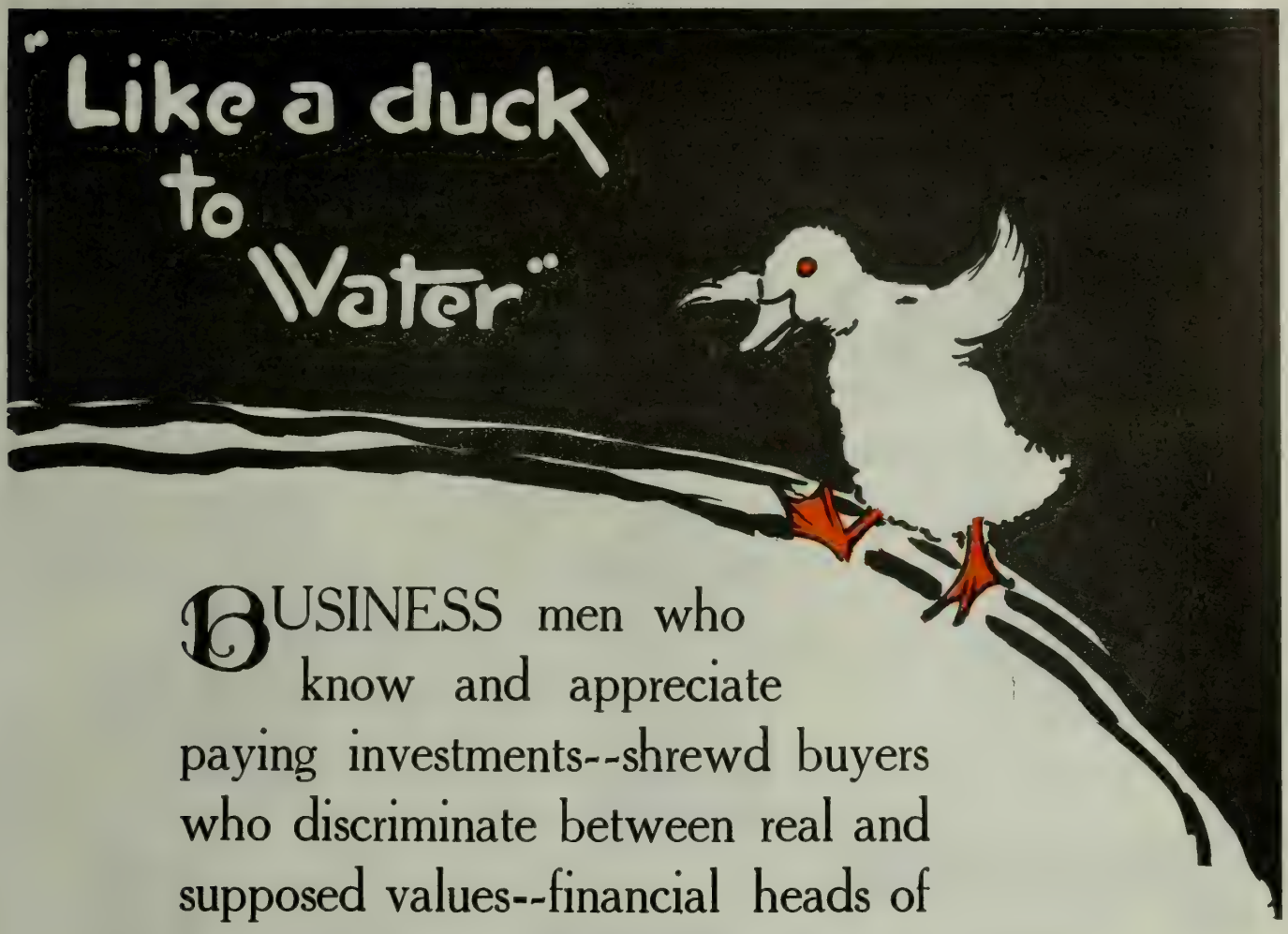
Write for Illustrated Folder and Price List

CARRIAGE FACTORIES, Limited

Head Offices: EXCELSIOR LIFE BUILDING, TORONTO
Sales Offices: MONTREAL, TORONTO, WINNIPEG

BUY VICTORY BONDS

If interested tear out this page and place with letters to be answered.



BUSINESS men who know and appreciate paying investments--shrewd buyers who discriminate between real and supposed values--financial heads of big and successful businesses, take to investment in

VICTORY BONDS

like a duck to water because they recognize in them the surest and most profitable way in which they can make their dollars produce. The loan is sound and the country needs your assistance.

BUY - BUY - BUY

Space contributed by

HAMILTON CARHARTT COTTON MILLS LIMITED

Toronto Unit

If interested tear out this page and place with letters to be answered.

The brighter the prospects—
The bigger the business

The Light that says "THERE IT IS!"

DAYLO

A few very good Selling Lines in Eveready Make



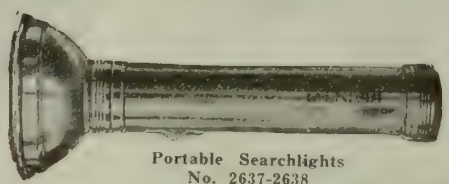
Cigarette Type, side opening
No. 6990-1-2 series



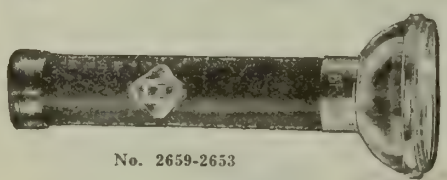
Railroad or House Lantern
No. 4709-4712



Handy Lantern
No. 6, Dry Cell



Portable Searchlights
No. 2637-2638



No. 2659-2653



Pistol Light
No. 2675



House Lamp
No. 4706



Gas & Range
Lighter
No. 2324
No. 2823



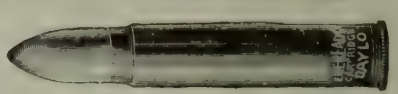
SOMETHING NEW!

Eveready MILITARY DAYLO

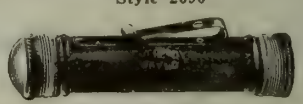
Hangs on the belt, on the coatbutton or clips and grips anywhere—leave both hands free.

Style 3651-3661-3650-3660

WRITE OUR NEAREST HOUSE FOR PRICES.



Cartridge Daylo
Style 2690



Soldier Boy Daylo
Style 2629-2639

Northern Electric Company
LIMITED

MONTREAL
HALIFAX
OTTAWA

TORONTO
LONDON
WINNIPEG

REGINA
CALGARY
VANCOUVER

If interested tear out this page and place with letters to be answered.

Your Sales "Line Up" should include a

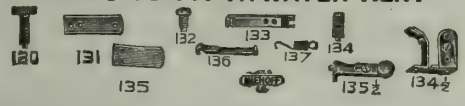
Northern Electric

Cash Register of Ignition Contact PARTS



Our line of contact parts is by no means a sideshow; it is just as staple to Automobile Accessory Dealers and Garages as sugar is to grocers.
The Cash Register provides a simple and systematic way of stocking Ignition Contact Parts, permits an easy check-up and prevents the accumulation of dead stock. It keeps the line active.
Dealers will find handsome profits in the care of electrical troubles which Ignition Contact Parts afford.

PARTS TO FIT ATWATER KENT



130 Screw (Old Style).
131 Spring (Old Style).
132 Screw, K-EW (Plat. $1.55).
133 Spring, K-EW (Plat. $1.70).
134 Screw, Type FW.
134½ Complete Arm with Contact Type CC.
135 Spring, Type FW.
135½ Stationary Arm, Type CC.
136 Lifter, fits A.K.
137 Lifter Spring, fits A.K.

PARTS TO FIT BOSCH & SIMMS MAGNETO



No.	Description
34	B. Screw (long) fit Bosch & Simms.
35	B. Screw (short) fit Bosch & Simms.
36	Plat. Screw fits Bosch Dual Battery Breaker.
37	Plat. Screw (short) for Battery Breaker.
38	Breaker Lever with Plat. Screw (Clockwise) fits Bosch DU.
39	Breaker Lever with Plat. Screw (anticlockwise) fits Bosch DU (not illus).
40	Breaker Lever with P. P. Screw (clockwise) fits DR & D.
41	Breaker Lever with P. P. Screw (anticlockwise) fits Bosch DR & D (not illus).

PARTS TO FIT DELCO



No.	Description
107	Delco Contact Screw, Magneto Side.
108	Delco Breaker Bar, Magneto Side.
109	Tungsten 1916 Delco Breaker Bar.
109½	Tungsten 1917 Delco Breaker Bar.
110	Delco Contact Screw, Battery Side.
111	Delco Breaker Bar, Battery Side.
112	Steel Brush fits Delco Distr.
113	Pigtail for Delco Bar.

PARTS TO FIT CONNECTICUT DISTRIBUTOR



114 Tungsten Contact Screw, fits Conn. Distr.
115 Tungsten Contact, fits Conn. Distr.
116 Tungsten Bar, fits Conn. Distr.
117 Distributor Brush.
117½ Spring for No. 116.

TUNGSTEN POINTS



148 Ground faced Delco B. B.
149 Ground faced, for Screws.
150 Ground faced for Master Vibrator.
151 For Atwater Kent Screws.
152 For Atwater Kent B.B.
153 For Atwater Kent Springs.
154 For Coil Bridges and Springs.

Have you a Cash Register of Ignition Contact Parts?

Write our house nearest for complete information.

Northern Electric Company

LIMITED

Montreal	Toronto	Regina
Halifax	London	Calgary
Ottawa	Winnipeg	Vancouver

If interested tear out this page and place with letters to be answered.

Prepare For Peace

AS individuals the advent of peace will take a load off our shoulders.

Our Boys will no longer be under the fire of the Hun.

But from a national standpoint the demobilization period will be nearly as expensive as another year of war, and demobilization cannot be thought of while there is any possibility of German treachery.

The soldiers must be fed and clothed. Ships must be supplied to bring the men home. The wounded must be cared for and nursed back to health and strength.

The problems of the reconstruction period will tax the ability of our best minds and hearts. We must play the game here as our men have played it over there.

Not to buy Victory Bonds now would be like deserting a friend who is exhausted after fighting to defend us.

Lend your money now as you never did before.

BUY VICTORY BONDS

Dowswell, Lees & Co., Limited

Hamilton, Ontario

If interested tear out this page and place with letters to be answered.

As a matter of good business investment buy Victory Bonds

You are safe in buying





Benjamin

Sockets for Electrical Use

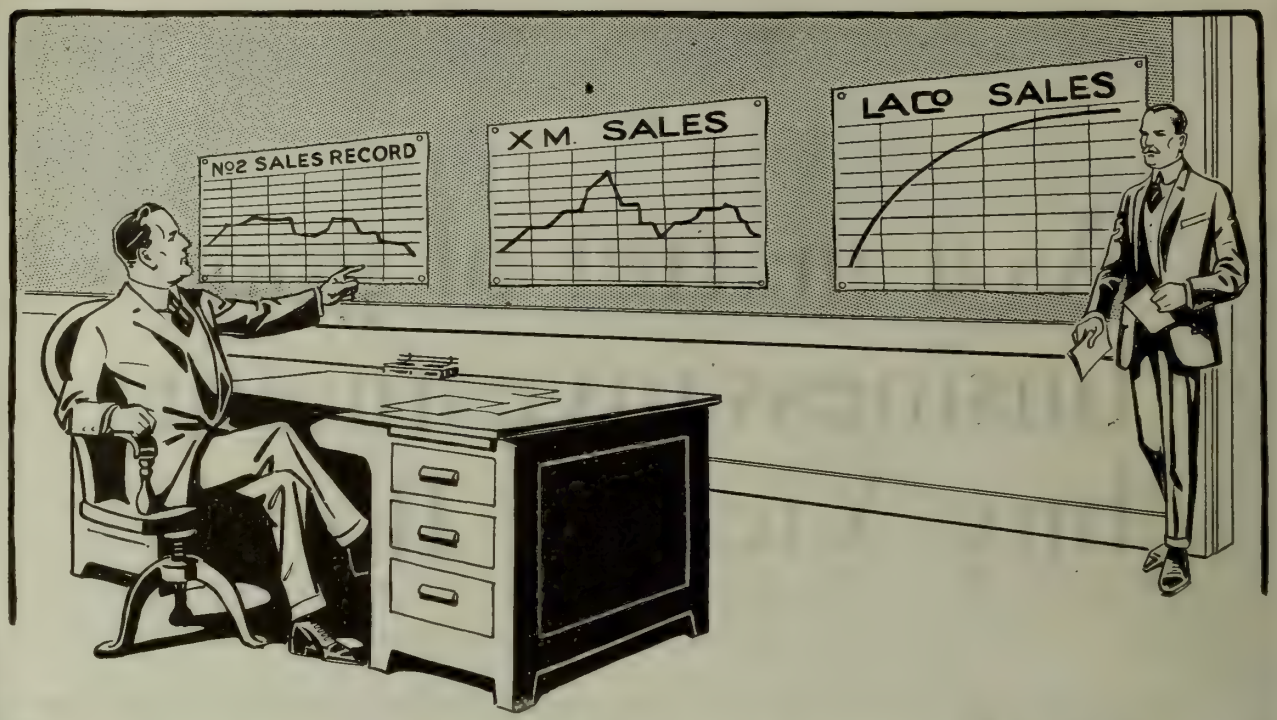
BECAUSE:—

The workmanship is good—they are made to last.
The materials are good—quality and dimensions conform to best standards.
They are "Made-in-Canada"—here in our own factory, under careful supervision.
They are approved by electrical authorities.
The prices are right—ask for them.

Benjamin Electric Mfg. Co.
of Canada, Limited

Head Office and Works: 11-17 Charlotte Street, TORONTO

If interested tear out this page and place with letters to be answered.



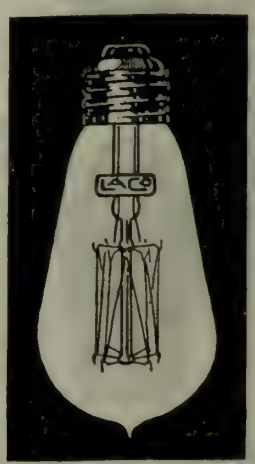
Quality Goods Increase Business

THE STORE that handles Lamps on a *Quality* basis increases its goodwill and adds to its turn-over—for satisfied customers bring more trade and better trade.

You Can Buy Lamps with the same assurance of Quality that you demand in your other goods—

You need *not* be satisfied with lamps that jeopardize your good name by short life, bulb-blackening, or other faults that cause dissatisfied customers and continuous replacement troubles.

LACO LAMPS



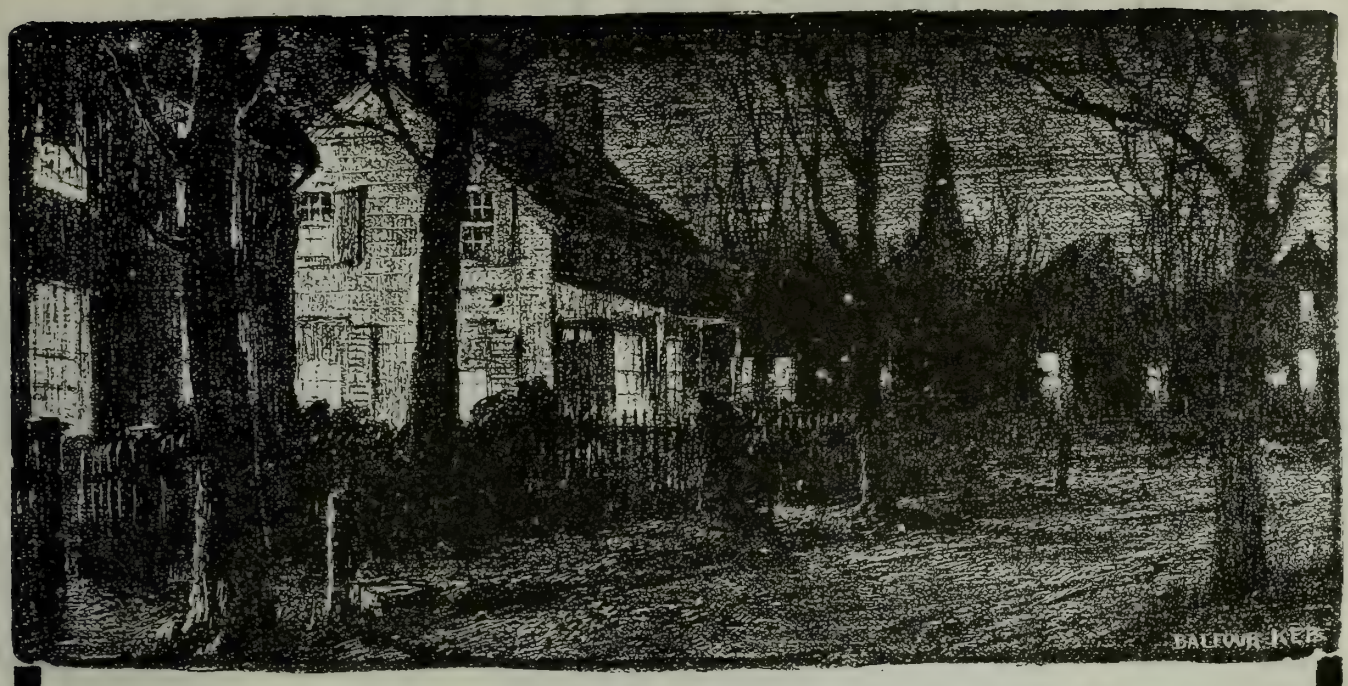
Burn 1500 Hours—Give as Much Light as any other Lamp—Cut Replacements to Customers 50%—and Lessen Your Sales Expense Accordingly.

Write To-day for Information, Booklets, Publicity Matter, Etc.

Canadian Laco-Philips Company, Limited

Montreal Toronto Winnipeg Vancouver

If interested tear out this page and place with letters to be answered.



"Keep The Home Fires Burning"

TO-NIGHT there will be Canadian boys in lonely listening posts far out in the desolation of No Man's Land, Canadian boys in the darkness and the mud and the cold of the trenches under the ceaseless thunder of guns and the scream of shells, Canadian boys tramping along the pitch-black, shell-torn roads. Through the long, dreary hours, as they wait and watch in the dark, their thoughts turn to the homes they have left behind, homes on distant farms, in little, scattered villages, in great cities, and they see in imagination the pleasant home lights shining out into the night.

They are Fighting to Keep Those Home Fires Burning

You, back here in the peace and safety of the homes they love, can help in the bitter struggle that our boys must face to-night, and to-morrow night, and every day, and every night, until the final VICTORY is won. You, too, must work to keep the home fires burning—for our sons in France.

They need guns and more guns, shells and more shells, they need tanks and transports and airplanes, good food and warm clothes and medicines and hospital supplies—an ever-increasing abundance of all the vital materials of war, if they are to drive the ruthless German invaders back within their own borders, and establish for all time the sacredness of Canadian liberty and the safety of Canadian homes—their homes, our homes.

Keep the Home Fires Burning---Buy all the Bonds You Can

This Space is Donated to the Winning of the War by

The National Electric Heating Co., Limited

TORONTO

If interested tear out this page and place with letters to be answered.

OUR FORMIDABLE WEAPON—

Keep It Bright

All Canada thrills to the story of what Canada's Army has done in France.

The glorious victories of that Army have earned for it the respect and admiration of the world. It is recognized as one of the most formidable "weapons" of its size on any of the battle fronts to-day.

"To keep that weapon bright" is the duty confronting us who remain at home.

It is more than a duty—it is a privilege—to help provide the fighting gear that enables our brave Canucks to fight on to final Victory.

Victory Bonds are offered you as security for the money you loan "to keep our weapon bright."

By purchasing Victory Bonds, you will help to shorten and win the war; for, besides financing our important industrial undertakings, the Victory Loan provides the munitions and equipment that keep our army in fighting trim.

By investing in Victory Bonds you will not be giving anything away—you are merely asked to **loan** money to the Government at a rate of interest that makes the Bonds a real opportunity as an investment.

You can buy Victory Bonds at any bank—on the partial payment plan if you desire.

(This advertisement is contributed to Canada's War Effort by The Nineteen Hundred Washer Company, 375 Yonge St., Toronto)

In Times Like the Present

why send your money out of Canada? Besides getting good that are

CANADIAN MADE

and keeping the money in the country, you can get from us

ELECTRIC FIXTURES

that are equal, if not superior, to those that are imported. Have you our illustrated sheets showing our medium priced lines? Write for them to-day.

W. H. Banfield & Sons, Limited
TORONTO

City Sales Office
80 King St. West, Adel. 104

General Offices and Factories
370-386 Pape Ave.

VICTORY BONDS

Yield 5½%—Yes, and—

VICTORY BLUE LABEL LAMPS

(TUNGSTEN)

Yield 200% More Light Than Carbon Incandescent Lamps for the Same Current Consumption.

Both are Good Investments---Worthy of Your Support.

THE CANADIAN TUNGSTEN LAMP COMPANY, LIMITED
HAMILTON, CANADA

WINNIPEG TORONTO MONTREAL

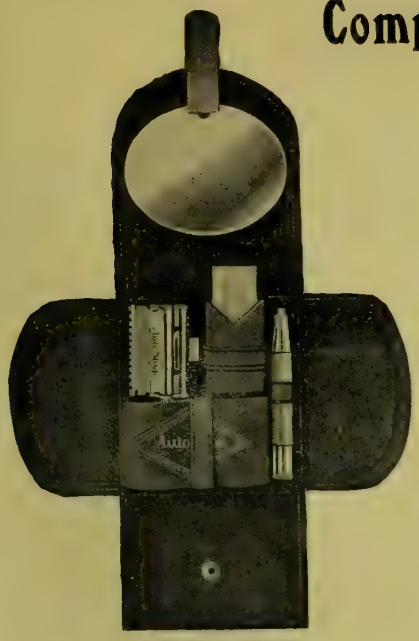
If interested tear out this page and place with letters to be answered.

Complete Your Xmas Assortment Now

Your Stock of AutoStrop Razors, as prepared for the Christmas season, has, no doubt, been depleted by recent sales.

Take note of styles which are short and order immediately from your jobber or direct.

For your guidance we give on this and the reverse side descriptions of the more popular styles of AutoStrop outfits.



MILITARY SERVICE OUTFITS

WITH MIRROR

(Size 3½ x 4¼ inches; ¾ inch thick)

Weighs only 5 oz.

No. 7. Black Morocco grain leather pocket edition case; containing silver plated self-stropping razor; 12 blades; fine quality strop..**$5.00**

No. 8. Khaki leather pocket edition case; same contents.....**$5.00**



STANDARD OUTFIT

(Size 1½ x 4½ inches)

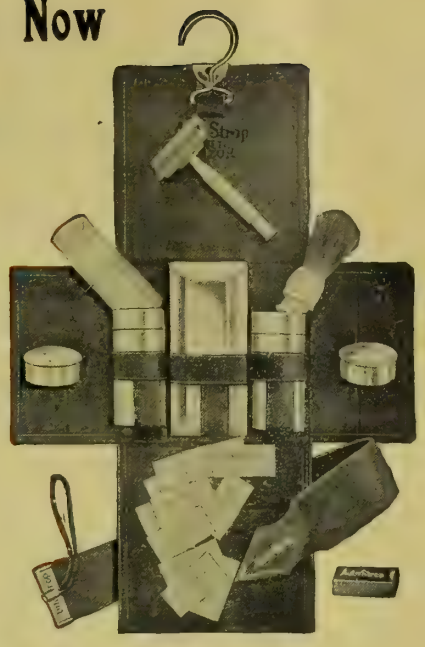
No. 1. Black leather case, satin lined; silver plated self-stropping razor; 12 blades; fine leather strop.**$5.00**

No. 1C. Blue leather case, satin lined; same contents **$5.00**

No. 1G. Green leather case, satin lined; same contents **$5.00**

No. 1M. Maroon leather case, satin lined; same contents **$5.00**

No. 1R. Red leather case, satin lined; same contents **$5.00**



COMBINATION SET

No. 27

Morocco grain black leather case, leather lined, made box shaped, containing AutoStrop Safety Razor, shaving brush and soap in silver plated tubes; highest quality strop 12 blades and indestructible mirror **$7.50**

AUTOSTROP RAZOR AND ACCESSORIES ARE GUARANTEED TO SATISFY

DEALERS ARE AUTHORIZED TO RECEIVE BACK AND RETURN TO US RAZORS THAT DO NOT SATISFY CUSTOMERS



AUTOSTROP STROPS

AutoStrop Strops are manufactured from the highest grade leather. A preparation is worked into the leather containing no emery or other harmful substance, but which will permanently insure best results in connection with AutoStrop Safety Razor use.

Separate AutoStrop Strops, each.....**50c.**

AutoStrop "Strop Dressing," each.....**25c.**

AUTOSTROP BLADES

(Guaranteed)

AutoStrop blades are specially manufactured for use in the AutoStrop Safety Razor. Each blade is contained in moisture-proof wrapper and envelope, then enclosed in a carton.

Package of 6 blades.**50c**

Put up in boxes containing 12 packages.



AUTOSTROP RAZORS ARE NOT HANDLED BY PREMIUM HOUSES OR PUNCH BOARD OPERATORS. THEIR SALE IS CONFINED TO LEGITIMATE TRADE CHANNELS.

THE MERITS OF THE AUTOSTROP ASSURE SATISFIED CUSTOMERS

AutoStrop SAFETY RAZOR

STROPS, SHAVES AND IS CLEANED WITHOUT REMOVING BLADE

Sold the World over





COMBINATION SET No. 15

(Size 3¼ x 4¼ inches)

No. 15. Morocco grain black leather case, self-stropping razor; silver plated; 12 blades; fine leather strop; collapsible "Rubberset" lather brush; stick of shaving soap in silver plated tube $6.50

THE ONLY RAZOR IN THE WORLD

THAT SHARPENS ITS OWN BLADES AUTOMATICALLY

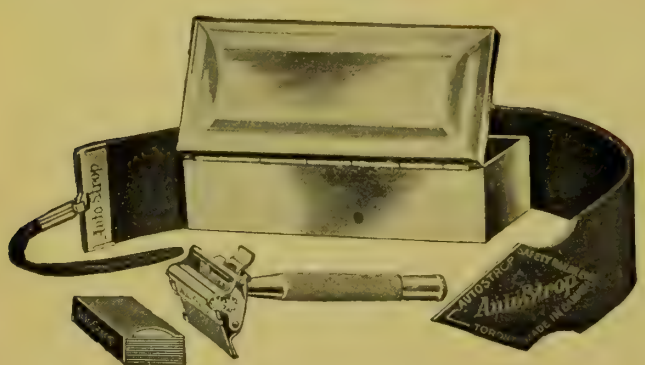
COMBINATION SETS No. 25

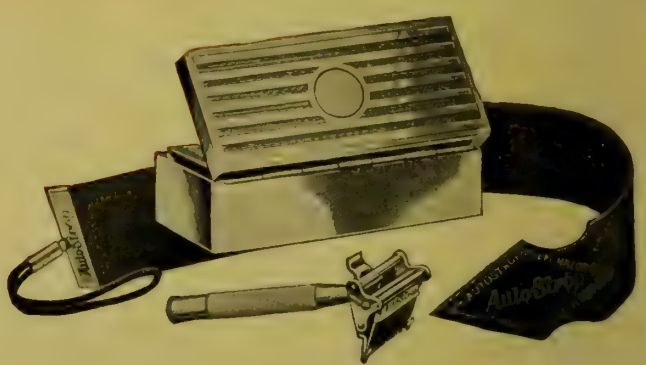
(Size 3¾ x 5 inches)

No. 25. Morocco grain black leather case; silver plated self-stropping razor; 12 blades; highest quality strop; shaving brush and stick of shaving soap in silver plated tubes $7.50

No. 25C. Real seal case; same contents.....$10.00

No. 25D. Real seal case; same contents; razor, soap and brush tubes, gold plated.....$12.00





METAL CASE OUTFITS

(Size 1½ x 4½ inches)

No. 50. Handsome nickel plated case, velvet lined; silver plated self-stropping razor; 12 blades; highest quality strop $5.00

No. 53S. Polished gun metal finished case; same contents; silver plated razor.....$5.00

No. 54S. Satin gun metal finish case; same contents; silver plated razor.....$5.00

No. 55. Gold plated case, polished finish; same contents; gold plated razor.....$6.00

No. 56. Satin finish gold plated case; same contents; gold plated razor.....$6.00

EMBOSSED METAL OUTFITS

(Size 1½ x 4½ inches)

No. 251. Embossed nickel plated case, velvet lined; silver plated self-stropping razor; 12 blades; highest quality strop.....$5.00

No. 252S. Embossed polished gun metal finish case; same contents; silver plated razor.....$5.00

No. 254S. Embossed satin gun metal finish case; same contents; silver plated razor.....$5.00

No. 253. Embossed gold plated case, polished finish; same contents; gold plated razor.....$6.00

No. 255. Embossed satin finish gold plated case; same contents; gold plated razor.....$6.00

AUTOSTROP SAFETY RAZOR COMPANY, LIMITED

AUTOSTROP BUILDING - - TORONTO, ONT.



Your Bond May Bring Him Home in Safety.

CANADIAN fathers are on the battle fronts of France. Many must fall; how many depend upon us who remain safely at home.

A single Victory Bond will help to save a soldier's life, **your** soldier's life, and bring him home to you—alive and victorious.

This Space Donated by

Geo. W. Reed & Co.,
Limited
37 St. Antoine Street, Montreal

THE VIKINGS
are here
We also have them in Toronto



The wires are "hot" with Rush Viking orders.

The Viking story is now being told to your customers—all of them—in a clear and intelligent way. You should read it.

You should have Viking Cream Separators on your floor.

The Dairy Farmers will be after the Viking dealer. They want to see the Vikings. They will be practically "sold" when they come into your store.

The proposition is good. And—don't forget the fact that you, the dealer, make a larger profit on every Viking sale.

Every Dairy Farmer will buy a Better Separator at a Better Price. Viking selling points make sales easy—low price, simplicity, thorough construction, ease of operation and cleansing, larger capacity than any other separator of equal rating and the strongest guarantee ever written. Every Viking is guaranteed for a lifetime.

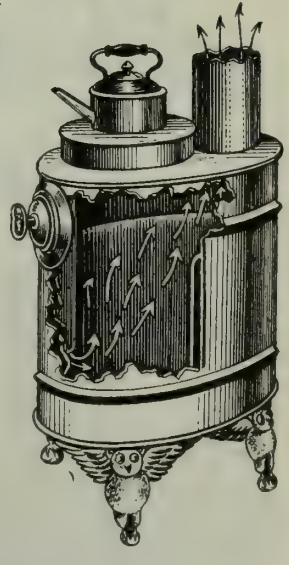
Write us at once for full particulars and Dealer's Terms.

Ontario Distributor:

CLAY FARNHAM
Jobber
Warehouse and Office: Caron Ave. and Elliott St.
WINDSOR, - ONT.

Save Coal

Abundant Heat from these Wood Heaters



These air-tight, down-draft stoves heat a room quicker than any other system. Will burn scraps, paper, maple knots, coke, etc. No ashes to clean out. Safe and clean. Two sizes. Write for prices.

THE COLLINS MFG. CO.
415 Symington Avenue
TORONTO

1918 VICTORY LOAN
Is a Gilt Edge Investment

If interested tear out this page and place with letters to be answered.

Butterfield

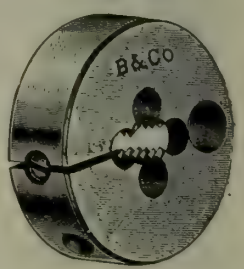
"My Money Always Buys Butterfield Tools---*Because*





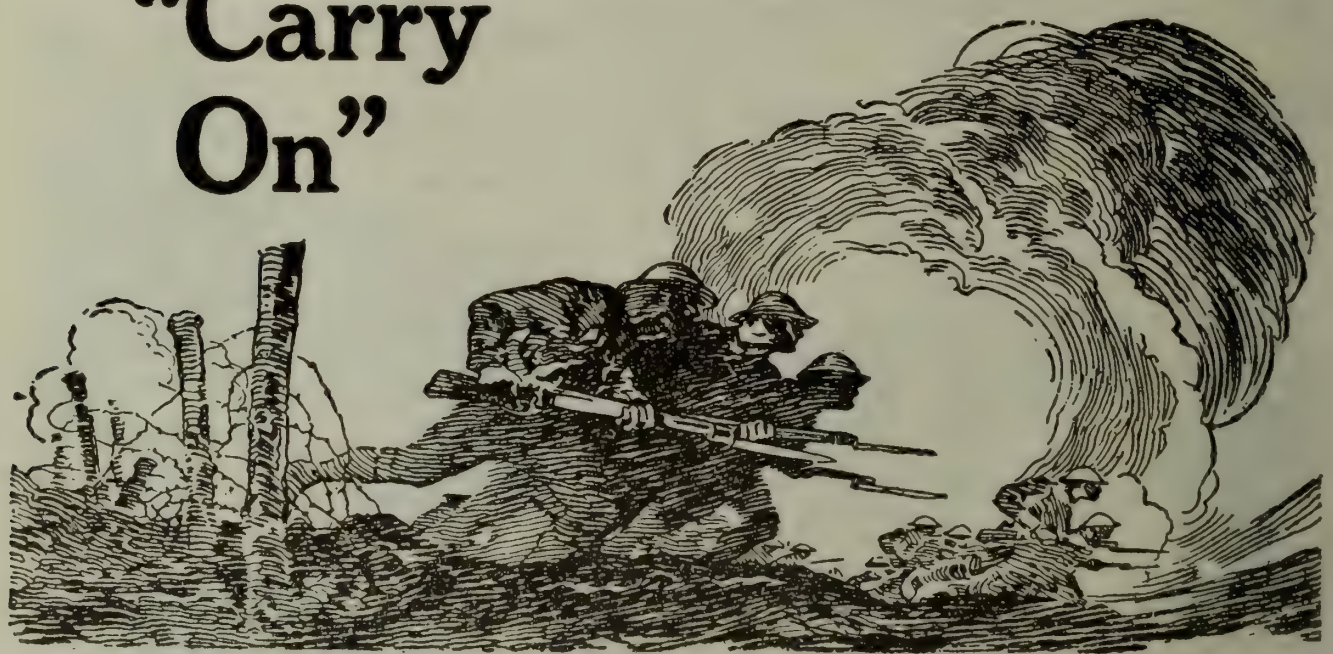
—Because I know what they have done."

Butterfield Tools, Taps, Dies, Reamers and Twist Drills have established sounder basis for growth, and will yield a bigger net than cheaper substitutes. The name "Butterfield" embraces tools of sturdier, stronger and more capable qualities that squarely meet the present-day demand.



Butterfield & Company, Inc.
ROCK ISLAND, QUEBEC, CANADA

"Carry On"



The Thrill of Victory fires us to strain every energy *To the Utmost.* The fighting men cannot consult comfort and convenience. Make the effort *Until It Hurts.*

Buy *MORE* Victory Bonds

This Space Contributed Toward Winning the War by

WILLIAM A. KRIBS - - HESPELER, ONTARIO

Right Quality, Courteous Treatment and Prompt Shipments!

"(Our Motto)"

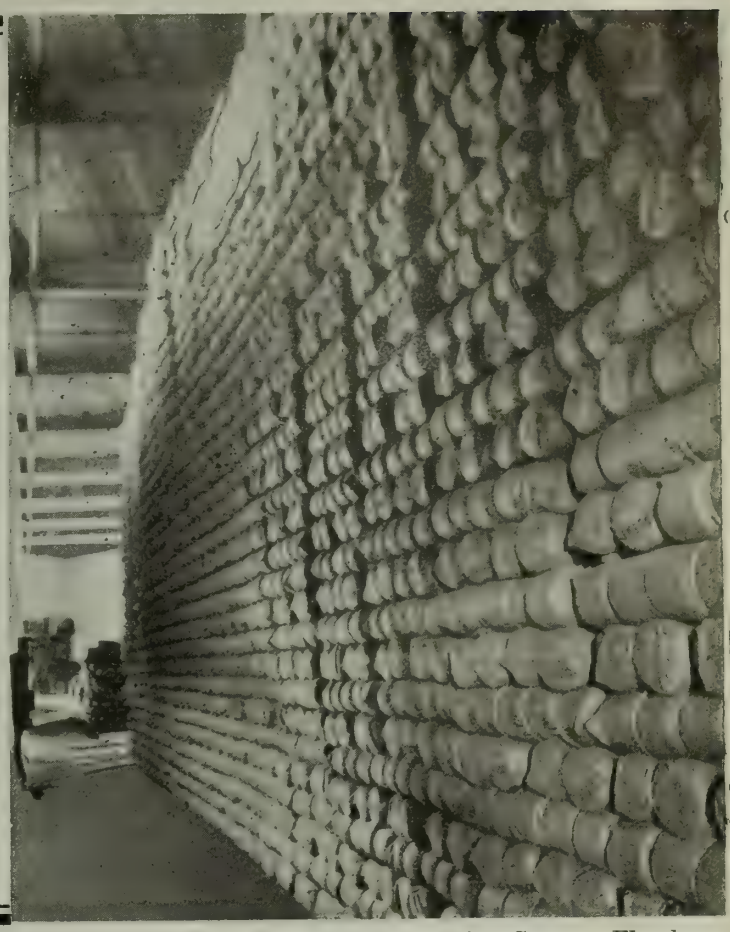
We make highest quality Binder Twines and Cordage of all kinds, and ship to all parts of the world. Through sheer merit our growth and development have been unparalleled in the history of the twine and cordage industry.

The company's mammoth factories are equipped with everything that is modern and best, giving our products that outstanding excellence of quality.

Give your next order to a strictly Canadian Company entirely operated and controlled by Canadians and Canadian capital.

The Brantford Cordage Co., Ltd.

Brantford, Canada



One full Section in our Extensive Twine Storage Warehouses.

WANTED

Fall Orders for Hardware such as follows:

Snow Shovels,
Lanterns and Globes,
Weather Strip,
Axes, Mitts and Gloves

A good stock on hand, and orders promptly shipped.

Thos. Birkett & Son Co. Ltd.

Wholesale Hardware Merchants

Ottawa **Ontario**



MENDETS
A PATENT PATCH

Dealers, You are Overlooking Easy Sales and Profits Every Day in the Week!

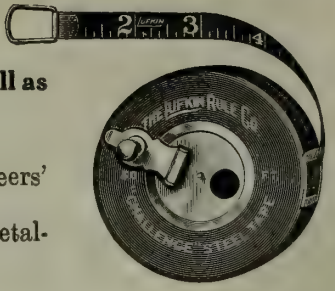
Get Busy! Mendets are needed and asked for these days in every town and city throughout Canada.
Mendets save thousands of dollars every year in preventing the necessity of purchasing new utensils, graniteware, etc. It is the only perfect method of treating leaks in Aluminum, Hot Water Bags, Graniteware, Brass, Iron, Sheet Iron, Cooking Utensils, Rubber Goods, etc.

Mendets easily and quickly repair without the use of heat, solder or cement. Get busy and help your customer save money; purchase through your nearest jobber.

COLLETTE MFG. COMPANY

Collingwood, Ont., Canada

LUFKIN MEASURING TAPES

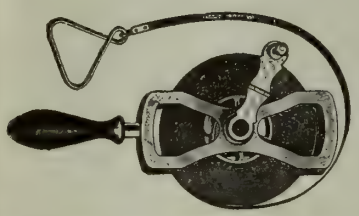


Stand on a Record of Performance as well as a Guarantee

FROM THE
Common "Ass Skin" Tape to the Finest Engineers' Patterns

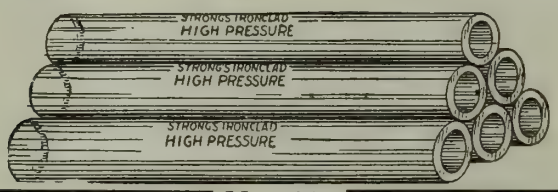
Instantaneous Readings, Nubian (dark) Finish, Metal-lined Cases, Improved Reels, Etc.

Stocked by Hardware and Supply Jobbers.



THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Send for Catalog



No. 443

Ironclad Gauge Glasses For Canadian Trade

Same diameter the full length of the glass. Will withstand the action of the highest known steam pressure.

When you stock this line you eliminate all losses and annoyances.

Goods available for immediate shipment. Attractive prices.

The Strong Machinery and Supply Co.
NEW YORK CITY



Buy Victory Bonds

It is *a Safe* and *Profitable* investment,
so is Arctic Metal.

Tallman Brass & Metal Limited
HAMILTON, ONT.

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.



4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

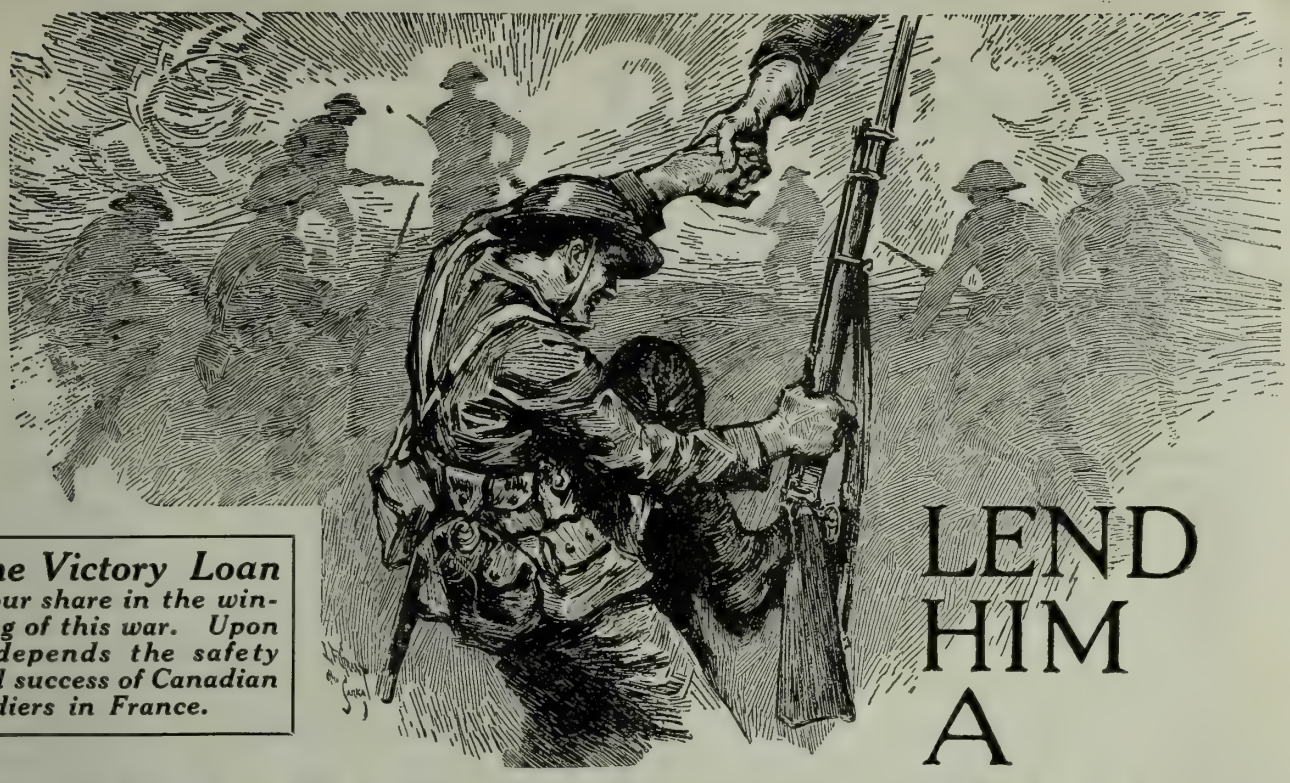
BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.



The Victory Loan is our share in the winning of this war. Upon it depends the safety and success of Canadian soldiers in France.

LEND HIM A HAND

Buy All the Bonds You Can

THIS SPACE DONATED BY

James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, Toronto

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

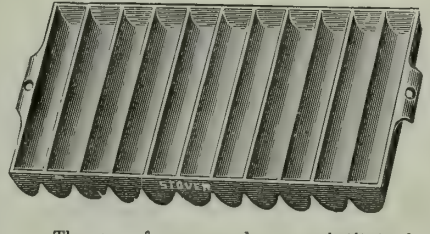
There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

CORN BREAD PANS



Fast Selling Hardware Specialties

The use of corn meal as a substitute for wheat has created a large demand for these pans.

Every dealer should have them. Be sure you get the STOVER brand. It is a guarantee of clean, smooth castings.

This is also the time of year to lay in your waffle irons. STOVER waffle irons keep on the move and do not lay in stock. Send for our special waffle iron circular.

Some of the Stover Hardware

- Waffle Irons
- Mop Sticks
- Lemon Squeezers
- Ice Picks and Shaves
- Saw Vises
- Door Latches
- Chest Handles
- Door Pulls
- Foot Scrapers
- Cast Pliers
- Fire Place Fixtures
- Stove Pokers and Lifters
- Stove Pipe Dampers
- Pulleys (All Kinds)
- House Numbers
- Cast Hammers
- Harness, Coat and Robe Hooks
- Wind Mills
- Feed Mills
- Gasoline Engines

Stover Mfg. & Engine Co.

709 East Steet
Freeport, Ill.

Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.
Send undersigned information regarding your

Name .....
Business .....
Address .....

If interested tear out this page and place with letters to be answered.

Rock Island Combination Forge, Anvil and Vise



FRAME—is steel angles.

FORGE — Pan is oval, 12 x 15 inches.

FAN — is driven by an accurately cut gear and pinion.

VISE — jaws are 3½ inches wide and open 11 inches.

PIPE JAWS — take pipe and round rods up to 2 inches in diameter.

DRILL—takes ½-inch round shank drills; chuck is steel.

The machine weighs about 135 pounds. Order a sample. This tool will sell on sight.

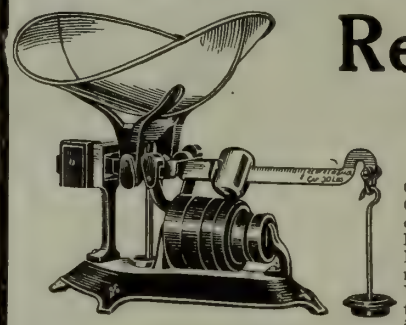
Factory and Office:

Rock Island Manufacturing Company
ROCK ISLAND, ILL.
NEW YORK—113 Chambers St. CHICAGO—180 N. Market St.

VISES *A Type and Size for Every Service*

The Dispute Settler

Here is a scale that captures confidence the minute you show it. And confidence "sells good." In a dispute over correct weights, for instance, the owner of a Renfrew can defend its accuracy against any other scale, no matter how elaborate. The Government Inspector's Certificate, accompanying every Renfrew, is indisputable evidence of accuracy in every weight from ½ oz. to 30 lbs. That is one reason why the Renfrew sells like everything, these days. The housewife is ferreting out every leak due to honest mistakes in weighing. Get the



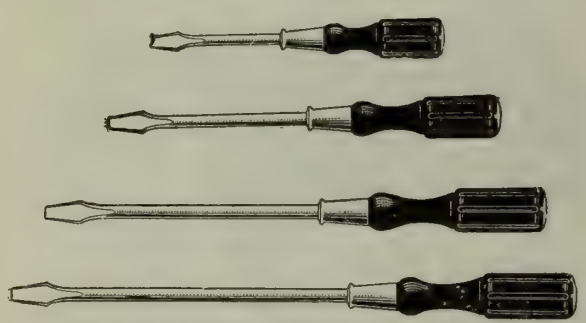
Renfrew
HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs.
Government inspector's certificate with every Renfrew.
Finished in black or all nickel plate styles.
Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.
Eastern Branch, Sussex, N.B.

Western Representative: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.
Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scales, Tractors, Wood-Saws, Grain Grinders, etc.

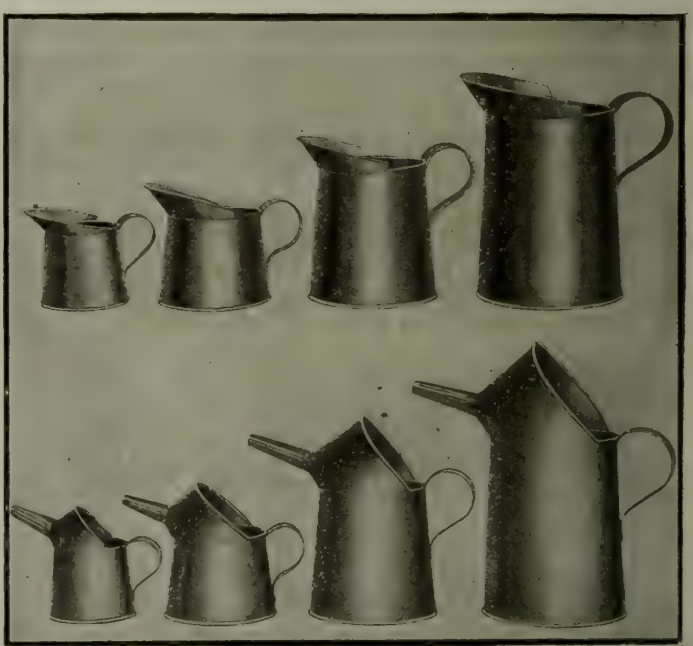
Stanley Tools



"HURWOOD" SCREW DRIVERS

Unsurpassed for **Strength** and **Durability.**
Blade, Shank and Head are of one piece of steel.
The Blades are finely tempered and well finished.
The Handles are polished and stained black.
Many styles and sizes from which to select your stock.
"HURWOOD" SCREW DRIVERS ARE MADE IN OUR CANADIAN WORKS

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



THE NECESSITY IS TO ORDER NOW!

The tip is: order measures and funnels **now** and be sure of getting delivery when required in the spring.

Made of very strong tin and are heavily copper-plated, lacquered and stamped by the government inspector, measures in plain and combination, the funnels in round and oval styles. We turn out the best product in this line in the country and know that there is all kinds of business waiting for the dealer that sells them.

The Wentworth Manufacturing Co.
HAMILTON, ONTARIO

If interested tear out this page and place with letters to be answered.

Twenty-Five Years Experience



Tungsten and Nitrogen Lamps

Buyers of electrical goods sometimes have difficulty in selecting the many devices offered. The choice is made often without knowing how or why, outside the feeling that this or that is best. In dealing with us you can rest assured that each and every article is guaranteed, and more—that it is a quality article carefully tested and inspected.

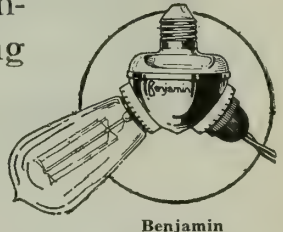


Separable Plugs



Arrow "E" Switches

Below we enumerate a few of the many lines recommended and sold by us. For these goods a buying preference has been established.

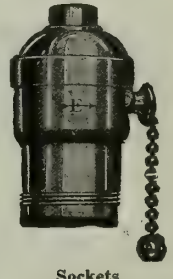


Benjamin 2-Way Plug



C.B. Irons

APEX SUCTION CLEANERS
ARROW ELECTRIC SWITCHES
BENJAMIN DEVICES
COLUMBIA BATTERIES
CANADIAN BEAUTY HEATING APPLIANCES
DOUBLESURE TAPE
GENERAL ELECTRIC SOCKETS
GALVADUCT CONDUIT
HUBBEL LAMP GUARD AND SHADES
JEFFERSON GLASSWARE
MAJESTIC HEATERS
MAZDA LAMPS
SQUARE "D" MOTOR STARTERS
TROJAN ELECTRIC WASHING MACHINES



Sockets



Columbia Batteries



We carry complete stock of the best wiring devices and appliances, and your orders will receive best attention.

McDONALD & WILSON, LIMITED

347 Yonge St. TORONTO

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—your scale catalog is ready



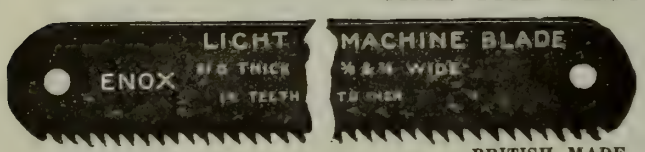
A COMPLETE SHOWING OF ALL KINDS OF SCALES

The "Imperial Standard" line is complete in every respect, from the largest platform to the smallest domestic scale —all of the Burrow Stewart & Milne standard quality—values which make for quick turnover.

This new catalog is now ready for delivery. Your copy will be mailed upon request. Ask your jobber for "Imperial Standard" Scales. Sold everywhere in Canada.

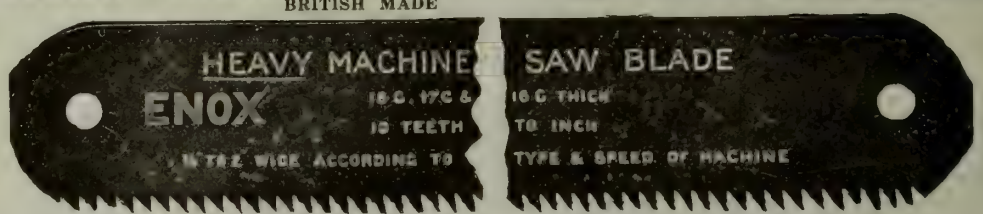
The Burrow Stewart & Milne Co., Limited
HAMILTON, CANADA

ENOX HACKSAW BLADES
ARE THE BEST



BRITISH MADE





AGENTS IN CANADIAN TOWNS WANTED

AN ENTIRELY BRITISH COMPANY

Liberal terms offered to firms willing to carry stocks and act as sole agents for the district

SOLE MAKERS FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

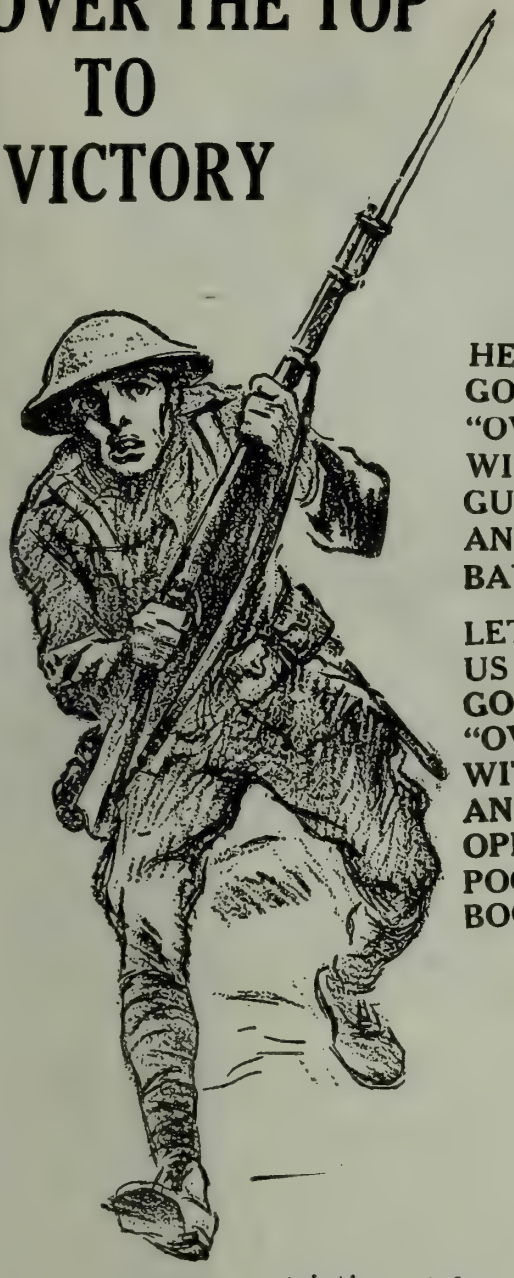
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - - - - ONTARIO



It's a Pink anyway you take it, and it's the best Peavey made.

OVER THE TOP TO VICTORY



HE GOES "OVER" WITH GUN AND BAYONET

LET US GO "OVER" WITH AN OPEN POCKET-BOOK

Let your patriotism take a practical shape. Invest your dollars in your country. Canada is your security.

Every spare dollar is of draft age. Help Haig to hammer the Hun.

BUY VICTORY BONDS.

Space donated by

Walter Woods & Co.

HAMILTON and WINNIPEG

Canadians are to-day asked to loan for Victory, to loan for Continued Prosperity, to loan for Progress in time of peace. They can do this through the purchase of Victory Bonds. It is everyone's duty to buy Victory Bonds to the full extent of his ability. That is the civilian's part. It is the only way he can recompense those who have fought his battles. The security offered is Canada. Stake your all on Canada.

Buy Victory Bonds

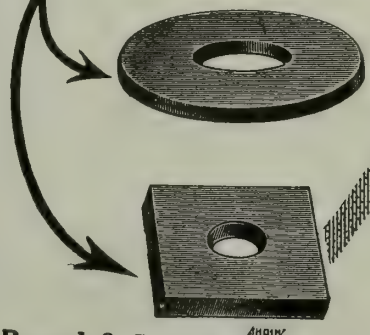
METALS · CHEMICALS · GLASS

B & S·H

Established 1790

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs, Felloe Plates, Sheared and Punched Plates.

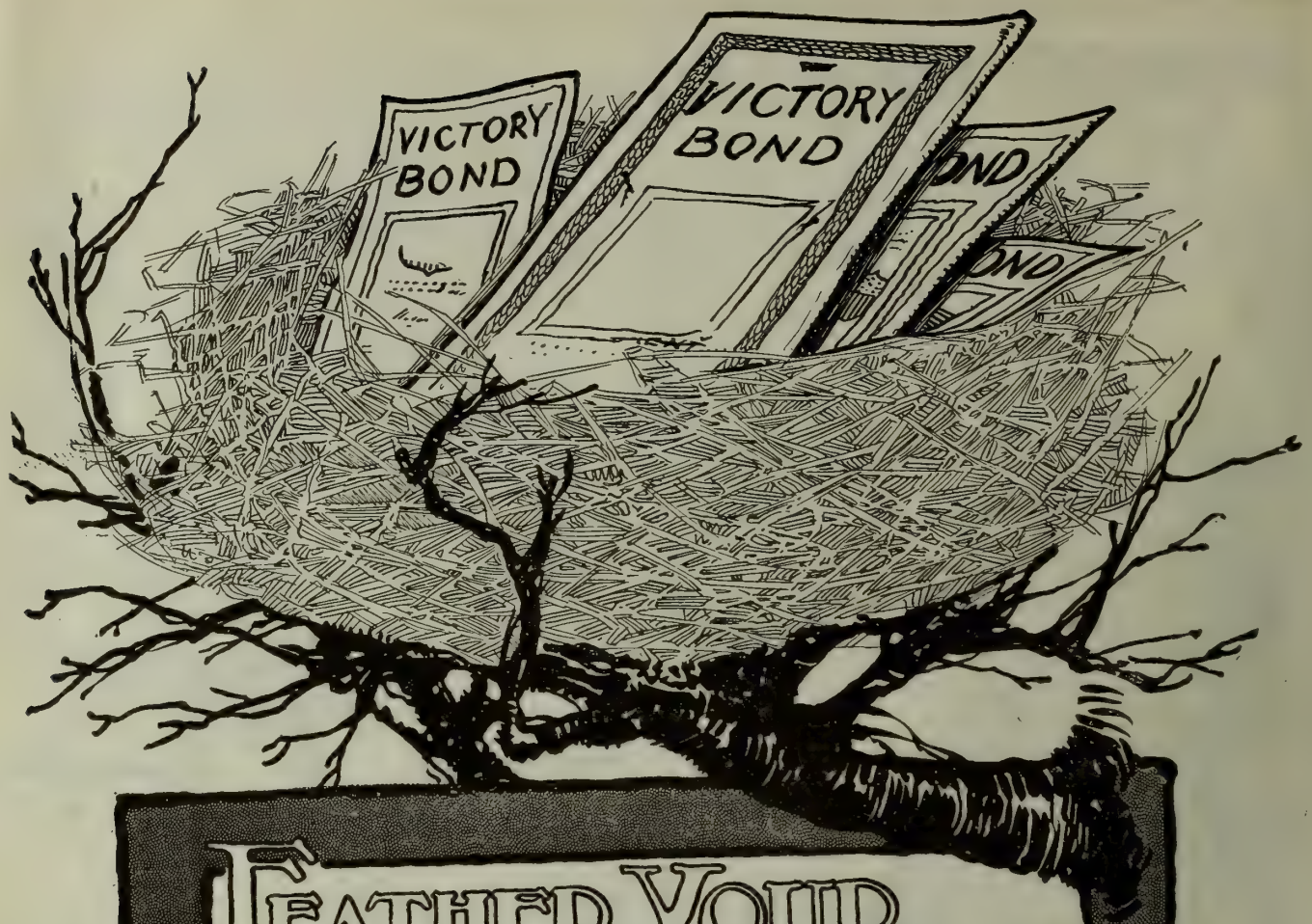
Malleable Washers and Cast Iron Washers.

Round & Square Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company

Milwaukee, Wis.



FEATHER YOUR NEST.

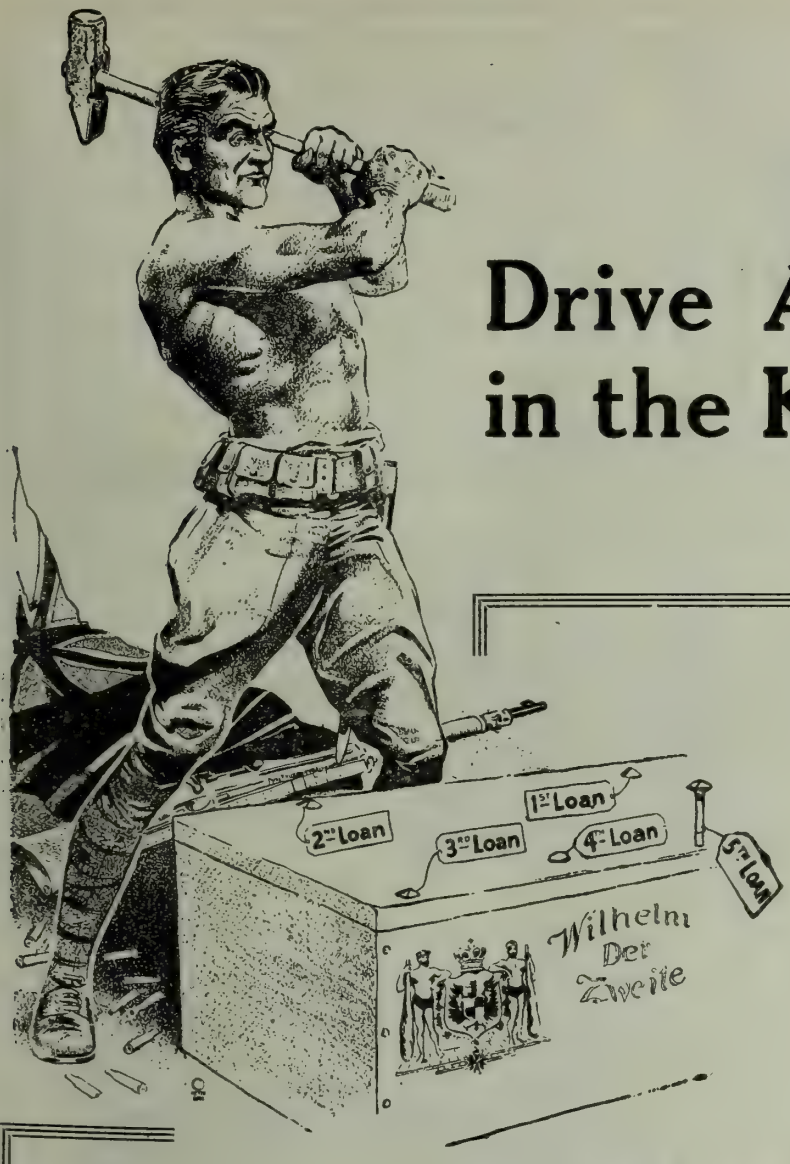
WHEN you invest your money in Victory Bonds you are not *giving* money to your country. You are making the safest investment in the world, and your money will come back to you, with interest, at a time when you may need it far more than you do now. And remember,

Every Bond you invest in may Save a Soldier's Life.

Canada Stove and Foundry Co., Ltd.

Ville St. Laurent MONTREAL, QUE.

If interested tear out this page and place with letters to be answered.



Drive Another Spike in the Kaiser's Coffin

SWING the hammer high and drive it in good and hard. Every Victory Bond you buy will be another lusty stroke to help nail up Autocracy, and nail it up for good and all.

BUY VICTORY BONDS

Buy to the limit of your ability. Urge your friends, your customers — everybody you come in contact with, to buy—buy—buy. It's a national duty also.

We owe it to our gallant Fighting Men—we owe it to our Splendid Allies—we owe it to the Glorious Cause of World Freedom to put this Victory Loan "over the top."

And we owe it to ourselves—for a successful Victory Loan—an over-subscribed Victory Loan—means a boost for Canadian Business. Buy Bonds and Beat the Boche.

This Space Donated to the Winning of the War

Taylor-Forbes Company, Limited

Head Office and Works: Guelph, Ont.

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STRENGTHEN HIS ARM !!

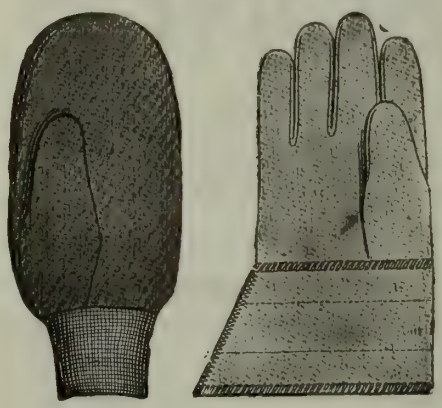
Buy Victory Bonds

Urge your customers to buy. There is no better or surer investment and an oversubscribed loan is an assurance of positive Victory.

Many of our customers will readily subscribe if they can be shown how they'll get along —how they'll save.

A display of TAPATCO Gloves will suggest work which makes for saving—tending the furnace, for instance. Talk to your customers about doing work of this kind and thus releasing money to buy Victory Bonds.

"TAPATCOS" are made in many styles to suit every requirement. Send in your order now.



The
American Pad & Textile Co.
Chatham - Ontario

"Over the Top"

Our Town went over the top with a rush the first day of the canvas for the sale of

Victory Bonds

Help your Town go over, too. Buy to your utmost.

STEVENS-HEPNER CO., LTD.
Port Elgin, Ont.

Good Men

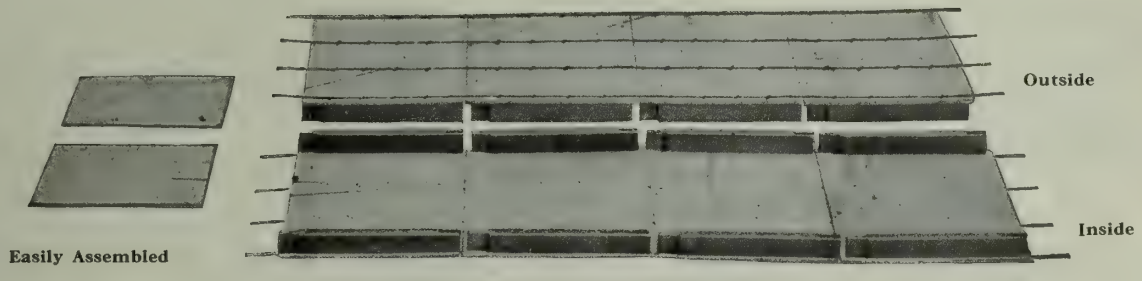
DO you need the services of a good retail salesman, traveller, or manager. The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.

If interested tear out this page and place with letters to be answered.

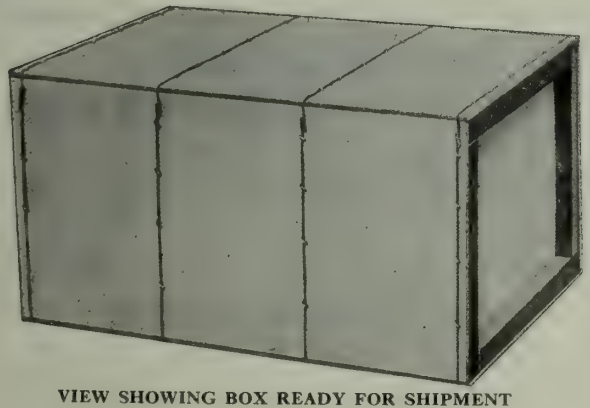
How the

4-One Wirebound Box

Helps Manufacturers and Shippers



VIEW SHOWING BOX IN KNOCK-DOWN



VIEW SHOWING BOX READY FOR SHIPMENT

It reduces freight charges by 50%.

It reduces storage space when stored in the knock-down.

It reduces complaints from customers; goods arrive in good condition.

It reduces claims, no more damaged goods while in transit.

Above we show you a 4-One Wire-bound Box. One view shows the box in "knocked down" condition, the other assembled ready for shipping. The principle of construction is such that external strain and bulging strain cannot injure contents.

That's why you will find 4-One Wire-bound Boxes the safest shipping method for your product, no matter what its nature.

We'll quote you prices and send you samples on request.

CANADIAN WOOD PRODUCTS LIMITED

TORONTO

If interested tear out this page and place with letters to be answered.

MANUFACTURERS SUPPLIES

Firms advertising in this department are p articularly interested in supplying requirements of manufacturers, a nd solicit their inquiries.

WHY have our sales increased 200% over last year?

BECAUSE our prices, quality equal, are 10% lower than others

OUR GRADES

Colored---1B, 1A, 7, 1, 5

White---Jap, XC, X, XX, XXX

ACME WASTE MFG. CO.
LIMITED
482 WELLINGTON ST. W., TORONTO
5 Queen Street, Montreal 1206 McArthur Bldg., Winnipeg

THE BRITISH ALUMINIUM COMPANY, Limited
OF LONDON, ENGLAND

PRODUCERS OF ALUMINIUM IN ALL COMMERCIAL FORMS

CANADIAN HEAD OFFICE:
60 WEST FRONT STREET, TORONTO
Eastern Agents: Spielmann Agencies Montreal

GULF BRAND
Pure Gum Turpentine and Rosin
of highest Quality, guaranteed at destination to Equal *Government Standards*

Nothing but **selected pure Gum Products** from **Distilleries** using the **most Modern methods of manufacture** and **handling** and following a **strict set** of specifications to insure the **Highest Uniform Quality.**

Shipments made direct from Distilleries. Grades guaranteed at destination to equal **Government standards.** Stocks carried in Toronto, car or less car lots. Write for quotations.

FRED SMITH
Mail Building, Toronto, Can.

Live Salesman

You will find that live retail salesmen, invariably read Hardware and Metal each week. You can reach the best retail salesmen in Canada through the "Wanted" page of HARDWARE AND METAL.

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

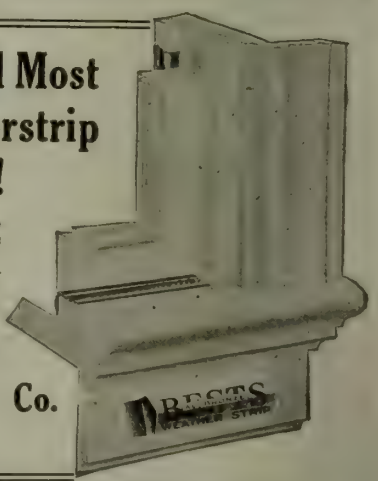
The Tightest and Most Durable Weatherstrip Sold Anywhere!

BEST weatherstrip is the simplest to instal—the most reasonable in price and the only all metal weatherstrip on the market that can be applied without removing windows.

The *need* of every home to-day. Appeals to All in Price.

It's your patriotic duty to conserve coal by selling it.

Best Weather Strip Co.
LIMITED
Hamilton



If interested tear out this page and place with letters to be answered.

Look for the full name

Russell Jennings

stamped on the round of our

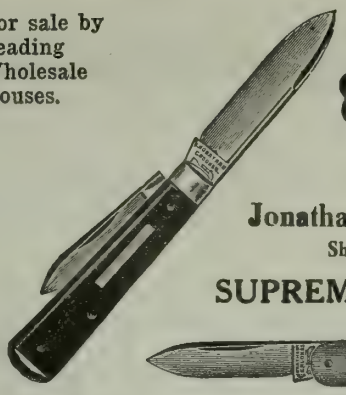
Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

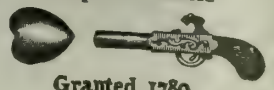
Russell Jennings Mfg. Co.

CHESTER, CONN., U.S.A.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son

Sheffield, England

SUPREME CUTLERY



JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that the exact mark is on each blade

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

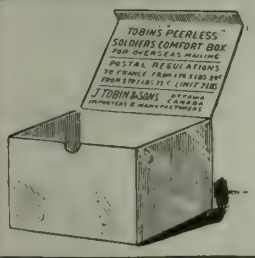
JOHNSTON BROKERAGE COMPANY

WINDOW GLASS

Selling numerous Standard Brands.
Carloads and Contracts Only.
Also 29 oz., 32 oz., 34 oz. and 39 oz.

EXCELLENT SERVICE LARGE CAPACITY
GOOD PACKAGES AND QUALITY

FIRST NATIONAL BANK BUILDING
Pittsburgh, Pa.
Canadian Agents: Joseph Taylor & Son, 53 Yonge St., Toronto, Ont.



Exactly What Your Customers Need—Tobin's Xmas Overseas Mailing Boxes!

Tell your customers to send their goodies in Tobin's "Peerless" Overseas mailing boxes.
Two boxes in one—light, durable—and strong as Gibraltar—Government tested 37 lbs. to square inch—70 times greater than required.
Easiest box in the world to wrap and pack.
Made from "Peerless" extra heavy cushioned corrugated board.
Used by thousands of senders in both hemispheres. Handsome Display Cards Sent with Each Shipment.

J. TOBIN & SONS (Sons on Active Service) - OTTAWA, ONT.



HORSE BLANKETS are scarce but—after filling orders we have some for sale in almost every weight and width. ***Write for prices.*** Our travellers are out with samples for next year—Place your orders early.

J. J. TURNER & SONS, LIMITED, Peterborough, Ont., Can.

CROWBARS



No. 1[illegible]

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL



The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

"FALL IN"

Way back in 1914 came the thrilling call—"Fall in." To the beat of the drum men flocked from all quarters. God bless them, how they came—came in their thousands—to fight for all that men hold dear—for country and home and freedom. Valcartier sprang up in a day. Out of the night a great armada gathered to carry our brave lads "over there" into the fog of battle, into the darkness of strife.

Inspired by the same spirit, led by their glorious example, battalion after battalion rallied to the flag. Camps sprang up like mushrooms, and men prepared to follow their brethren into the hell of war. Four years have passed and still they come and go.

"Fall in!" Piercing the din of battle, out from the shell-torn fields of Flanders comes the call to us at home. Ours is an easier task, but we dare not fail. We must insure an abundant, never-failing stream of supplies and comforts. We must put our **dollars** into the fight.

VICTORY LOAN OF 1918

Right nobly have Canadians responded to each and every call. The fifth year finds Canada true to purpose, constant in endeavor, determined to maintain to the utmost her share in the struggle. And now that Victory is in sight the unbounded support of every loyal citizen to the present loan should be assured.

Although the Victory Loan offers an excellent investment, it has for **you**, for **all** of us, a sterner call. You cannot expect a place with those who will welcome home our heroic men unless you answer it. The Victory Loan is Canada's pledge of faith to her soldier boys. The bonds you buy are your share of that pledge. The most you can do is the least you should demand of yourself.

Listen, then, to the call. Give heed to its appeal. It may be your last chance. Don't let it pass. Buy Victory Bonds to your utmost. "Fall in."

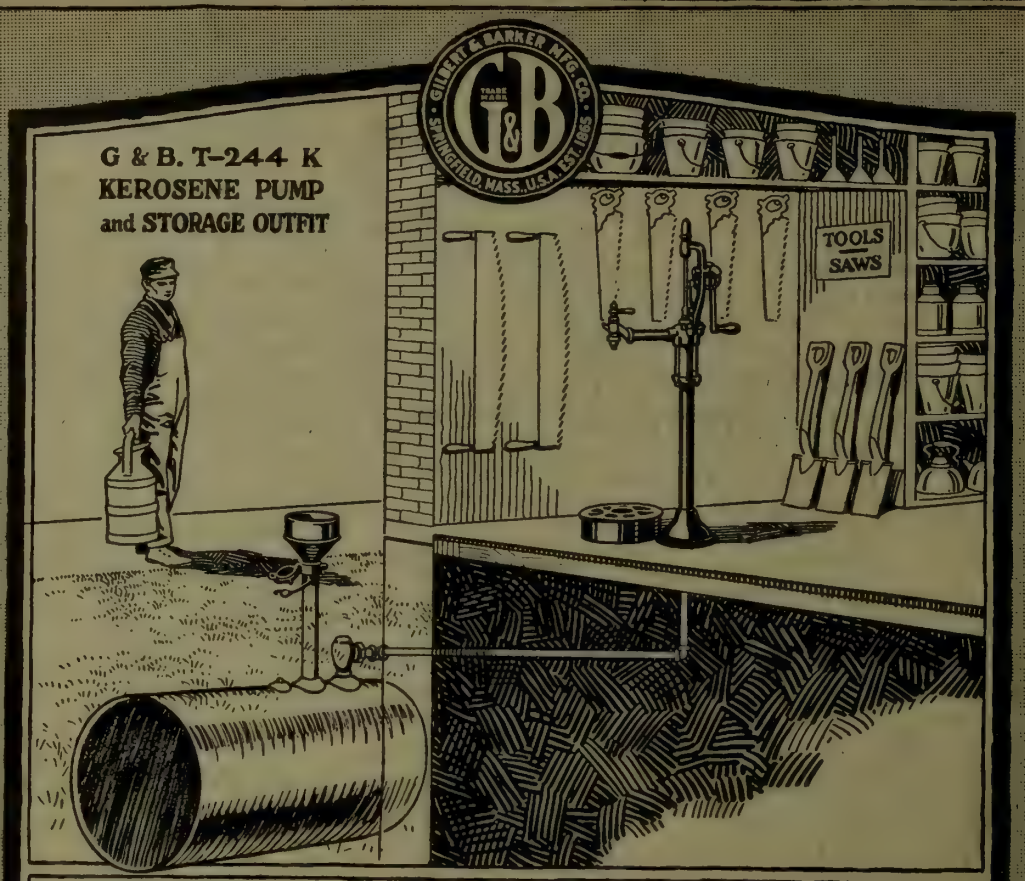
Space Donated by Polarine

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES



Store and handle Kerosene Safely and Conveniently

Safety, convenience, economy in storing and handling kerosene or coal oil—those are the advantages a Gilbert & Barker T-244-K Pump and Storage outfit gives you.

Storage in a G&B underground tank insures cleanliness—minimizes fire risk. Tank is of best quality of open-hearth soft steel, galvanized by the hot process. All seams are welded by the oxy-acetylene process. Tank may be filled from outside.

The T-244-K Pump delivers the oil directly into the consumer's can without overflow or waste. Eight turns deliver an accurate Imperial gallon. No measure or funnel to handle or lose. The recording meter and discharge register records in gallons and pints the total amount of oil pumped up to 1,000 gallons and then repeats.

Such an outfit pays for itself many times in the saving of oil, time and labor it gives.

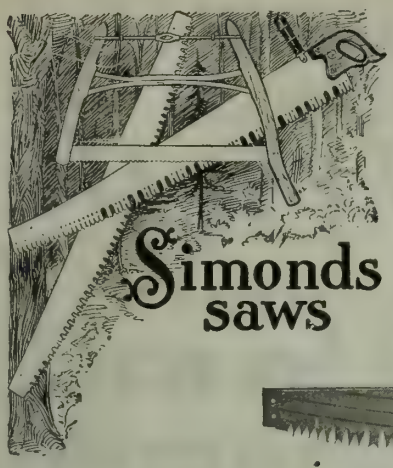
Write for catalogue or call at any branch of Imperial Oil Limited.

SAVE OIL

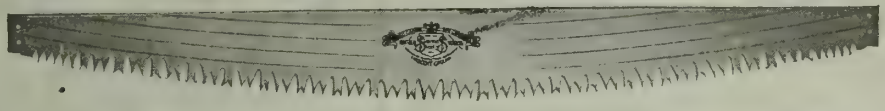
IMPERIAL OIL LIMITED

Canadian Distributors of Gilbert & Barker Gasoline and Lubricating Storage Outfits

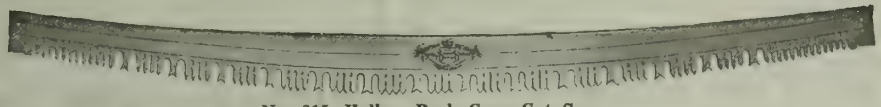
BRANCHES IN ALL CITIES



The best way to build a big business is to sell goods that satisfy. In the Saw line you know there is nothing which gives the user such complete satisfaction as Simonds Crescent Ground Cross-Cut Saws and Simonds Hand Saws. They will help to keep your business big or build it big. Write for catalog and terms.



No. 22. Full Width Cross-Cut Saw, Lance Tooth.



No. 315. Hollow Back Cross-Cut Saw.

Simonds Canada Saw Co.,
Limited
St. Remi St. and Acorn Ave., Montreal, Que.
Vancouver, B.C. St. John, N.B.



No. 10½. Sway Back Hand Saw.





BEHIND THE GUN
THE MAN

BEHIND THE MAN
THE DOLLAR

BEHIND THE DOLLAR

VICTORY BONDS

BEHIND THE BONDS

CANADA





LEND THE WAY THEY FIGHT

BUY VICTORY BONDS

WHITES LIMITED
WHOLESALE HARDWARE & METALS
COLLINGWOOD - - ONTARIO

If interested tear out this page and place with letters to be answered.

MADE IN CANADA

Perfection Sanitary Brush Co.

1118 Queen St. West
Phone: Park. 250
TORONTO, ONT.

Original Makers in Canada of HIGH-GRADE SANITARY Twisted Wire Hair, Bristle and Fibre BRUSHES for Household, Toilet, Automobile and Dairy Purposes.
DUSTLESS DUSTERS,
DUSTLESS MOPS,
HAIR BROOMS, Etc.

Manufacturers to the Trade Only

Send for Catalogue and Terms

Geo. A. Marshall, Proprietor

Manufacturers
OF
WIRE
HEADQUARTERS FOR
Wire Bale Ties

LARGEST CAPACITY AND STOCK IN CANADA

Prompt Shipment

LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA

Winnipeg Toronto Montreal
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Furriers to
H. M. King George V
BY APPOINTMENT

Superior Quality Raccoon Coats
in a tremendous selection

Made of carefully selected full furred pelts, these coats are finished in the typical Holt, Renfrew way.

Light in Weight---Soft---Well Fitting

While there are both cheap and expensive coats, we pay particular attention to the moderately priced.

Select one now while choice is complete

Holt, Renfrew & Co.
Department "K" *Limited* Quebec City

MADE IN CANADA

Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

If interested tear out this page and place with letters to be answered.

A War Time Roofing

Labor was never so scarce or so dear as to-day. Therefore, any line of goods that saves labor and time is a good one to sell.

Brantford Asphalt Slates



House in Kingston roofed with Brantford Asphalt Slates

are easily and quickly laid. They save time, they save labor, they reduce the cost of putting on the roof. They are moderate in price, artistic, waterproof, fire-retardant, easily handled, and will last for years and years.

The demand for Brantford Asphalt Slates (red and green colors) is steadily increasing. Are you getting your share of the trade?

Brantford Roofing Co. Limited

Head Office and Factory, Brantford, Canada

Branches at Toronto, Montreal, Halifax



Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.



WILLIAMS' SUPERIOR DROP-FORGED "C" CLAMPS

"They Stand the Strain"

Help the shop people to select the "C" clamp best adapted to their needs—there's "A Williams' Clamp for every purpose." For

Heavy Service— Williams' "Vulcan," 11 sizes, ¾ to 12½".

Medium Service— Williams' "Agrippa," 7 sizes, 4 to 18".

Light Service— Williams' "Light Service," 8 sizes, 2 to 12".

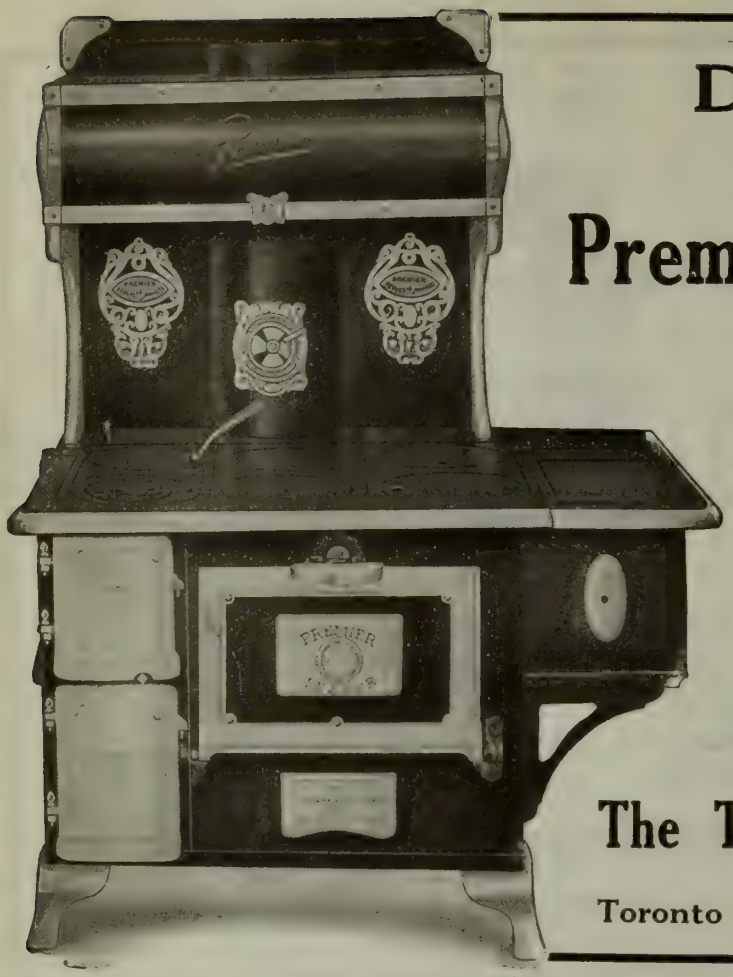
Tool Room Service— Williams' "Tool Makers," 4 sizes, 1 to 4".

Machinists' Tools Booklet with your imprint if desired.

J. H. Williams & Co.

"The Drop-Forging People" 30 Richards St., Brooklyn, N. Y.

The A. G. Low Co., Ltd., 30 Pacific Avenue, Saskatoon, Sask. Agents for Manitoba, Saskatchewan, Alberta, British Columbia



DAVIDSON'S

POPULAR

Premier Leader Range

is a range that is built to supply the demand of a high-grade steel range at a popular price.

It is just as fully guaranteed, as to its baking and economical operating qualities, as our higher priced ranges.

There is a "Premier" to meet every demand, whether for a steel or cast range, one fully dressed or strictly plain. The "Premier Leader" is made square or with reservoir.

The Thomas Davidson Mfg. Co.

Limited

Toronto **Montreal** **Winnipeg**

Twelve Cents Per Word!

Several weeks ago a firm in Vancouver, B.C., telegraphed a want ad to Hardware and Metal. They wanted a clerk in a hurry and wished to catch the earliest issue.

The cost of a telegram from Vancouver to Toronto is ten cents per word, added to this was our charge of two cents per word.

This firm had faith enough in Hardware and Metal's Want Ad column to pay *twelve cents per word,* for an announcement in this column. This little story speaks for itself. Mail or wire your want ads, we will accept them until Thursday noon for the current issue.

Hardware and Metal Want Ad Dept.

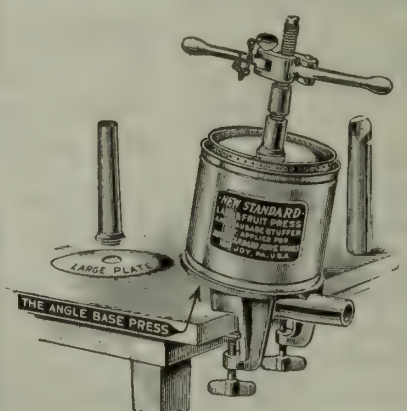
Food Choppers and Presses



DOUBLE TINNED

New Standard Food Choppers have two particular features that make instant appeal to housewives. They open wide making them easy to clean, and their cone shaped feeders prevent tearing and squeezing. The food is fed to the knives at a regulated speed, the knives are shear cutting, self-sharpening and non-clogging—they cut the food as fast as it's fed to them. Fitted with positive clamp that holds firm, is double tinned and guaranteed rust proof, and is made in sizes 1, 1½, 2, 3, and 4, with stuffers for size 3.

New Standard Fruit and Lard Presses are made in 2-quart and 4-quart sizes, have very few parts, are easily cleaned, and sell at about half the price of others of equal quality. We would appreciate your order for samples.



MEHASCO

ANOTHER MEHASCO MESSAGE

No. 16

MERCHANTS HARDWARE SPECIALTIES, LIMITED

CALGARY

If interested tear out this page and place with letters to be answered.

A WORD ON

BRUSH VALUES!

Do you, Mr. Buyer, realize that the quality, good or bad, of an article bought and resold by you is distinctly in evidence long after the price and conditions of sale have been forgotten?

It is the wear and tear of rough and extended usage that brings out quality and establishes merit and it is inevitable that the recognition of them brings with it a recognition of the source from which they came.

A buyer's reputation is built up in proportion to his ability to buy quality goods and market them at fair prices, and there is no better reputation builder than

TRADE SIMMS SET IN RUBBER MARK **BRUSHES**

They are produced in quantity and under modern conditions of manufacture that takes full advantage of the economies of a quantity product, hence

SIMMS' "BETTER BRUSHES"

are sold at a price no higher than is asked for the poorer kinds.

In these times, as in no other, it behooves you to buy from old-established houses that you know will deliver quality goods.

T. S. SIMMS & CO., LIMITED

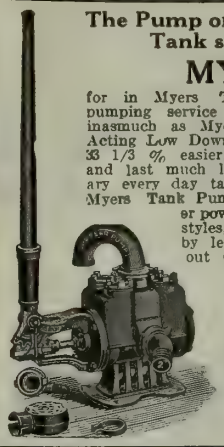
BUILDERS OF

BETTER BRUSHES

ST. JOHN (FAIRVILLE) N.B., CANADA

Branches at Montreal, Toronto and London

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The Pump on the Threshing Tank should be a

MYERS

for in Myers Tank Pump is found pumping service of exceptional merit inasmuch as Myers Cog Gear Double Acting Low Down Tank Pumps operate 33 1/3 % easier, have larger capacity and last much longer than the ordinary every day tank pump.

Myers Tank Pumps are built for hand or power operation, in several styles, and are distributed by leading jobbers throughout Canada.

It's an easy matter for you to get them quickly, just as it is for you to sell them Circulars and name of Jobber gladly supplied.

F. E. Myers & Bro.
Ashland, Ohio

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

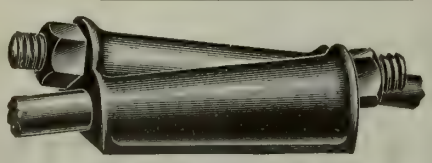
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.



Malleable Iron Lugs

SILOS TANKS
WOOD PIPE LINES

Variety of patterns, using round and flat bands.

Otterville Manufacturing Co.
LIMITED
OTTERVILLE, ONT.

LONDON BAR IRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia —McPherson & Teetzel, Vancouver

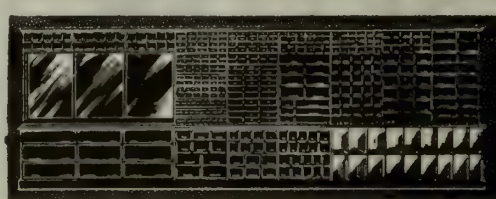
SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: **A. RAMSAY & SON COMPANY, Montreal**

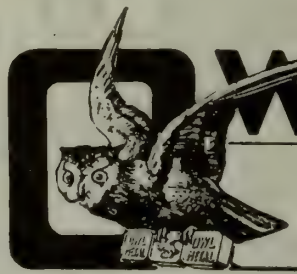
Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is to match. Prices right.

CAMERON & CAMPBELL, Sole Manufacturers
Toronto, Canada



OWL METALS

Hardware Dealers who at one time hesitated on the Babbitt Metal question now find that Owl Metals pay the rent. Try selling Owl Traction Babbitt for Tractors. Owl Babbitt Metal for Thrashers.

OWL METAL CO., LIMITED, WINNIPEG

If interested tear out this page and place with letters to be answered.

Don't Say It!

DON'T SAY IT! If you feel you "can't afford" to buy a Victory Bond, don't say it! It simply WON'T go. We're through with that excuse in this land forever.

If you can afford to LIVE you can afford to buy Victory Bonds. If you can afford to pay rent, buy food or wear clothes you can afford to subscribe to the Victory Loan.

We're getting down to brass tacks with this loan. We're beginning to count noses in this country. And the person who "can't afford" to LEND FIFTY OR ONE HUNDRED DOLLARS TO SAVE HIS OWN SKIN AND BLOOD will shortly find there is mighty little elbow space in good old Canada.

Let's get rid of this hero stuff—as applied to Victory Loan purchases—right now. Let's get down to bed-rock. Let's realize that we are face to face with the greatest crook of all ages—a masked murderer with a gun leveled at our hearts who, in true thug style, is snarling between his teeth the command: "Your money or your lives!"

"Won't you PLEASE buy a Victory Bond?" Oh, the mockery of it!—cajoling, urging, begging people to LEND fifty or one hundred dollars at 5½ per cent. interest to SAVE their lives, their honor, their very souls!

We have reached the "MUST" stage in this fight. Either we LEND our money to Canada now—at fair interest—or we GIVE it to the Kaiser later and PAY INTEREST for the privilege. There is no middle course. There is no neutral ground. We either LEND now or GIVE later.

Sacrifice? Of course—SACRIFICE! Sacrifice till it hurts. Sacrifice till you haven't a dollar left. Sacrifice till you know what real, honest-to-goodness sacrifice is like.

That's the spirit we must have in this loan. And don't sleep at night till YOU get it!

Yours for Victory Bonds

McKINNON INDUSTRIES, LIMITED

St. Catharines, Ontario, Canada

If interested tear out this page and place with letters to be answered.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Halifax Montreal Ottawa Fort William Winnipeg Regina Saskatoon Lethbridge Calgary Edmonton Vancouver Victoria

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

P H

TRADE MARK

ONE of the largest buyers of tools in the Dominion said to us the other day, "After the war we shall sever many business connections we have been obliged to make in order to keep our stock in shape for our customers. The manufacturer who has in these past four years kept up the quality of his product in spite of the temptation to sacrifice quality for quantity output is the only man with whom we shall maintain business relations."

Which is sound "Hoss Sense"

Confidence is the basis of all trade, and a buyer can only place reliance on the product which has stood up under the war strain.

P.H. and Imperial Files have been and will be marketed solely on the basis of service.

"THEY CUT FASTER AND WEAR LONGER"

Port Hope File Mfg. Co.
LIMITED
PORT HOPE - - ONTARIO

"Ask Your Jobber"

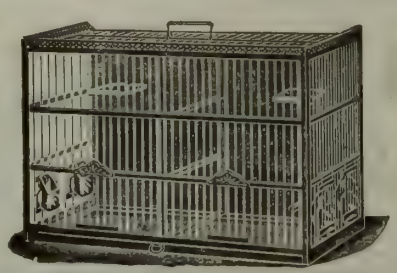
IMPERIAL

TRADE MARK

"HENDRYX" BREEDING CAGES

are absolutely necessary for the scientific and hygienic raising of canary birds.

All metal—White Enameled—Green trimmed—Closed back—Two partitions—Two nests and nest holders—Four cups—Six perches—Sliding drawer.



No. 86S—17¼ x 8¾ x 13¼".
No. 86—20 x 10 x 14".
No. 87—22 x 11 x 15¾".
No. 88—24½ x 12¼ x 16¼".
No. 113—26¾ x 10 x 13⅞".

The breeding time extends from January through April, and the increased interest in raising birds requires a stock of these cages.

THE ANDREW B. HENDRYX COMPANY - NEW HAVEN, CONN.

If interested tear out this page and place with letters to be answered.

Where Will You Stand On The Day of Victory?

THERE will come a day when the news of VICTORY will thrill the world, and linked with that VICTORY will be the immortal glory of the Canadian people.

There will come a day when Canada's conquering army will come home, and that will be a proud day in the long calendar of Canadian achievement.

Upon that day all Canada will be divided into two classes. The first class will include those who gave their sons, or lent their dollars, freely and unselfishly, for their country, and for the flag, to establish it as the emblem of freedom and justice for all mankind.



Where will you stand on that day of VICTORY

?

You can choose now---you cannot choose then.

Invest in VICTORY BONDS

This space donated to the success of the Victory Loan and the winning of the war by

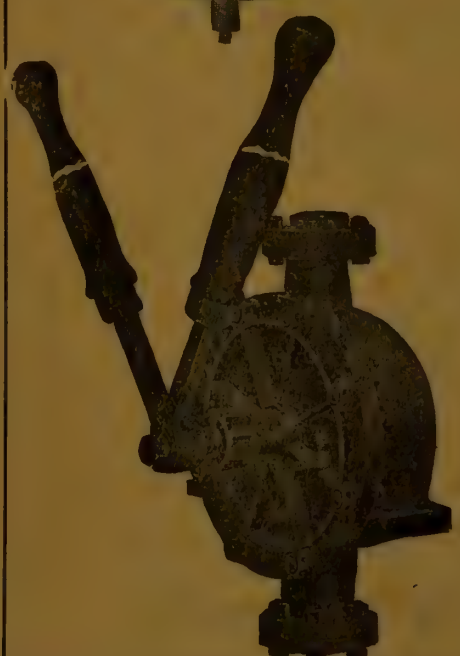
Dominion Cartridge Co., Limited

120 St. James Street,
Montreal









FIVE WORKS—OVER 3,000 EMPLOYEES

It is our intention after the War to devote our energies to the intensive production of the following Specialities:

Gunmetal and Brass Valves and Cocks.
Steam, Water and Compressed Air Fittings generally.
Cast Iron Stop and Sluice Valves.
Semi-Rotary Pumps.
Extruded Brass and Bronze Bars.
Brass Bolts and Nuts, Studs and General Turned Work from the Bar.
Cast and Malleable Iron Cocks and Pipe Fittings.
Pressure and Vacuum Gauges.
Injectors and General Jet Appliances.
Engine Governors (Pickering, Proell and other types).
Spraying Machines for Insecticides and Limewashing.
Coppersmiths' Work.
"Stella" Brand Alloys, Manganese Copper, Silicon Copper, Ferro Zinc, Phosphor Copper and Tin, etc.

Business After the War

If you are interested in any or all of the lines mentioned and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office at the address below.

UNITED BRASSFOUNDERS and ENGINEERS, Limited

EMPRESS FOUNDRY

Cornbrook, Manchester, England


Ready to follow the barrage
VICTORY BOND
BOND
Buy Victory Bonds
It's a safe Investment
This space contributed by
CLARE BROS., PRESTON, ONT.

With Your Name and Address on them—



IT is not often that we have an opportunity of doing our advertising for Gillette Razors and Blades over YOUR name.

But we have worked out a campaign of direct advertising that is almost as individual and forceful as a dealer's window, which remains, as it has always been, the best possible "tie-up" between our publicity and your store.

IF YOU HAVE NOT RECEIVED YOUR SAMPLES, PLEASE ADVISE US—

We have produced handsome folders describing each Gillette Set, and these are now available for dealers' use, with **dealer's name and address printed on them.**

You are welcome to all you can use, and if samples of the different folders have not yet reached you, send on your name and address for same.

We could offer you no better material to prepare the ground for you for record Christmas sales of Gillette Razors and Blades.

Gillette Safety Razor Co., of Canada, Limited
65-73 St. Alexander St., Montreal

Gillette Safety Razor

If interested tear out this page and place with letters to be answered.

"Member Audit Bureau Circulations."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, NOVEMBER 9, 1918 No. 45

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Lend the way our Boys Fight.
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Attract the Women's Trade

Many hardware dealers have gone so far as to equip Women's Rest Rooms in their stores, in order to attract the trade of the fair sex. This shows how valuable women's trade has come to be in Canadian hardware stores.

You, too, can attract more women to your store by concentrating on window and store displays of such lines as O-Cedar Products.

O-Cedar Polish

The leading women's magazines of Canada, as well as a big list of important dailies, are teaching more women all the time, how they can lighten their household work by using O-Cedar Mops and Polish. They are familiar with the O-Cedar Trade Marks and Packages, and a good display of these products will at once gain their attention.

TRY IT NOW!
Order From Your Jobber



CHANNEL CHEMICAL COMPANY LIMITED
369 Sorauren Avenue, TORONTO

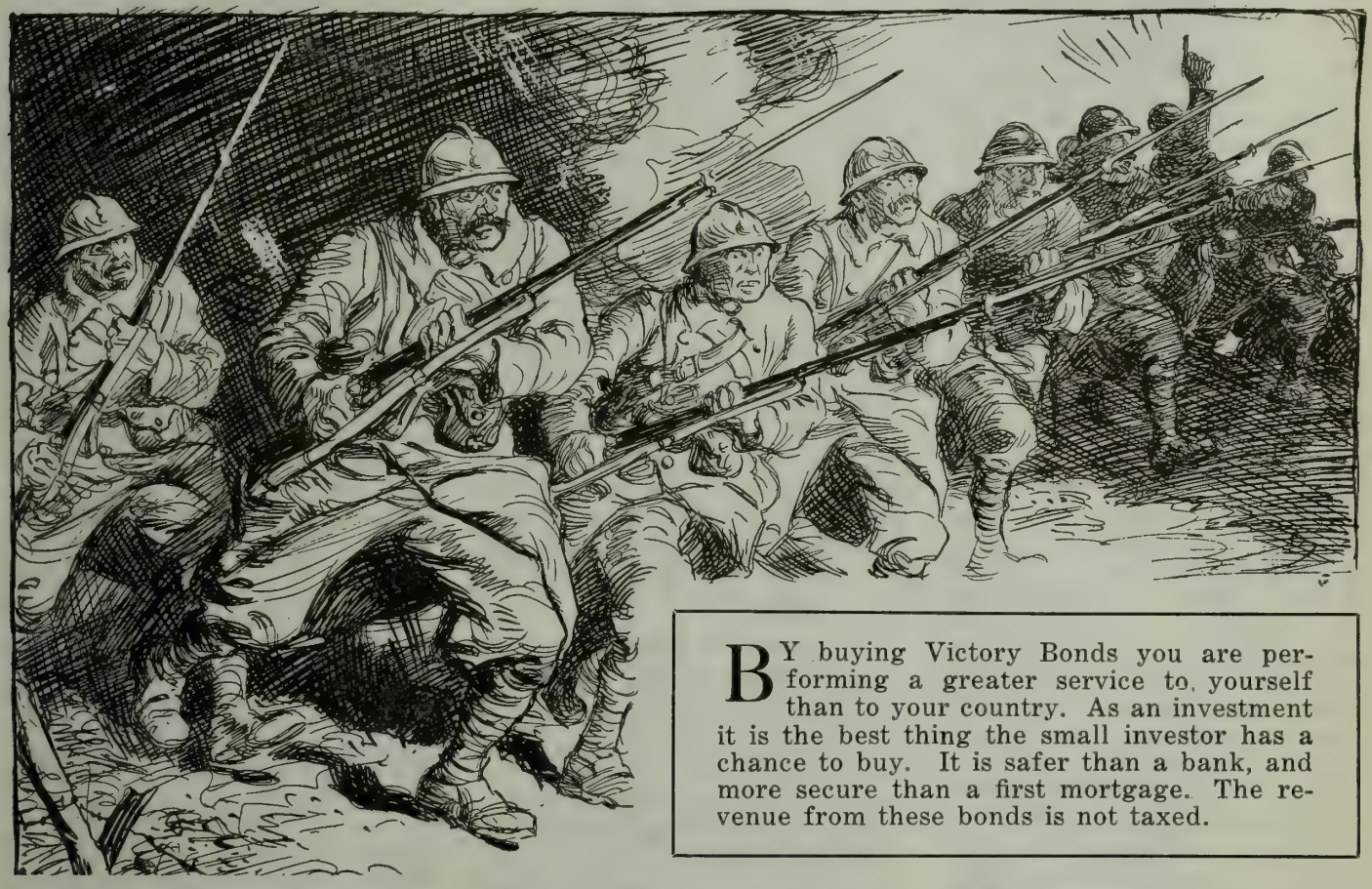
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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, NOVEMBER 9, 1918 No. 45



BY buying Victory Bonds you are performing a greater service to yourself than to your country. As an investment it is the best thing the small investor has a chance to buy. It is safer than a bank, and more secure than a first mortgage. The revenue from these bonds is not taxed.

Bomb the Tottering Hun With Bonds

EVERY retailer and every manufacturer can help smother the Kaiser and his followers in a storm of Victory Bonds. No one comes more closely in touch with the public than the merchants, especially the hardware dealers. Stores are ideal strategic points from which to talk about the needs of the Dominion supporting the boys on the firing line and also maintaining an unbroken front at home. The "personal" element can be introduced through the stores in a most effective way and much good work done to help along the subscriptions.

Business men of all classes have been co-operating heartily in the work of selling bonds. Many hardwaremen have given their time freely, have used their windows for Victory displays and have backed up their work and their talk by subscribing generously. Any number of hardware dealers have helped effectively also by paying for large advertisements in their home papers.

The campaign is now on its last lap. It is always the effort put forth in the final days that makes or breaks a campaign such as is on now. To do her share in clinching the Victory for the Allies and round out the work she has done in the past, Canada needs more money to "Carry On." The boys on the firing line are giving all that they have. Those at home are not asked to give, merely to lend money on security that is unquestioned and at splendid interest rates.

One of the few things we at home can do is to save and sacrifice and buy Victory Bonds and fill the nation's purse and help pay the debt Canada owes to her soldiers and the Empire. Perhaps you have bought. Think it over and see if you are not in a position to do more. Every dollar you have is of draft age. Put them into khaki. You may never get another chance and the time to help is NOW.



Is Gasoline a Losing Proposition?

Many Hardwaremen Believe Fuel Controller's Limit of Ten Per Cent. Profit is Unsatisfactory—Do Not Find That it Helps Sell Other Lines

THE action of the Fuel Controller in limiting the profit of all those handling gasoline to ten per cent. is causing a great deal of discussion among hardwaremen all over Canada. The complete regulations of the new licensing system for gasoline were given in HARDWARE AND METAL in the issue of October 12. Under the new ruling hardwaremen are allowed to charge a price that is considerably higher than most of them have been charging. On thinking the matter over they have come to a realization of the basis on which they have been handling gasoline and are finding out that from a business standpoint it is questionable. Many hardwaremen stated to HARDWARE AND METAL that they have been handling gasoline for nothing. Others say they have been handling it at an actual loss.

How It Figures Out

"I have been handling gasoline on the theory that it brought people to the store," said one dealer. "I figured out that by putting in a gasoline pump and equipment I would bring auto owners to the store. I brought them all right but in a great many cases the car owner rushes in, gets his gasoline and is gone again without even looking around the store. Any hopes that I had that selling gasoline would bring other trade soon disappeared. There is no money in handling gasoline even at ten per cent. profit, which is more than we have been making in the past. The turnover is not large enough. When I figure the cost of installing the equipment, shrinkage from evaporation, cost of handling, and overhead, I am out of pocket at the end of the year, especially if I have to pay an additional tax for a license."

On a Wrong Basis

Another dealer argued along the line that it is unreasonable to ask any merchant to handle gasoline or any other product on a ten per cent. basis. He admitted that the new ruling allows the dealer more profit than he has been taking but even at that, says it is unsatisfactory.

"We have been asleep in regard to this matter," he said. "When the government set the limit at ten per cent. we began to realize just how small a profit we had been making."

It is one of the lines dealers put in to render a service to their customers. It is a great convenience for owners of autos but from the standpoint of the hardware dealer it is an unprofitable line. Why should we be asked to handle a product that has in many cases to be handled at a loss? Why also are the smaller distributors hardwaremen, garages, etc., limited to ten per cent, and nothing is said about the profits that the big companies may make?

Another Viewpoint

Another hardwareman took the view that the whole licensing proposition is a move on the part of the big producers to drive the hardwaremen and small distributors out of business so that the big firms can have the trade entirely to themselves.

"Gasoline here in Toronto," he said, "costs us 33 cents a gallon. We sell it at 35 cents. Some dealers get 36 cents. Figure it out for yourself. On the lowest possible basis, figuring the time a man would put in looking after the work, cost of pump, loss, from evaporation, interest on investment, a hardwareman would have to sell 700 gallons of gasoline a day to break even. Mighty few of them are selling half or quarter of that amount. Therefore we are doing business at a loss. If we had other lines that showed a similar loss we would unload them and quit handling them. Just what we will do in regard to gasoline I do not know, but the situation is not as it should be."

Helps Sell Accessories

Another Toronto dealer stated that after putting in equipment for handling gasoline he also stocked auto accessories. His experience is that car owners who come in for gasoline frequently look around the store and buy other goods.

"As far as gasoline is concerned, I do not make a cent out of it," he said, "but I partly make up the loss by the trade in accessories. There is no money in handling a few hundred gallons of gasoline a year, paying a license tax, a city tax of $5 per annum, and keeping up the store to do it. It is something like wire nails. The turnover is too small and the margin of profit too small for me to make anything out of it."

Charging Too Much

One man stated that he has been charging 38 cents a gallon. When told that he was breaking the law he was surprised and said he had never figured it out. He declared that there was no money in handling the small quantity of gasoline he disposed of each year even at 38 cents and intimated that if the law prevents him from making sales at 38 cents he will quit handling gasoline.

Garage Men Hit Too

Inquiries made by HARDWARE AND METAL indicate that the garage men are not satisfied with the situation. In Toronto they plan to charge more. The limit according to the new regulations will be 36 cents. They are not satisfied with this and a meeting will likely be called shortly to see if anything can be done to improve conditions.

A dispatch from Sarnia, Ont., dated November 5, says:

"All garages locked up their gasoline tanks to-day, having decided to sell no gasoline until the government order limiting the profit to ten per cent. is amended. They claim that owing to shrinkage, ten per cent. is not enough profit."

At Chatham Too

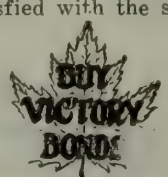
A Chatham, Ont., report is as follows:

"Local garage men report that they have received orders that they must not charge more than 10 per cent. over cost for gasoline. They now pay 30 cents, and they figure that in three-gallon lots they get $1.09 for what costs them 99 cents. They declare that the profit is not enough to take care of shrinkage, to say nothing about the cost of handling. This absorbs all the profit.

They say they pay 30 cents for the power fluid, and that if they sell in single gallons they cannot get the 34 cents, as it would be against the law, and at 33 cents they are losing, so some of them are refusing to sell in gallon lots."

Going to Ottawa

The Retail Merchants' Association of Ontario is taking the matter up and has sent out letters to merchants all over Ontario, asking for expressions regarding the proposed ten per cent. limit for profit. Letters are also being sent to the garage proprietors. Replies received so far would indicate that at the very lowest eighteen per cent. is necessary in order to break even. Many favor a higher profit. It is likely that a delegation be sent to Ottawa shortly to take up with the Fuel Controller the question of revising the regulations in respect to the ten per cent. profit clause and it is planned to make strong representations that this is much too low.



ORDERED TO PAY UP

An interesting case involving the sale of a motorcycle came up in the Toronto Police Court when William Inwood was charged with obtaining money under false pretences. Inwood bought a used motorcycle from Percy A. McBride, the local dealer, and resold it to Thomas Enright without informing the latter that McBride held a lien on the machine for a balance due. Inwood received a week's remand during which time he was required to make restitution of the amount due McBride.

How About Business if the War Ends?

Are Canadian Firms Ready to Face the Problems of the Readjustment Period From a War Basis to a Peace Footing?—What Has the Future in Store For the Merchants and Manufacturers?

IS Canadian business ready if the war ends next week, in a month, or in two months? What shape will the Canadian retailers and manufacturers be in if Germany decides to accept the allies terms and the great four years' struggle ends?

These are questions one hears on every side in the business world these days. The answer of those who are in closest touch with conditions is that Canadian business is in splendid shape to face the period of readjustment that seems now to be much nearer than anyone thought two months ago. Canada was caught entirely unprepared for war, but business men declare the Dominion is not unprepared for resuming its normal condition, and that the problems of the period of transition from a war basis to a peace footing need cause no alarm. Without in any way slackening her war efforts to back up the boys on the firing line, both industrial and mercantile Canada is looking forward to the future most optimistically.

No Wild Speculation

While business has been exceptionally good in Canada there has been no wild speculation among merchants. They have been buying with a view of meeting only the needs of the trade. One of the big troubles with many of them has been to get the goods. The same applies largely to manufacturers. War needs have made speculative accumulations practically impossible. Probably never in Canada's history have stocks of steel for instance been so low. Many manufacturers have more orders on hand now than they can fill in a year, to say nothing of additional orders which might pour in if the war ends.

Have Reached Peak

That prices in many lines have reached their peak is commonly believed. While no sudden change downward is likely many do not look for any large increases from now on, but rather for a gradual lowering, especially in articles which can be produced quickly once the war demand is lifted.

Many Canadian firms are only waiting for normal conditions to undertake plans for big industrial expansion. The oil companies for instance plan a greatly enlarged activity but have been held up owing to the impossibility of getting steel for tanks and other purposes.

Hardwaremen Optimistic

Hardwaremen regard the future optimistically. Building it is believed will boom, and there will be a big demand for hardware, paints, cement and other lines. There seems little doubt that the automobile industry, curtailed to meet war demands will take a tremendous jump. The farmers have now and will continue to have an unlimited market for all they raise and farmers have been buying autos in thousands.

Then the tractor business which is as yet simply in its infancy is expected to develop into an industry as great, if not greater than the automobile trade. Both the auto business and the tractor business hold big possibilities for the hardware dealer and many firms are busy with plans to cash in on the accessory end of these lines.

Electrical Business

It is pretty generally admitted that there will be an enormous increase in Canada's electrical business. Huge projects that were in preparation when the war cut them short will, it is expected, be gone on with, with the result that in the country districts power will be available. This will mean that the hardware men, who have been leaders in distributing electrical specialties of all kinds will have a greatly enlarged field of operations. The war has shown the farming community, especially the farmers' wives, the importance of labor saving utilities and the big increase in the sales of washing machines, vacuum cleaners, and similar goods that has taken place in the past two years is simply regarded as a forerunner of what is to come.

Better Business

Generally speaking it is difficult to use business in well-known staples as barometers of either industrial or commercial conditions. Hardwaremen however, who have been asked by HARDWARE AND METAL declare business has never been better than since the war, and especially during the past two years have sales shown big increases. The hardwaremen attribute this to the high wages that are being paid and the general prosperity of the average working man and the farmer. Hardwaremen have been shrewd enough and far sighted enough to turn this prosperity to excellent account in two ways. They have got rid of all dead stock and they have eliminated unnecessary "credit" accounts. The outbreak of war found many firms with large quantities of goods on their shelves for which there was slow sale. In addition hardwaremen were carrying great numbers of accounts. They soon realized that under war time conditions carrying accounts of this kind was a costly proposition. In the past year they have realized it more and more, and they have taken the steps necessary to end this sort of business. This unloading of dead stocks and elimination of credit has put the hardware business in general in much better shape than it was formerly. As far as buying is concerned the hardwaremen for many months past have been buying wisely. They are meeting all the needs of the trade but they are not speculating. All those in touch with the hardware trade declare that firms all over Canada are in good shape to return to peace conditions.

No Serious Disturbance

The industrial situation under ordinary conditions would have reacted immediately upon a return of peace in a way to cause wild excitement but no one looks for it now.

The moment any form of peace pact is signed, for instance, the demand for munitions will absolutely cease and in all probability Government contracts will be immediately cancelled. Such action would cause a flurry in the labor market, but there are prospects that in a short time it would be adjusted.

Are Well Protected

As far as munitions contractors are concerned, most of them are protected by clauses in their contracts against direct loss. Largely inflated plants are quite commonly owned by the Government and would probably go on the market for sale, either at bargain rates for their occupants to pick up as private enterprises, or for conversion into cheap raw building materials, machinery, power plants, etc. Many of the Government contractors are not even interested in the ownership of the raw material, it being owned by the Government, or bought on account of the Government on an agency basis.

Employment Problems

As for the problem of unemployment for help suddenly thrown out of work, it is the common belief that there will be a rapid absorption of all into other lines of industry, though almost certainly at some recession in wage scale. It is believed that the needs of reconstruction will virtually offset the decline of war industries and that there will be strong demand for plants and machinery. Take machinery plants, for instance, there is bound to be a slump when munitions and ordnance requirements are ended. but most of the plants will be adaptable for serving the tremendously increased demand for agricultural implements and machinery for the European rehabilitation, and therefore will not be lost.

Strong Financially

From a financial standpoint Canada is strong. In spite of war debts the Dominion in the opinion of many will enjoy the greatest prosperity for many years. Canada's resources are comparatively untouched, and resources are assets of the greatest importance at any time, and more than ever just now in view of the depleted resources of many countries. There is no evidence of weakness in credit and banking circles. There is ample money for all needs of merchants, while the outstanding accounts of wholesalers and retailers are re-

(Continued on page 83.)

PEACE IS EXPECTED AT ANY MOMENT NOW

PEACE it seems may be just around the corner. The question of whether the war is to go on will be decided in a few hours at the outside. The representatives of the German Government were received by Marshal Foch on Friday and learned on what terms they could secure an armistice. That Marshal Foch does not want them to accept the terms is indicated by his remark at the Versailles council where he said, "Why an armistice, I have got them." Last minute reports from London, England, indicate that the feeling there is that peace is only a matter of a short time. Latest dispatches from Germany say that that country is in a process of revolution.

NEW RAILWAY ORDER WILL HELP SHIPPERS

THE Railway Board has fallen in line with suggestions made by the Manufacturers' Association and the Windsor and Winnipeg Boards of Trade and modified its ruling in regard to the general railway switching service. The new judgment permits a team track shipper to allow his shipment to be interswitched to a carrier other than the initial carrier.

The amended order changed the interswitching practise in that it compelled railway companies to give interswitching, instead of extending it at certain points as a matter of grace. It was provided, among other things, that the railway on which traffic originated is entitled to the long haul. The Shippers' Section of the Winnipeg Board of Trade objected to this on the score that it would deprive shippers of the valuable right they had always enjoyed of routing their cars along the line they desired to use.

It was urged that the enforcement of the order would effect a radical change upon the whole service of freight in car lots and would involve the removal of the only competition now remaining to shippers—competition in service.

RAILWAYS ARE READY DECLARES WAR BOARD

"IF peace comes to-morrow or next week, Canada's trade arteries are in a healthy condition and will meet even the most complete changes in the current of traffic without confusion or congestion," is the statement issued by the Executive Committee of the Canadian Railway War Board, after its meeting on Wednesday. Lord Shaughnessy will continue as chairman, presiding over Canada's entire railway system. The board has made working plans for the Canadian Northern, Canadian Pacific and Grand Trunk Pacific to co-operate in carrying traffic in the West should any one road find itself over-burdened.

"The Board has arranged also that the Michigan Central, T., H. & B., C.P.R. and Grand Trunk shall all haul traffic direct into Toronto. Formerly the G.T.R. had the only direct route; the Michigan Central hauled from the frontier to Welland, the T., H. & B. from Welland to Hamilton, and the C.P.R. from Hamilton to Toronto. The engine coupled on at the frontier will now run through to Toronto."

ROLLED BRASS FAMINE AND GLUT OF SCRAP

A STRANGE contrast is presented in the States by the scarcity of rolled brass, which has become so acute that it is reported orders have been issued to do away with even brass buttons wherever they can be dispensed with, and the extraordinarily large accumulations of sheet and other kinds of brass scrap which dealers find it very difficult to move.

The explanation lies in the scarcity of labor which has made it necessary to detail troops as laborers in brass rolling mills. Due to the scarcity of labor, scrap dealers also find it extremely difficult to ship material and scrap consumers are equally handicapped by diminishment of their own working forces.

These conditions are temporary and the time is coming when accumulations of brass scrap now looked upon as a drug on the market will be eagerly sought.

CANADA WILL BUILD MANY STEEL VESSELS

STEEL shipbuilding in Canada has received a great impetus this week by the awarding of contracts for thirty-one steamers ranging from 3,400 to 8,100 tons.

In addition to the types of vessels for which contracts have been placed, plans and specifications for a larger type of 10,500 tons are in course of preparation, and it is expected that contracts for the construction of several vessels of this type will be placed in the near future at Halifax and possibly at Vancouver. The first launching under the program will take place in Montreal, probably next week.

MANY WAR CONTRACTS CANCELLED BY BRITISH

THE feeling that peace is very near is reflected in business circles all over Canada and the United States this week. It is shown strongly in a tendency to hold off buying in many lines. A dispatch from Chicago states that a number of British war contracts of importance and value placed with Chicago manufacturers have been cancelled by cable. The orders, which were for military supplies, had been placed here originally by British corporations, who, in turn, furnished the material to their Government. The cancellations, while not of wholesale character, were regarded as significant as a beginning.

Chicago bankers are advising manufacturers to accept cancellations only on terms which will safeguard them from loss and prevent general financial disturbance.

INFLUENZA REDUCING THE OUTPUT OF COAL

THE spread of Spanish influenza has cut into much needed coal production and indications are that unremitting vigilance in regard to conservation will be necessary if business is to go on without interruption. The average daily production now calculated as necessary during the remaining weeks of the coal year to March 31, 1919, is estimated at 2,034,038 net tons. An encouraging feature of the outlook is that reports from the bituminous fields indicate the general acceptance of weekly production quotas by miners, operators and managers.

The total production of anthracite for the coal year to date now amounts to 55,658,000 net tons, compared with 54,683,000 net tons during the same period of 1917, an increase of 1.8 per cent.

PLANS CLASS RATES TO BOOST BUSINESS

A MOVE which is expected to have very important effects on business is planned by Director-General of Railroads McAdoo who this week submitted to the Interstate Commerce Commission and State Railroad Commissions a system of mileage schedule of class rates which, if adopted, will do away with most of the discriminations and inequalities that now exist and will bring about a greater degree of uniformity in those sections of the country where conditions of transportation are practically identical.

He says he hopes the people of the Southeast may find it advantageous to adopt the Western scale and Western classification which would prove not only a great convenience to the shipping public but also a long step toward a uniform classification, which is desired.

ALLIES MAY POOL ALL SHIPPING AFTER WAR

SHIPPING conditions after the war, especially in regard to ocean tonnage, are receiving considerable attention at present. It seems likely that as far as the Allies are concerned an interrational pooling system may be arranged so that all may receive the greatest benefits as quickly as possible. There will be a tremendous scramble for raw materials and huge quantities will be required for reconstruction work not to mention projects that have been held up by the war. Ship building in Canada promises to be an important industry for some time. The problem of wisely directing shipping from now on is from an international standpoint decidedly important.

To-day all Allied tonnage is under direct Government control and nearly all neutral is, more or less, in the same position. Shipyards also under control are turning out vast quantities of tonnage, present and nearby delivery, the cost of which is very high and the quality medium. If the war stopped tomorrow and Government control the day after, what could we look to as likely to happen? Probably serious confusion results disastrous to commerce and industry. Too quick a return to old methods might invite disaster.

SAFEGUARDING THE FUTURE

Every intelligent Canadian knows that he must cut out waste; husband resources; be careful about debt; take precautions for the future. The best way to do that is to put your surplus capital, however small, into

VICTORY BONDS

STORING AWAY PROSPERITY

When you buy a Victory Bond you are purchasing an endowment policy for yourself and also for Canada. You will be storing away a portion of the nation's prosperity for future use.

BUY VICTORY BONDS

YOUR INVESTMENT

Can you feel the pinch? If not, keep on buying Victory Bonds. Buy till your pocket-book grows slim. Invest your savings in Canada. Every dollar you own would not repay your debt to those who fight for you, were you to GIVE it. You are not asked to give, but to LEND, not only what you can easily spare, but every dollar you have or can borrow.

BUY VICTORY BONDS

OUR "NICKEL"

Germany wants Canada's nickel. Let her have it. Twenty "nickels" make a dollar. Put your dollar into

VICTORY BONDS

MONEY TALKS

You can't beat the Kaiser with shouting. You can't place Canada on a firm footing to grapple with the problems of peace with words. It's your money that talks. Money is the sinews of war. You make your money talk when you

BUY VICTORY BONDS

WHAT IS YOUR PATRIOTISM WORTH IN DOLLARS AND CENTS?

Sentiment is all right but it won't win the war. Let your patriotism take a more definite shape. Invest your dollars in your country. Canada is your security for the investment when you

BUY VICTORY BONDS

Serious Outlook For Varnish Future

Will be Scarce and Higher in Price—Some Materials Practically Unobtainable—Manufacturers' Heavy Buying Saved Worse Situation—Gums, Shellacs and Imported Oils Abnormally High

THERE is every reason to anticipate a varnish scarcity. Varnish makers, who are in a position to know what they may look for in the way of supplies, have stated often, that they see no relief within measurable distance.

In discussing the situation with a Montreal varnish maker, HARDWARE AND METAL was assured that the immediate future, as confronting the varnish makers, is more acute than it has been for a long time. So serious has it become, from the standpoint of available supplies that some companies have had to temporarily withdraw from the market.

Some Difficulties

For a long time some of the basic materials have been almost unobtainable. Where a fair amount of the necessary raw supplies were obtainable they had been laid up against possible shortage through the prudence of the maker in buying early and heavily. This informant, in relating his own experience, stated that their usual policy had been to buy ahead at least one and a half to two years. It was only through adopting such policy, that they had been able to operate on as favorable a basis as records for the past year had indicated.

Shellacs, Gums, Oils

One of the very scarcest materials throughout the present year has been shellac. It was difficult to procure this months ago, but so acute has the shortage become that there is little promise of more reaching the trade for immediate future manufacturing. Cost does not enter into the question as it used to. In a general way the cost was almost a negligible factor now, but to get all the necessary supplies at all was quite out of the question to-day. Permits could be had where the quantity wanted was for essential war work. If it were not to be so used, there was only a slight chance of securing anything. Imports for some time were entirely inadequate, it was stated.

Varnish gums were practically out of sight. Transportation and lack of labor had worked together in making prices practically prohibitive, and aside from the stocks in hand there was little promise of improvement in this item. Oils also—the imported variety, at least—were scarce and high.

Reasons For Advances

Among the contributing reasons given for higher prices are the following. Delay in getting freight had required the bringing forward of various supplies by express. As an instance, this informant stated that they had brought in recently in one week as much as six tons of supplies by express. The cost was great, but the need of getting material forward made transportation cost a secondary consideration. Bleached shellacs used to cost 23c to 26c per pound. To-day the cost of these in Montreal ranged from 90c to $1 per pound. The pre-war cost of Chinese oils was from 6½c to 7c, landed in Montreal; today they cost 34c per pound.

Labor had been very high of late, and men were tempted to change their present employment, it might be by a better offer. Even though the employment offered was likely to be of short duration in some instances it was a difficult matter to hold men, and if they were held they demanded more money.

Container material was scarce and high. It was apparent that, unless relief came soon there would be a dearth of varnish cans such as was never known in the history of the trade.

Substitute Containers

This manufacturer is very dubious regarding the feasibility of using a container made of anything else than tin. He had investigated the matter fully. The well-known substitute package—that made with a fibre body and tin top and bottom did not appeal to him as it had to many. The strain placed upon it was too great. It would not, in his opinion, stand the racket. Shipments would be opened up with one or more of the packages broken, and with resultant loss. He even doubted whether the transportation companies would accept shipments of varnish put up in this way. Therefore, if his deductions were well taken, it was obvious that the tin container is essential, and that it would depend upon the manufacturer's supplies of cans, just how long he could take care of his trade.

There was but one item, on which cost had not increased out of proportion, that of linseed oil, and of course the relative bearing of this with so many other high costs would not be a factor sufficiently profitable to overtake the inflated costs otherwise outlined.

Future Prices

The firm in question had already made four advances in 1918 to cover their advancing costs for material and labor. The question of another advance is already receiving attention, and it is very probable that this may come early in the new year, perhaps sooner. In any case varnish it is said is bound to advance and supplies also will be scarce.

Sues Government For Loss on Forced Sale

That it was compelled to supply over 12,000,000 pounds of copper to the Government at less than cost is claimed in a suit filed in the Court of Claims by L. Vogelstein & Co., of 42 Broadway, New York City. The Government fixed the price of copper at 23½ cents per pound in September, 1917, and the copper in question was taken under the act of June 3, 1916, making it a felony for any concern to fail to give priority to Government orders and providing that compensation for goods should be fair and just. The Vogelstein Co. states that the copper cost it more than 26 cents per pound under pre-war contracts, that the fixed price of 23½ cents was not fair and just, and seeks judgment for $424,196.54.

It further alleges that since the fixed price was adopted it has bought at 23½ cents and sold to the Government at the same price over 25,000,000 pounds of copper, making no profit. No claim for additional compensation is made, however, on this copper which it has sold to the Government at cost.

The suit will be defended.

Bankers Plan to Buy German Metal Firm

The assets of the American Metal Company, Ltd., of New York, a German-owned firm which did a large business in Canada will be placed on the market at a public auction shortly. The business was seized by A. Mitchell Palmer, Alien Property Custodian.

For the purpose of thoroughly Americanizing the metal concern and removing all taint of Teutonism about it, a syndicate of bankers and metal men is in course of formation with the intention of making a successful bid for the property.

A special meeting of the stockholders of this company has been called for November 22 for the purpose of dissolving the organization. Of the total stock outstanding, it is stated, 51 per cent. is owned by interests identified with the Metals Gesellschaft of Germany, 23 per cent. by German-Americans, and 27 per cent. by German citizens of Great Britain.

The American Metal Co. had an authorized capital of $25,000,000. The company controls the Ohio & Colorado Smelting & Refining Company, the Bartlesville Zinc Company, Chanute Spelter Company, Metallurgical Company of America, American Zinc & Chemical Company, Compania Minera de Penoles of Mexico, the Compania de Mineralesy Metals of Mexico, and Cia Metallurgical de Torreon of Mexico.

William and Charles Gillespie, of Gillespie Bros., hardware, Orangeville, Ont., who have been ill with the influenza, are recovering.

The Victory Loan---Why?

PATRIOTISM, at the present time, joins hands with self-interest. Patriotism demands that the Victory Loan be oversubscribed; the self interest of all merchants demands the same thing.

Forgetting altogether, for the moment, that the Victory Loan offers an untaxable investment yielding 5½%; that the security is the present and future prosperity of Canada; we need to remember that the Victory Loan is required to keep our wheels of commerce and industry turning.

Due to war conditions, England can not send cash to Canada for our wheat, our bacon, our shells. We must pay for these temporarily—giving John Bull credit, as it were, though running a contra account with John, who is feeding our soldiers at the front. John Bull can be trusted to pay, but we are called upon to extend him credit for the time being.

If our wheat, our bacon, our shells, our ships, our timber are to be bought for the Allies we must temporarily pay for them. Whether peace comes shortly or not this duty is still ours. If we didn't get the money in Canada to pay for that wheat, timber, bacon, shells, our farmers would cease to prosper, our factories would close—we would experience hard times.

We must make the Victory Loan an overwhelming success. By so doing we are keeping business in Canada healthy; we are doing still more to turn Canada from a debtor to a creditor nation; we are getting a share in one of the world's best investments; and best of all, we're spiking more guns of the Autocracy which has bedevilled Germany, and which was eagerly seeking to bedevil the world.

How German Wealth is Being Used in War Against its Owners

IT is a poor day when A. Mitchell Palmer does not seize a million dollars' worth of German-owned wealth in the United States and turn it in to be used directly against the Kaiser. Mr. Palmer is the Alien Property Custodian and has been very active in ferreting out cleverly-concealed German-controlled firms operating in the United States. He is the biggest buyer of Liberty bonds in the country and to date has something over $60,000,000 worth, all bought with the Kaiser's own money. Here is what he says about his work:

"We have made every dollar of German money in America fight the Germans. Great iron and steel mills, which were wont to send their profits out of America back to Germany, are now sending their profits to the Treasury of the United States and their product into war munitions to destroy their owners.

Turned the Tables

"Great woolen mills over in New Jersey, which were wont to send large dividends back to Berlin, are now sending those dividends to Washington, and working every loom and spindle to make those army suits for the boys with Pershing in France.

"Great metal, mining, and mineral companies all over the United States, owned with German money, are working night and day, three shifts to the day, to produce material, not for the German over here to plant his industry in our midst as a sort of spy system against us, but for the United States, which he sought to destroy.

Gigantic Plans

"During the last forty years, after Germany conceived her plan to colonize, subdue and control the world, she began to plant on American soil a great industrial and commercial army. That army had become so large and so powerful that when the war broke in 1914, Germany believed it would be strong enough to keep America out of the war, or failing in that, it at least would be a powerful ally to her cause if we did get into the war.

"She planted that army in every city in the Union, and its tentacles stretched out across the Pacific to Hawaii and the Philippines, in the Atlantic to Porto Rico and Virgin Islands, down to the Panama and up to Alaska, without any part of American soil free from its touch.

Treacherous Huns

"As I have sat here in Washington, taking over this enemy property, I could piece together the picture of Germany's industrial and commercial organization upon this soil. I could see how we mistakenly welcomed these people into America for the purpose of exploiting our great resources. I could see now how they husbanded those resources for their own use and their own power, how they kept secret from America processes and patents which might some day be used against them, and how they built up industry after industry, totaling possibly $2,000,000,000 in money value and billions more in potential political value. From what we know of Germany now we know that she did that because she wanted to have on American soil her allies in case of trouble.

Never be Soiled

"Knowing that, let me tell you what we are going to do.

"We are going to put upon the auction block every one of these great German-owned industries in America and sell them to American citizens, and we are going to do it now. We are doing it. We have sold dozens of them already. We propose to say to Germany, now while the war is on, that her plan has dismally failed. We propose to say to Germany now that, no matter how many worlds she might conquer, no matter what price she pays, no matter what loss she suffers, no matter what armies she destroys, there is one place on God's green earth that will never again be soiled by the marching legions of her army, and that place is the United States of America."

WILL SAVE $900,000

Nine hundred thousand dollars will be saved along with a material reduction in labor and time through the determination of the American Ordnance Department to allow an alternative specification in future contracts for the manufacture of magazines for .45-calibre revolvers. About 30,000,000 of these magazines remain to be completed. Through changing the method of attaching the base of the magazine to the tube the reduction in number of operations required has reduced the cost of production by 3 cents on each magazine.

Many Hardware Lines in Latest List of War Curtailments

THE Priorities Division of the United States War Industries Board, following the policy of conservation of labor, fuel, transportation, material, and capital where possible in order to supply war demands, announces the following industry curtailments:

Electric fans.—On the twelve-months' basis, curtailed to 40 per cent. of 1917 production.

Safes and vaults.—(1) Heavy safes and vaults, six months from October 1, 1918, curtailed 100 per cent; (2) smaller safes, and (3) office cabinets and the like, for six months commencing October 1, 1918, curtailed to 50 per cent. of six-twelfths of 1917 production.

Mowers Reduced

Lawn mowers.—From October 1, 1918, for three months curtailed to 40 per cent. of three-twelfths of 1917 production and that the industry be notified to get on war work before the expiration of said three months.

Pottery.—For six months from October 1, curtailed to 50 per cent. of six-twelfths of 1917 production.

Padlock industry.—For six months from October 1, 1918, curtailed to 70 per cent. of 1917 production.

Builders' hardware.—For six months from October 1, 1918, curtailed tonnage used in production to 40 per cent. of 50 per cent. of tonnage used in 1917 production.

Stepladders.—Six months from October 1, 1918, curtailed to two-thirds of six-twelfths of 1917 production.

Scales and Balances

Scales and balances —Six months from October 1, 1918, curtailed as follows:

1. Heavy track scales and heavy automatic dial scales curtailed to 50 per cent. of six-twelfths of 1917 production.
2. Store and counter and spring scales and balances curtailed to 40 per cent. of six-twelfths of 1917 production.
3. Automatic dumping and recording scales curtailed to 50 per cent. of six-twelfths of 1917 production.
4. Scientific scales not to be curtailed.

Sporting arms and ammunition.—Subject to revision, curtailed on the 12 months' basis to 10 per cent. of 1917 production.

Cash Registers

Cash registers.—(a) Because of the large amount of government work now being done by the National Cash Register Company, its production of cash registers for six months from October 1, 1918, be curtailed to 25 per cent of six-twelfths of 1917 production; (b) all other cash register concerns for six months from October 1, 1918, curtailed to 50 per cent. of 1917 production.

Rat and animal traps.—For six months from October 1, 1918, curtailed to 50 per cent. of six-twelfths of 1917 production.

Talking-machine needles.—For six months from October 1, 1918, curtailed to 50 per cent. of 1917 production in tonnage.

Ice cream freezers.—For six months from October 1, 1918, curtailed to 40 per cent. of six-twelfths of 1917 production.

Electric vacuum cleaners.—For six months from October 1, 1918, curtailed to 75 per cent. of six-twelfths of 1917 production.

Direct Routing of Freight is Planned Under New Order

AN important order which will affect all freight coming into Canada from the States has been issued by Director General of Railroads McAdoo, with a view of securing more direct routing and eliminating delays. He has issued the following instructions to the freight traffic committees:

"As an aid in the efforts of the Railroad Administration to secure the maximum in transportation efficiency of the carriers under Federal control, it would seem necessary to, at the very earliest possible date, establish what might be termed 'universal' transit, i.e., outbound shipments from a transit point to be allowed to move via any road regardless of the one hauling the inbound or raw product to the transit point, providing that such arrangements be confined to direct routes, and that nothing under such extension shall create circuitous or unduly out-of-route transportation.

Correction of Tariffs

"Tariffs restricting the application of outbound shipments to the roads hauling the inbound, or tariffs in any wise in conflict with the foregoing, shall be corrected, and where necessary to establish joint rates in order to apply the 'universal' transit system, such joint rates are to be established as soon as possible.

"Existing transit arrangements involving circuitous routes and back hauls shall be abrogated, or a proper charge therefor made, before doing which, however, associations or individuals enjoying such privileges are to be consulted, so that the abrogation, or the making of a charge, may be brought about with the least possible interruption to current business and the matter worked out harmoniously.

"It should be understood that where there is a transit charge in effect to-day it is not to be disturbed at this time, the question of applying a charge for transit service generally throughout the country, or the elimination of the existing transit charges, being a matter for future consideration."

Under Private Control

Under private operation of the railroads the granting of transit privileges was based on commercial necessities existing at certain points, but carried a restriction which forced the outbound product to move via the same railroad that handled the raw product into the transit point. Under conditions that exist to-day, where there is unified control and operation resulting in a single system of railroads for all practical purposes, the restrictions that operated under private control could not be continued without a material loss in transportation, such as switching at transit points, loss in car days, and the use of circuitous routes in order to force the outbound product to the railroad or system that handled the inbound product.

Copper Prices Fixed At 26 Cents a Pound

President Wilson has approved an agreement, made between the producers of copper and the price-fixing committee of the War Industries Board, that the maximum price of copper shall be continued at 26 cents per pound, from November 1, 1918, for shipments after said date, but subject to revision after January 1, 1919, f.o b. cars or lighters at Pacific coast refineries for Pacific coast destinations, and f.o.b. cars or lighters at New York if shipped to eastern or interior destinations from Pacific coast refineries and from refineries in the interior of the United States. All shipments made after January 1, 1919 are subject to any change in price made by the price-fixing committee to take effect after that date. This maximum price is subject to the additional charges on copper shapes approved by the price-fixing committee on June 5, 1918.

The conditions are: First, that the producers of copper will not reduce the wages now being paid; second, that they will sell to the United States government, to the public in the United States, and to the allied governments at not above the maximum price; third, that they will take the necessary measures, under the direction of the War Industries Board, in the distribution of copper to prevent it from falling into the hands of speculators, who might increase the price to the public; and fourth, that they will pledge themselves to exert every effort necessary to keep up the production of copper so as to insure an adequate supply so long as the war lasts.

J. D. Allan of Allan and McKenzie, when the "flu" epidemic was at its height in Galt recently, generously offered the authorities the use of the fine Gilholm residence on East Main street for an emergency hospital.

Current Events in Photograph



MODEL HOMES FOR SOLDIERS

The question of providing model homes for soldiers and workers is receiving a great deal of attention in Canada, in England and in the United States. England has probably made more real progress than any of the others. Houses of the type here shown have been erected in several model villages and have proven so satisfactory that it is likely that something very similar will be provided for the thousands of soldiers who will have to be looked after when the war ends. The British Labor Party has a proposition for Government consideration which provides for the expenditure of $1,500,000,000 for suitable homes for soldiers and workers.

Get Ready for Xmas Window Contest

Eight Cash Prizes Are Offered by Hardware and Metal For the Best Displays—Start Now to Try Out Your Ideas For the Christmas Window—Is Your Window a Profit Producer or a "Slacker"?

DON'T forget the Christmas window display contest and the eight cash prizes offered by HARDWARE AND METAL for the best photographs submitted before January 1, 1919. Make your plans with a view to becoming a participant in this contest and carrying off the money. Are your windows profit producers or slackers? That depends entirely upon the opportunity you are giving them. The sales of any line of hardware goods are in direct proportion to the prominence given that line. There is no better way of boosting your sales than by attractive windows. There is no time in the whole year when you can make a better display or interest such crowds of people in window displays as at Christmas time. Every passer by is a potential customer. Thousands of people are looking for just the right thing to give. If you have the goods in your window you can turn these people into actual buyers. But you must get your goods before them.

A Double Profit

Every window you arrange with a view of photographing for entering into HARDWARE AND METAL'S big contest will speed up the sales possibilities of your store and mean money in your pocket in two ways. You will certainly get rich returns from a good window display and the cash prizes offered mean just that much "velvet" for the winners. Remember the windows must be arranged with goods for the Christmas trade. It is not necessary that your windows be works of art. This is not desirable from a sales standpoint. Windows that are very pretty, often have little "pull" in them from a selling point. What the people want to see is what you have got to sell, and at Christmas time they want to see if you have in your store the things that are suitable for the gifts they would like to make. Hardware firms have an exceptionally large number of articles that find a welcome place as gifts in any home. They have a real value and will give real service.

Make Good Display

They lend themselves readily to an attractive display and effects to be obtained from a selling standpoint are enhanced by the ingenuity of the window dresser. Now is the time to start planning for your window and to get ready to win one of the prizes offered by HARDWARE AND METAL. You can try out a good many ideas between now and Christmas that will not only make money for you but will give you valuable bases on which to plan your grand display for Christmas. Try changing your windows weekly and you will be surprised at the results you will achieve not only from a window dressing standpoint, but in increasing sales. You do not need high priced window display fixtures. Many of the best window displays are those made without artificial aid of this kind. It is the natural taste of the window dresser in the selection and arrangement of goods that counts rather than an elaborate display which may cause people to stop for a moment but never makes them think of entering the store to buy.

Give Them A Chance

Many hardware firms all over Canada have new members on their sales staffs this year. If you have a young man in the store who shows an interest in arranging the stock or dressing windows, here is a chance to let him show what he can do. Give him a free hand and let him go to it. You may be surprised to find that his ideas will result in an agreeable increase in your sales.

EDITORIAL COMMENT

GENERAL rout seems to have succeeded General Ludendorff.

* * *

"WHY an armistice? I have got them!" Field Marshall Foch is reported to have said at the recent Versailles conference. That's the way to talk and he follows it up with another smash at the Hun.

* * *

SOMEBODY is always taking the joy out of life for the Germans these days. Now that Rheims cathedral is no longer within range of their guns and there is no chance to bomb hospitals the Huns must feel badly.

* * *

DID you ever think there are two kinds of shelling, both of which are equally effective in smashing the Huns. The boys on the Western front have been doing one kind and the folks at home this week have been doing theirs by "shelling out" splendidly for Victory Bonds.

WHAT OF THE FUTURE

GERMANY is alone against the world. When her ally Austria accepted the Allies' terms she was left without a friend. Will the Kaiser and the Prussian militarists be able to force a continuance of the struggle or will they give in? What the next few weeks will bring to the world no one knows but it is the part of wisdom to look for a continuance of the war. There must be no turning back or slowing up of efforts. Peace talk might have a tendency to make those at home slacken up. This will handicap the boys on the firing line who are heading for Berlin. From a business standpoint the future is especially important and many of the biggest men in the country are trying to plan ahead. Many of them frankly admit it has them guessing. On one thing all seem agreed and that is that Canadians should be optimistic. Many firms are looking ahead to big business. Others think there will be a period of readjustment and then one of great prosperity. As far as hardwaremen are concerned the future seems bright. With millions of dollars' worth of much needed construction work, home building, etc., held up it would appear there will be a steady demand for materials. The whole situation centers around financial conditions and indications are that the United States will have huge sums to loan at reasonable rates and Canada, as Uncle Sam's nearest neighbor, may reasonably be expected to benefit.

TREAT 'EM ROUGH

"TREAT 'Em Rough" is the slogan of the crews who man the tanks when they are going into action against the Huns. It has been found by bitter experience that this is the only way of making the Germans understand. They mistake kindness for weakness. The same thing applies in regard to business methods. "Treat 'em rough" must be the slogan of the Allies in the coming commercial battles. The Hun will try by every means, fair or foul, to get back the markets he has lost by the war. Any laxity on the part of the Allies will be taken full advantage of. It is rather gratifying to see the way the Alien Property Custodian in the United States is dealing with German interests. A few days ago a note was received from the German Government protesting against the Americanization of German owned concerns in the States. In the next sixty days German owned mills, textile concerns, chemical and color companies, a magneto company and several other plants, valued in all at well over $100,000,000 will be put on the auction block and sold to firms who can guarantee that they will never more be under German influence. This is the American Government's answer to Germany's note of protest and it is the only kind of an answer that will strike home.

HELPING RETURNED MEN

IN order that the value of re-training may not be lost the Invalided Soldiers' Commission has organized a follow-up system. It is realized that finding a place for the handicapped is not enough; he must be followed up, his progress watched, he must be encouraged and sustained throughout that first period of adjustment. This does not mean that he is to be coddled; quite the opposite is intended. Too much sympathy and too much support at such a time do him the greatest injury. But he must be made to help himself and encouraged to believe in himself. Upon employers is urged the necessity for sympathy and consideration in the early stages of employment of these men. Many of them are restless and at first find it hard to settle down to work. However, they gradually become accustomed to the new surroundings and the new work, and with the kindly word of encouragement, day by day they gain confidence in themselves and with that comes increased efficiency.

The Publisher's Page

TORONTO, CANADA NOVEMBER 9, 1918

What is the True Meaning of the Victory Loan?

We are within sight of Victory, and now, less than ever, can we afford to rest in a false atmosphere of security.

Now is the moment for a grand rally, an irresistible push forward with men and money.

The men are there—and always fresh ones go. They must continually be fed, clothed, and supplied with ammunition. The work of supporting them, the EASY PART, is ours. Shall any one of us fail them at this end?

NO, A HUNDRED TIMES, **NO!**

And what are we asked to do? What is it that Canada asks of us?

Simply to LEND to our own country, more money, that the great fight may be finished for us, and that the sacrifices made for us in four years of war shall not be in vain. No thinking man or woman who realizes this can fail to respond to the limit of his or her ability.

And Canada makes it very easy for us to do this through

THE VICTORY LOAN 1918

She will pay us interest at 5½ per cent. on any amount we lend. She offers us Bonds backed by the country itself, the highest security in the world, Bonds issued in convenient denominations of $50, $100, $500 and $1,000, repayable in 5 or 15 years, as we may desire.

Let us get right down to business, OUR OWN BUSINESS—AND HELP TO OVER-SUBSCRIBE THE VICTORY LOAN 1918. And let us do it NOW.

BUY VICTORY BONDS

EVENTS IN THE TRADE

Personals

Ferris Stricker, formerly with the Bond Hardware Co., at Guelph, Ont., has taken a position in Hamilton.

L. P. Foucar, hardwareman of Tottenham, who was stricken with a paralytic stroke on September 23, is still confined to his bed.

Thomas Jones, manager of the Cowan Hardware Co., London, Ont., is recovering nicely from an attack of influenza.

George Tutor, of the Purdom Hardware Co., London, Ont., was badly shaken up by falling down the elevator shaft. He is making good progress toward recovery.

B. B. Halliday, sales manager of the Canada Cycle & Motor Company, Limited, Weston, is leaving for a tour of the Canadian West and California on November 12, and will be away for two or three months.

A. C. Fraser, senior member of the Fraser Hardware Co., Galt, Ont., is a happy man, his daughter, Nursing Sister Edna Fraser having just returned after an absence of three years on short furlough. She went overseas with the University of Toronto No. 4 Base Hospitals in 1915, and after serving in French and English hospitals for a time, spent 22 months in Saloniki nursing the British Tommies. Miss Fraser declares "there are no boys like the Canadians as fighters and patients."

Recently she had an audience with King George at Buckingham Palace, being one of the two Canadian nurses in the party to be presented.

Obituary

The death occurred at Oshawa, Ont., of William F. Cowan, president of the Ontario Malleable Iron Co.

T. J. E. Papineau, formerly of Toronto, died at Moose Jaw, Sask., after an illness of ten days with influenza. He was a salesman with the Great West Electric Company, of Winnipeg.

Ex-Mayor William Black, of Durham, Ont., died on Monday. He was 61 years old and had been in the hardware business for many years. He was a former resident of London, Ont.

Pneumonia, which developed from influenza, caused the death of Clifton J. Oille, secretary-treasurer of the Goodyear Tire & Rubber Company at his nome in Toronto.

W. A. Tait, a traveller in the employ of J. H. Ashdown Hardware Co., Calgary, fell a victim to pneumonia last week. He died after two week's illness, following an attack of influenza. The remains were sent to his former home at Campbellford, Ont.

Leslie Johnston, formerly a clerk in E. E. Johnston's hardware at Brockville, Ont., died after a short illness with pneumonia, which followed influenza. Lately he had been manager of the telephone exchange at Lansdowne, near Brockville.

Montreal News

James Craig, representing E. T. Wright & Co., of Hamilton, is in Montreal this week. It is his intention to proceed to St. John's, Nfld., after completing his calls here.

A. G. Bowman, with the Russell-Irwin Co., of New Britain, Conn., is expected to call on the Montreal trade during the coming week.

F. H. Houghton, of the Martin-Senour Co., was confined to the house for a few days this week.

DID YOU GET ONE?

HARDWARE AND METAL understands that a twelve-page paper, supposed to represent the September 21, 1918, issue of HARDWARE AND METAL, but containing none of the regular features of HARDWARE AND METAL, has been mailed to the trade, represented as a "special number" of our paper.

This paper bears the registered name and heading of HARDWARE AND METAL and also the name of the Maclean Publishing Company, with publication office as Toronto, Ont. We would greatly appreciate it if readers who have received a copy of this paper will kindly mail same to HARDWARE AND METAL, 153 University Avenue, Toronto.

Trade Notes

The St. Lawrence Broom & Brush Co. has been registered at Montreal.

Sanderson Pearcy & Co., Limited, of Toronto, have removed their office and warehouse to their new plant situated at 272 Van Horne street at the corner of Dufferin street.

The Dutton Wall Company has commenced work on a new hardware store at Pathlow, Sask. The building will be two storeys and the firm is putting in its own electric lighting plant.

In the Victory Loan parade at Sarnia, Ont., the commercial float of the Mackenzie Milne Co., hardware, was awarded first prize. The float consisted of a lifeboat, built by the firm and drawn by a tractor. All was very attractivly decorated.

Among the applications for Victory Bonds in the West were J. H. Ashdown (personally) $200,000; Ashdown Hardware Company, Saskatoon, $30,000; Ashdown Hardware Company, Calgary, $30,000.

The Royal Canadian Specialties (Hamilton Whip Co.), of Hamilton, Canada, have secured the selling rights for "Reflex" spark plugs, made by the Reflex Ignition Co., Cleveland, Ohio. They also have the selling rights for the G. A. C. Comfort foot rest.

Fine Promotion For D. A. Whittaker

D. A. Whittaker has been appointed assistant to W. S. Fallis, managing director of the Sherwin Williams Co. of Canada Ltd., and will have his headquarters in Montreal.

To HARDWARE AND METAL Mr. Fallis stated that Mr. Whittaker had been associated with the Sherwin-Williams Co. for the past fourteen years. During this period he has served in various important capacities, having been cashier, and recently came to his latest appointment from the accounting department. In addition to his long connection with the Montreal office Mr. Whittaker was at Winnipeg under Mr. Fallis' direction for some time and is thus versed in Western Canada conditions.

GOLDEN WEDDING CELEBRATED THIS WEEK

W. L. and Mrs. Haldimand, of Montreal, celebrated the sixtieth anniversary of their marriage last week, and received the congratulations and good wishes of many relatives and friends. One of the proud facts attendant upon the anniversary is that four of the eleven grandchildren are now in khaki. Mr. Haldimand was a well-known figure in the hardware manufacturers' agency business for many years, and has lived all his life in Montreal. He is 91 years of age.

New Companies

The United Iron Works & Machine Company, Limited, with a capital of $500,000 and head office at Haileybury, Ont., has been granted a charter.

The Alloy Steel Works, capital $500,000, and head office at Toronto, has secured a Provincial charter.



Pte. Alex. Kay, a former employee of E. I. Torrens, hardware, Tillsonburg, Ont., was killed in action recently. He went overseas with the 168th Battalion.

Lieut. Alex. R. Grant, of the 87th Battalion, was killed in action on October 1. He was in the employ of Peart Bros.' Hardware during his residence in Regina. He enlisted as a private in the 87th Grenadier Guards of Quebec, and went overseas in April, 1916. He won the Military Medal for bravery on the battlefield in July, 1917.

BIG RUBBER COMPANY AMONG FIRST SUBSCRIBERS

The Dunlop Rubber Company were one of the first to announce a subscription to the Victory Loan. The directors decided, after a brief discussion, to subscribe for one million dollars' worth of the bonds. This subscription did not represent conversion of previous loans, nor did it include personal subscriptions by either directors or employees of the company.

One of the most touching things in connection with the employees' campaign —the first subscription came from Pte. W. C. Dies, formerly head of the Dunlop shipping department, who is one of the worst wounded men that ever returned to Canada. Pte. Dies lost both eyes and his right hand at Vimy Ridge, and was awarded the Military Cross. When he heard that the employees' subscription list was open he phoned the company and asked to have his name put down for $200.

Kitchener Firms Hit Hard by Influenza

The hardware firms at Kitchener, Ont., have been particularly hard hit by the influenza epidemic. About 75 per cent. of the hardware men have been ill, many of them seriously, and three deaths occurred. Oscar Bucher, aged 23, of the firm of George Bucher & Son, was the first victim, dying of pneumonia after a brief illness. He entered the hardware business at the age of 15 as a clerk in the store of George Potter. Later he associated himself with Lincoln Snyder, whom he bought out two years ago in partnership with his father under the firm name of George Bucher & Son. Since that time, under his efficient management, the business increased rapidly.

Manager Ed. Weiss, of Knell's Hardware Company, whose obituary appeared in a previous issue of HARDWARE AND METAL, was the next to die.

The firm of John Fennell & Son was the third to feel the seriousness of the epidemic in the death of their head clerk, Alfred Kroetsch.

PRICE MAINTENANCE PERMITTED

U. S. Courts Say Manufacturers May Refuse to Sell Price Cutters

Norfolk, Va.—United States Federal Judge Waddill has dismissed an indictment recently returned against Colgate & Co. for alleged violation of the Sherman law.

Judge Waddill sustained the demurrer of Colgate & Co. that a manufacturer, provided he is not in conspiracy with other manufacturers of similar products, has the right to fix and enforce the maintenance of reasonable prices, and that such a manuing to sell again to a retailer who fails or refuses to maintain such a fixed price. Price cutting demoralizes business theh court asserted.

STORM SASH HELP TO CONSERVE COAL

There has recently been a considerable revival in the storm sash trade in the United States. Incidental to the campaign for coal conservation, it has been estimated that in the ordinary building fully one-third of the coal supply could be saved by the use of storm sash. With coal at the present prices, it appears that the entire cost of storm sash could soon be saved and this saving is recurrent year after year. The many hardwaremen at this season of the year are impressing upon their customers the patriotic benefit of this economy, with profit both to themselves and to the purchaser.

QUESTIONNAIRE IS SENT OUT TO AMERICAN PAINT FIRMS

Some important developments may take place in the paint business of the United States shortly.

Paul H. Butler, of the Institute of Industrial Research, has sent out to the paint industry of the country a questionnaire covering in general the following points: Business and administrative —name of establishment, address, date of business established, capitalization, credit rating; plant—location, building construction, floor space, insurance rate, fire prevention, etc.; manufacture and production—principal materials used, grade of varnish made, maximum capacity per day, etc.; labor; shipping facilities; point of contact; inventory of producing equipment.

SALES CONVENTION MARTIN-SENOUR AND INTERNATIONAL VARNISH CO.

General manager A. T. Black informs HARDWARE AND METAL that the annual sales force convention of the Martin-Senour Co., and of the International Varnish Co., will be held in Montreal next week. The sessions will open on Monday and will be continued daily until Thursday, November 14.

Owing to the prevalence of the Spanish influenza, this convention, among others, had to be postponed.

CATALOGUES and BOOKLETS

Taylor Forbes Company, Limited, Guelph, have issued catalogue number H64 for 1919, featuring TF lawn mowers. The catalogue consists of 32 pages and is splendidly illustrated in colors and features lawn mowers, grass catchers, lawn edgers and trimmers, lawn rollers, horse lawn mowers, combination rollers and mowers and contains a considerable amount of information which should interest the hardware merchant. Copies of the catalogue will be supplied upon request.

The Tallman Brass and Metal Co., Limited, of Hamilton, Ont., has issued a new stock list of brass, copper and bronze rod, brass and copper sheet, tubing and bars. It also includes electric fixtures, brass goods, arctic metal, solder, lead and similar lines.

"Gone Again" is the title of an attractively gotten up booklet issued by the Crescent Belt Fastener Company, 381 Fourth Ave., New York. It is filled with practical information showing the possibilities of getting increased service out of belting if old time methods of belt joining are completely discarded. The booklet by way of variety is written in the form of a movie comedy. A copy will be sent to all readers of HARDWARE AND METAL requesting it.

The Best Weather Strip Co., Limited, of Hamilton, has issued an attractive folder illustrating its new all bronze weather strip, spring bronze weather strip and No. 23 zinc and felt door bottom.

Catalogue No. 81 of Imperial Standard Scales, just issued by the Burrow Stewart & Milne Co, Ltd., of Hamilton, Ont., contains one hundred pages, listing a wide range of scales of all sizes and for all purposes. It is well illustrated and most attractively printed.

Hardwaremen Quick To Seize Opportunity

Hardwaremen have been quick at all times to see where they can be of service to the community in which their store is located. This has led them in many cases to branch out into all sorts of lines, and in doing so they have built up profitable side lines.

W. P. Macdonald, of Wapella, Sask., is one of the latest to see an opportunity and seize it.

He is building a cement engine room at the rear of his hardware store and installing an electric lighting plant that will enable him to supply electricity for lighting to many in his vicinity. The plant will be so arranged that new dynamos can be added at any time, and if the demand warrants it Mr. Macdonald will in time be able to furnish electric lighting to all parts of the town.

THE CLERKS DEPARTMENT

GETTING THINGS DONE BY GETTING MEN TO DO THEM

The Outstanding Gift of Coleman Du Pont, Himself a Doer of Big Things in Business, is the Power to Pick Able Men to Help Him

UPON the art of getting other men to do things for him, Coleman Du Pont—better know to many as General Du Pont—bases his own remarkable power to get things done. Modesty may be a characteristic of greatness. General Du Pont's modesty is genuine and admirable, but it covers his greatness as a pocket handkerchief might cover the Pyramid of Cheops. He picks good men to get things done for him, but before he places them Du Pont has done something colossal without their assistance or the assistance of anybody else. He believes in assistants who make their own decisions. He makes momentous decisions himself. Here is what B. C. Forbes has been writing about him lately:—

Coleman Du Pont has done and is doing more big things than almost any other financier or captain of industry in America. Wall Street never knows where his activities are likely to break out next. He confines himself to no one groove.

One day he is disclosed as the builder, right in the heart of Wall Street district, of the largest skyscraper in the world, at a cost of $30,000,000. Next he electrifies the whole financial and business community by quietly buying up control of the world's best known insurance company, the Equitable Life, with its $600,000,000 of assets and outstanding insurance of $1,500,000,000, after a succession of battles royal among kings of finance, including J. P. Morgan, E. H. Harriman and Thomas F. Ryan, for control of this stronghold of wealth and power. The most famous hotelkeeper in America dies, and scarce has the public ceased to read tributes to his worth from all classes from President Wilson down, when the news leaks out that Coleman Du Pont has taken over the establishment, the Waldorf-Astoria. Or a company is organized to extend financial assistance on merciful terms to thousands of workers and others in needy circumstances, and, lo! Du Pont is at the head of it.

Secrets of His Strength

"'How have you been able to do so much, in so many different lines?" I asked this sleepless, ubiquitous doer.

"I haven't done much—I don't do much. I pick other men to run things for me," he replied with a directness of speech that is characteristic of his actions.

"But how do you go about making your selections of men?" I further queried.

"You can hire a good doctor or lawyer or other professional man; but you have to find a good business man," was his response.

"Where or how do you begin to look for the good business men?" I persisted.

An Eye on "Good Starters"

"Where? I'm on the lookout for the right kind of men everywhere, anywhere, and always. I've found them North and South; I've found them in factories, in banks, in steel mills, even under the ground—in coal mines. Whenever I spot a man who has made a good start I watch him, I follow his progress, I try to get a correct line on his ability, I find out all I can about the results he produces."

"What are the qualities he must have?" I probed.

"Ability."

I smiled. "'How do you analyze, how would you define, ability?"

"Ability is the thing that gets results honestly," was the immediate, emphatic reply.

"Get a man with ability," he added, "who also has enthusiasm—and, of course, absolute honesty and fairness; then give him full responsibility, give him whole-hearted support, and you will get the one thing you want, results."

"I have been told that once you pick a man for a job you never interfere with him, but put all decisions, all responsibility, directly and wholly up to him," I remarked.

Gives Them the Reins

"Certainly. If I'm to hold him responsible for results, he must have freedom to make all decisions. If a man wants my advice, my judgment, I am always ready to give it to him; but I insist that he make the final decision, that the action taken must be his, not mine, as he is responsible for the outcome, not me. Some men make the mistake of overruling their lieutenants, of not accepting their judgment. How can you expect to develop the best that is in a man if you don't allow him to exercise his judgment and don't let him shoulder the entire responsibility for the results? If a man fails to make good, if his judgment repeatedly proves unsound and the results are a failure, then of course I replace him."

Well Chosen Lieutenants

As a matter of fact, Coleman Du Pont has the reputation of uncanny judgment in choosing lieutenants to manage his enterprises. He has developed almost as many young business geniuses as Charles M. Schwab has. His record reflects and proves this, for success has crowned every project he has taken up—and they have been many, varied and momentous—in the course of his eventful, dynamic career.

His military title, by the way, came through his interest in the National Guard. His work in that connection led four successive governors of Delaware to appoint him a brigadier-general on their staffs.

Born Poor But a Good Athlete

The name "Du Pont" conjures up in the public mind riches and powder. Coleman Du Pont was born poor, and never had anything to do with powder, except in his capacity as a grimy, work-a-day coal miner, until he had made his mark and his fortune in other things. His father, Antoine Bidermann Du Pont, though of the famous Du Pont family of Delaware, had no interest in the ancestral powder organization, but was engaged in several industrial enterprises in Kentucky at the time Coleman was born, in Louisville, on December 11th, 1863. After his preliminary schooling, finding he had a liking for engineering, young Du Pont proceeded to the famous Massachusetts Institute of Technology.

Here he played as hard as he studied. Six feet four inches in height and weighing two hundred and ten pounds, not a pound of it superfluous fat, he made an ideal captain of the football team, stroke of the crew and captain of the baseball nine. He could run one hundred yards in ten seconds. He was also a crack shot, a powerful swimmer, a tug-of-war giant, and a doughty competitor in the wrestling and boxing rings. Breaking bronchos was another of his favorite sports. All this, however, did not prevent him from graduating creditably.

He did not aim at starting at the top or half way up the ladder when he sought a job. He actually began as a mule driver in a coal mine, at Central City, Kentucky. From mule driving he graduated to the blacksmiths' shop in the mine, and later, through various equally grimy and sweaty stages, to the status of a full-fledged miner.

Next he was made mining engineer, and his work became so effective that he was finally appointed general manager of the property.

Of Democratic Make-up

It was significant of his democratic make-up that the first thing he did on gaining chief power was to launch a comprehensive plan for the remodeling of Central City, including the erection of comfortable homes for his co-workers, the laying of good streets and roads, the installation of a modern sewerage system, water works, electric lighting system, etc. He also encouraged the community to build schools

and churches, to open parks and to maintain recreation grounds. He did it all without suggestion or taint of paternalism. Indeed, the old inhabitants still delight to relate how he democratically attended weddings and baptisms and funerals, and was altogether as one of them.

For ten years he remained in that field. Then, when he investigated and found that the highest salary paid in the whole coal region was four thousand dollars, he looked for a wider sphere. The steel industry was then attracting some of the best brains of the country and yielding generous rewards. He opened negotiations with the heads of the Johnston Steel Company of Johnstown, Pennsylvania, whom he knew, and they gladly elected him general manager. Here he not only made good as a steel operator, but found an ideal field for his irrepressible energies in building street car lines. The presidency of the Johnstown Passenger Railway Company was one of the many offices he filled—this one, in fact, he still fills.

He Decided to Retire

In a few years he had built traction lines in Pennsylvania, New York, and New Jersey, and had embarked on coal-mining enterprises, with such success that he decided to retire from active business. He bought extensive farm lands in Maryland and Delaware, took up residence there, and began to conduct scientific farming on a mammoth scale, including the breeding of high-grade draft horses, pedigreed cattle, sheep, and other farm animals. He was an enthusiast on the subject of good roads, and he conceived the idea of building a model road clear through the state of Delaware, a project which, at a cost of more than two million dollars, is now well in hand.

Cincinnatus-like, Farmer Du Pont received a call to more important duties. The head of the famous Du Pont Powder Company had died, and a family council resulted in a summons to Coleman to take the helm. He was not quite forty. The life of a farmer, he had quickly discovered, did not afford the fullest scope for his head and hands. He had all the money he needed, but other urgings and motives impelled him to re-enter the business arena.

What Coleman Du Pont did for America's premier powder plant forms history. When he took hold there were seven clerks in the main office of the company—although this company had important interests in associated explosive enterprises. When he stepped out in 1915 there were some three thousand employees in the main office. The first thing he did was to amalgamate all the different offices and scores of sub-offices controlled by the Du Ponts into one strong, efficient corporation. Production was systematized and standardized. Able, high-priced managers were installed and clothed with large responsibilities and were offered premiums for results. For four or five years Coleman Du Pont arose at five o'clock in the morning and, as he once remarked, "thought powder, talked powder, ate powder, dreamed powder all through the day and night." By-products, formerly little regarded, were manufactured into 250 different commodities! When the call came for munitions to fight the Huns, the Du Ponts almost overnight were able to multiply their output by 100 per cent. by instantly placing on construction work an army of 40,000 men.

Then Stepped Out

Then, having placed the organization on a smooth-working, profitable basis, Coleman Du Pont did what for him was the natural thing: He stepped out. The rehabilitation, reconstruction, the upbuilding of the organization, had interested him intensely; but, that job finished, he was content to leave the management of it to others. He must needs tackle something new, something difficult, something demanding daring. So he sold out his powder interests at a profit of a million dollars for each of the more than thirteen years in which he had managed them.

It was at this stage (1915) that he decided to build the $30,000,000 Equitable Life Building. Scarcely was the paint dry when he coolly purchased, chiefly from the Morgan interests, a controlling amount of the stock of the Equitable Life Assurance Society itself, with the avowed intention of placing ownership of the company completely in the hands of its half-million policyholders. Other financial giants had fought for possession of this all-powerful financial weapon and had talked of mutualizing the company. Du Pont talked little but did mutualize it, selling his stock to the policy-holders at a net loss of $2,000,000. When asked at the time why he had carried through so costly a transaction, Du Pont replied: "I thought it was only right that the company should be owned by its policyholders, and I was glad, therefore, to be able to put it through. I guess I can stand the loss."

That last remark, "I guess I can stand the loss," throws light on Coleman Du Pont's method of handling men. Said one of the young men whom he "discovered" and who is now building up a remarkable reputation:

"'One funny characteristic of General Du Pont is that, unlike most capitalists, he does not go into a thing simply for the money there is in it for himself. I know from actual experience. More than once, when I have been with him in a proposition, he has balked at accepting a fair share of the profits. 'You did most of the work; you're entitled to the results,' he has insisted. Naturally, when you are associated with a man of that type, you put the best that is in you into whatever he asks you to take hold of.

IS CANADA READY?

(Continued from page 71.)

ported better than for any time in many years past.

In mercantile circles there has been no accumulation of large stocks. Never have there been so few failures, never such light outstanding obligations.

Money Plentiful

American financiers from all reports are going to have more money than they know what to do with as the wealth of the world has been pouring into the States. Uncle Sam is ready and willing to lend England and Canada large amounts of money if necessary, and scores of big Americans have their eyes on Canada as the country of the future for development.

There seems little doubt that for some time ship building will be an important Canadian industry. Millions of tons of ships will be needed to replace those lost. Canada is already busy on this work, and indications are that the output will steadily increase.

Anyone in touch with the railway situation knows that millions of dollars worth of construction work and improvement have been held up by the war.

We read of Baron Shaughnessy retiring as president of the C. P. R.—giving place to a forty-one year old man and suggesting as one reason for his retirement that a young man will be better fitted to carry on the wide extension work planned for after the war.

Railroad work — yes, there will be tremendous activity here. For four years no new work has been undertaken. More than this, during those four years hundreds of miles of track have been lifted for rails to be sent to France, won't rails be needed for this railroad extension work? Won't bolts and nuts be required? Won't ties be needed, and axes, saws and equipment to enable the ties to be brought out?

Work here alone for many of the munition workers. It isn't all steel, of course, that is suitable for rails; but some of the big plants will treat their Bessemer for rails; others will make spikes and bolts. Others again will make steel suitable for axes. Still others will make car axles—wheels—sheets for cars—all of the thousand and one things which will be needed to again put in order the rolling stock that has badly deteriorated during these rushed war days.

And think of the huge work of food production. The great desire of devastated Europe following the war will be for a square meal; and it will be this continent, the United States and Canada, which will be able to provide the foods. The United States and Canada almost alone will have big exportable margins. So the call will come for these products of the field. And the call will endure for years. It will be many seasons before devastated Belgium and hate-stricken France will re-establish the fruitfulness of their fields. For many seasons the call for food will come to Canada, keeping Canadian farmers hard at work at goodly wages.

Evidences that not only the farmer but the factory will be rushed is brought to the attention of *Canadian Grocer*—one of the MacLean business newspapers—only this week, an Eastern Ontario canner being asked to put a price on his plant. It appears an English syndicate wanted to buy—wanted in this way to make sure of canned goods for which they expect a huge European demand following the declaration of peace.

Nor is big work all that has stood in abeyance. It is true the railroads have been forced to let their tracks deteriorate, their trains go half cared for; it is true the Bell Telephone Co., has been advertising its inability to make necessary repairs as quickly as it would like; but it is true also that all up and down the country, from Dan to Beersheba, hundreds of people have been holding back hundreds of jobs simply because they had difficulty in getting the workers and materials to execute the jobs, and because war thrift made delay seem advisable.

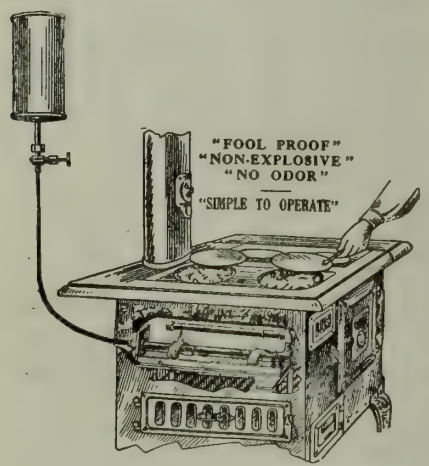
Just as quickly as they can get the men and materials individuals, firms and corporations all over the country have work they want to go ahead with. All this means industrial activity, money in circulation and steady employment and incidentally stability and good business conditions.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

KEROSENE GAS MAKER

Armonts' Universal kerosene gas maker manufactured by Armonts, 63 Fifth Avenue, New York, is in effect like a carburetor and generates a blue flame vapor gas from ordinary coal oil. It burns a mixture of ten per cent. of the gas and ninety per cent. air, and it is stated produces a most intense heat. The "Universal" fits into the fire box of any stove, kitchen range, steam, hot water or hot air furnace. It has no wicks and is controlled by valves. It is claimed that it will heat, broil, roast, fry or bake nicer, quicker and cheaper



Kerosene Gas Maker

than coal, wood, or any other fuel. The claim is made also that there is no smoke, no odor, no dust, no dirt, and no ashes. Armonts' "Universal" is portable, and it is stated can be carried from the kitchen range to the stove or furnace. The claim is made that it is absolutely non-explosive and safe in every way. The use of the "Universal" is not confined to the home, and it is stated that, placed in a hennery, it will keep things so comfortable that as many eggs may be secured in winter as in summer.

VENEER CHAIR SEAT

Canadians are now manufacturing their own chair seats, and the demand for chair seats which hitherto went across the border, is now being met by home production. The Canadian Veneering Co., of Acton Vale, Quebec, are manufacturing three-ply veneer chair seats in such staple patterns as ball top, crown dining, round, square and local seats. The seats it is stated are well glued, nicely formed and carefully bored. The corners of the seats are rounded and the edges sand papered. The finish, it



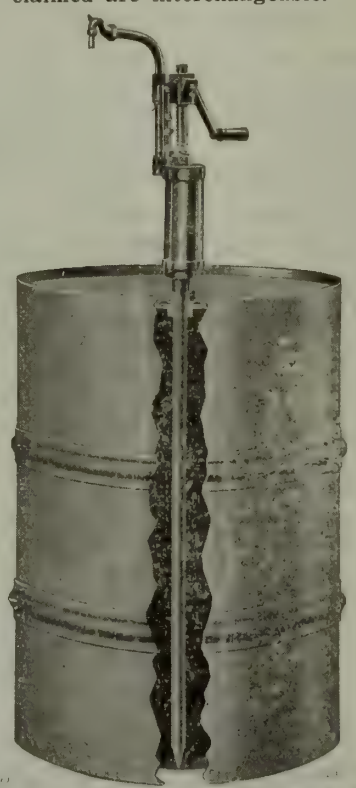
Veneer Chair Seat

is stated, is with real church pew varnish.

Richardson and Bureau of 55 St. Francois-Xavier street, Montreal, are the selling agents for the manufacturers.

SELF-MEASURING PUMP

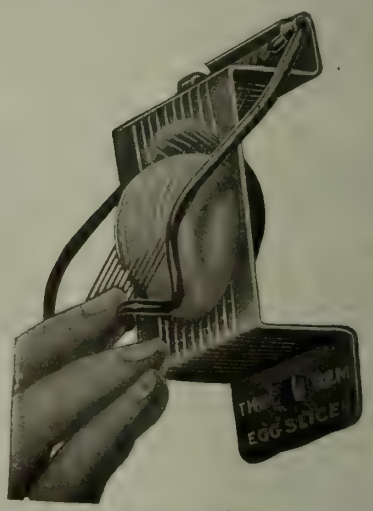
The self-measuring barrel pump manufactured by the Milwaukee Tank Works, of Milwaukee, pumps quarts, pints, and half pints. It is claimed it can be adjusted in a few second to any ordinary barrel, thus turning an ordinary iron barrel into a self-measuring outfit. The makers claim that it is easy to handle, needs no tools, and is always ready. It is stated there is a spring lock on each pump, making it impossible for unauthorized persons to obtain the contents of the barrel. All the parts of the pump it is claimed are interchangeable.



Self-Measuring Pump

EGG SLICER

The "Gem" Egg Slicer made by the G. M. Thurnauer Co., of 6 East 20th st., New York, cuts hard boiled eggs into eleven uniform slices in one opera-



Egg Slicer

tion. It is stated it is clean, quick and dainty, and is especially adapted for salads and sandwiches. The cutting tray is of pure aluminium. The cutting handle is nickel-plated with automatically strung-piano wires.

LEAK REPAIRER

Se-Ment-Ol, a liquid chemical leak repairer, is being put on the market by the North Western Chemical Co., of Marietta, Ohio.



Se-Ment-Ol is poured into the system at any convenient opening. In perfect combination with the water, it is carried by thermal circulation to every part.

Although a liquid, it congeals quickly it is stated when it is exposed in small quantities to the air. It retains its liquid state until it finds a leak. Then it congeals, layer upon layer, in and over the leak until it forms a seal which it is claimed has resisted a pressure up to 500 pounds.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

TURPENTINE is attaining distinction as one of the most interesting items in the hardware man's stock. A further advance of 3c per gallon is recorded, with every indication that even higher levels may be expected. Markets in the South are very strong. Favorable war news, with opportunities which may develop for overseas shipments, are factors, along with advices that out-turn of crop this past season will not reach early estimates. The next month or six weeks may reveal very heavy advances.

Higher prices are the order of the day as applied to screen doors, screen windows and refrigerators. Orders are now being solicited for spring shipment, and figures arrived at show an advance of 15 to 20 per cent. The difficulty in securing suitable lumber, its high price and increased overhead expenses are mentioned as factors which have brought about this change.

A decline of 2c per pound has been recorded in antimony. This follows a drop of 1c per pound recorded last week, and the market is decidedly weak. Antimony is essentially a war metal, and favorable war news, with possibility of an early peace, are factors resulting in lower prices. Tin has stiffened somewhat this week from low levels reached last week. Licenses are very hard to get, but there seems to be some available. Lead is unchanged, but indications are that there is little if any at all available.

Horse rasps and horse tooth rasps have joined the list of goods to record advances, new prices being about 10 per cent. higher than former figures. Spring hinges are up about 5 per cent., and other lines of interest to the hardware trade which follow the upward trend are wood blocks, curtain stretchers, fibreware, and contractors' sieves.

The list on automobile oil is up 5c per gallon, and many lines of auto accessories have been revised. These include batteries, lamp bulbs, shock absorbers, cut-outs, lap robes, horns, push buttons and repair parts.

Prices on bug finish have been named for spring; these are higher than those prevailing last season. Mechanics' tools still advance, as will be noted in revisions this week on nut and pipe wrenches, socket chisels and bit extensions. Pump leathers have also been revised upward.

MONTREAL MARKETS

MONTREAL, Nov. 7.—Important changes have been made this week. Oil stones and slips, nail pullers and mortise locks have gone to higher price levels. Advances have been made for straight blade razors, hat and coat hooks, window blind hinges, planes and horse rasps. Declines have been effected in antimony, bar steel, and old materials, including lead, zinc, copper and brass. Other items to go to higher levels are handled axes, centre bits, fruit jars, shock absorbers, lamp bulbs, electric horns, auto robes, auto horns, cut-outs, thrust bearings and push buttons.

Business is resuming more nearly normal conditions after a lull during epidemic of sickness.

Oil Stones Up; Locks, Nail Pullers, Too

Montreal.

MORTISE LOCKS, NAIL PULLERS, OIL STONES.—Mortise locks are up, the No. 850 now selling at $10.50 per dozen sets and No. 851 at $36.50.

Nail Pullers, Cyclops, are selling at $18.60 per dozen, Universal No. 1 at $15.80, and No. 2, $21.

Oil stones and slips are up about 10 per cent.

Blind Hinges Higher; Razors Up, Too

Montreal.

BLIND HINGES, HOOKS, RAZORS—Advanced prices apply to window blind hinges. No. O1 are selling at $1.65 per dozen, and in case lots at $1.55; No. 3 are priced at $2.75.

Hat and coat hooks are up to $6.25 per gross in full lots, the former price being around $5.75 to $5.85.

Straight blade razors are higher. No. 1484 are now selling at $24 per dozen; No. 3468 at $28, and No. $4000 at $18.60.

Rasps, Centre Bits, Planes, Axes Higher

Montreal

RASPS, CENTRE BITS, PLANES, AXES—Heller line of horse rasps are up through a revision of the discount to 57½ per cent.

Centre bits are revised also and this to higher levels. Up to 1 inch the price is $2.65 per dozen; 1⅛ inch $3.50; 1¼ inch $4.20; 1⅜ inch $4.90; 1½ inch $5.60; 1⅝ inch $6.65; 1¾ inch $7.35; 1⅞ inch $8.05 and 2 inch $8.75.

Planes have been advanced, reference to this already being made in these columns. S. & S. No. 4 are quoted at $3.20 each; No. 5 at $3.60; No. 8 $6.40; No. 27 $2.45 and No. 36 $2.70. Corresponding styles in Stanley make are each, $4.10, $4.70, $8.25, $3.20, and $3.20.

Handled axes of Indiana brand are up to $16.50 per dozen.

Fruit Jar Prices Out; Oil Stoves Higher

Montreal.

FRUIT JARS, OIL STOVES—Prices for 1919 are announced for fruit jars of the Perfect Seal pattern. The small size are now priced at $12.50 per dozen; $13 for medium and $17.25 for large.

Oil stoves are higher. This applies to the Perfection, some of the prices being as follows:—No. 2B, $18.75; 3B, $24.25 and 4B, $30.75; discount of 25 per cent. to the trade applies to these prices. Heaters are now priced at $7.00, $8.25, $10.25 each, less 25 per cent. Wicks are $3.15 per dozen net for oil stoves and $3.45 per dozen net for heaters.

Shock Absorbers Up; Repair Parts; Hoods

Montreal.

SHOCK ABSORBERS, REPAIR PARTS, HOODS—Shock absorbers are up. This applies to the Burgess Improved Type and the trade price now is $15 per set, whereas the former price was $13.50. The trade discount is 25 per cent. For lots of 6 the price is now $14 and lots of 24, $13. Discounts on these quantities of 30 per cent. and 35 per cent. respectively, apply.

Ideal pump connections are higher. No. 1 are priced at 43c to the trade or in lots of 24, 41c and lots of 96, 38c. This line thus makes an advance of approximately 45 per cent.

Duplex reamers are reduced from $2.37 to $2.27. In lots of 6 the decline is from $2.26 to $2.16 each.

Streamline hoods and radiator shells are reduced from $21.60 to $19.10.

Various Lamp Bulbs Under Adjustment

Montreal.

LAMP BULBS—Adjustments, some of them making an increased price basis, and others lower prices, are made to apply for Mazda bulbs and ordinary flashlight bulbs. The changes made are various, some of them leaving the basis similar to that obtaining before, and an approximate change of 10 per cent. obtaining, where the change is a decline or an advance. Single and double contact lamps are affected.

Prices Given For Batteries; Coils

Montreal.

AUTO COILS, BATTERIES—The following prices obtain for Eveready batteries for particular makes of cars:—For Case 1914-15, Mod. 35, each $39.20; Maxwell pattern 1913-14, $45.72; for Cadillac 1914-15-16; Cadillac 1917; Cole 1914-15; Hudson 1914-15, $54.47; for Brewster 1916-17; Haynes 1913-14, $56.67.

K-W Coil Units No. 32127 are advanced from $2.70 each to $2.90 and coil points to 45c from 36c. Lower prices obtain for lots of 50 and lots of 100.

Electric Horns Higher; Robes and Manifolds

Montreal.

AUTO HORNS, BUTTONS, ROBES, ETC.—Some lines of auto electric horns are being discontinued and others take on advances. No. 11 Projector is raised from $10.50 to $14.62 each; No. 14 Straight Projector from $5.05 to $6.75; No. 45 Tiger Lion Hand Horn from $2.81 to $3.94 and No. 35 Tiger Hand Horn from $3.19 to $4.31.

Push buttons No. 215 are advanced to 49c each from 37½c and No. 216 from 30c to 41c each.

Auto robes of St. Louis pattern, 72 inch size are quoted at $16.52, less 20 per cent. and Leopard robes of the same size at $17.60 each, less the same discount to the trade.

Anco heat manifolds for Ford Cars are priced at, each, $10.50, less 25 per cent., or in lots of 6 at $9.80. Discounts, respectively, of 25 per cent. and 30 per cent., obtain.

Price Basis For Cut outs; Thrust Bearings

Montreal.

CUT OUTS, BEARINGS—Prices are given for Gray-Hawley Cut Outs. The 5A and 5B are priced at $1.37, singly; 6A and 6B, each at $2.07; 7A, 7B and 7D. each at $2.40 and No. 8A at $2.40; 8B at $2.74 and 8C and 8D at $3.07 each. Lower prices obtain for larger quantities.

Graham Ball Thrust Bearings are priced now at $3.75, with a discount of 25 per cent. to the trade.

Nail Movement Fair At Steady Prices

Montreal.

NAILS, WIRE—The position of wire nails is steady and without change. Some report good stocks on hand and others are not so fortunately situated. The base now for wire nails is $5.50 and that for cut nails $5.85 per 100 pounds. Standard smooth wire is based at $6.25 per 100 pounds.

Rope Market Steady; Buying Seasonable

Montreal.

ROPE AND CORDAGE—The situation is steady and unchanged. Stocks are ample to carry the trade along well on an uninterrupted supply basis and prices hold. The retail trade has been supplying itself with immediate needs rather than buying in large lots. Pure manila basis is 39c; sisal 27½c and British manila 33c per pound.

Gasoline Sale Lighter; Coal Oil Unchanged

Montreal.

COAL OIL, GASOLINE—The sale of gasoline continues on the basis of 34c per gallon. There is less demand for it, the weather making a big change in this respect and the epidemic also being a factor. Coal oil is seasonably active and unchanged, with Royalite price unchanged at 19c and Electroline and Palacine 22c per gallon.

Heavy Heater Sales; Specialties, Too

Montreal.

STOVES, WARES—Of all the necessities these days in the rural, and even in the local hardware trade, heaters are beginning to bulk large. The manufacturer has had difficulties to overcome, but has met these well and orders are filled quite promptly. The same active condition applying to heaters is applicable also to stoves and ranges, although in less degree.

Coal hods and shovels, stove boards and stove pipe have been going forward well. Material for making these was slow in arriving from outside, but this was an expected condition this year and the makers are overcoming the temporary shortage well.

Galvanized Sheets Short; Black Hold Firm

Montreal.

SHEETS—The market conditions are steady and unchanged. Galvanized sheets are to be had in limited quantities only and some are making no offers at the moment. As a consequence the price basis is more nominal than ever and those stocks have little trouble in securing their price. Black sheets are steady and firm, with the conditions quite unchanged all round.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$9 75	$11 50
12 gauge	9 65	11 00
14 gauge	9 00	8 20
16 gauge	9 15	8 25
18-20 gauge	9 25	8 30
22-24 gauge	9 60	8 35
26 gauge	9 75	8 40
28 gauge	9 90	8 50
GALVANIZED SHEETS—		
10¾ oz.	$12 00	$12 35
28 gauge	11 65	11 90
26 gauge		11 35
22 and 24gauge		11 15
20 gauge		11 05
18 gauge		10 95
16 gauge		10 85

NOTE.—These prices are for full bundles, an extra charge of 25c per 100 lbs. is made for broken lots.

Special Steel Lower; Iron Bars Scarce

Montreal.

IRON AND STEEL—The feature of the week is a lower price basis for Gold Coin Steel. This applies to the round and octagon. The base of ⅝ inch and larger now takes a price of $15.50 for round and octagon is reduced to $15. The former prices were 50c per 100 pounds higher. In a general way, iron and steel are steady and firm, the trade getting a fair delivery of stock sizes. Special sizes are scarcer and harder to obtain.

Common bar iron, per 100 lbs.	$4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 22

Lead Products Quiet Without Change

Montreal.

LEAD PRODUCTS — Without any price changes, lead products are quiet and there is little promise of improvement in the matter of sales just now. The business passing is that which constitutes immediate requirements of the trade, and none are inclined to buy ahead. There appears to be less difficulty in securing lead, and this has made the out-

look for the near future an improved one. Solder and all made-up lines are easy but unchanged.

Lead pipe, lb.	$0 15	$....
Lead waste pipe, lb.	0 16	....
Lead traps and bends	Net list.	
Lead wool, lb.	0 15½	0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs., sq. ft.	0 12½	0 13
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c. lb. extra.		
Solder, guaranteed, lb.		0 52
Solder, strictly, lb.		0 45
Solder, commercial, lb.		0 41
Solder, wiping, lb.		0 41
Solder wire (8 gauge)—		
40-60		0 53
45-55		0 57½
Zinc sheets, casks		....
Do., broken lots		....

Note—The above prices for solder are for full boxes of 100 lbs. Jobbers will charge several cents more for small lots.

Old Material Lower; Little Movement

Montreal.

OLD MATERIAL—The decline of prices this week affects lead and zinc, copper and brass. The declines are not large, but the demand for larger lots of any commodity appears to be lighter than it was, even though enquiries are numerous. Some stock is arriving from the country but the buying prices are softening, so that lower quotations still may be made.

Dealers' Buying Prices:		
Tea lead		0 05½
Heavy lead pipe		0 07¼
Yellow brass		0 13
Red brass		0 23
Light brass		0 08
Scrap zinc		0 06¼
Heavy copper	0 24	....
Wrought iron, No. 1, per gr. ton	26 00	27 00
No. 1 machinery cast	38 00	40 00
Heavy melting steel	22 00	23 00
Pipe scrap	18 00	20 00
Stove plate, per ton	26 00	28 00
No. 2 busheling	13 00	14 00
Old rubbers, boots and shoes	....	0 07¼
Overshoes, lumbermen's rubber boots	....	0 05
Bicycle tires	0 04½	0 05
Automobile tires	0 04¾	0 05

Antimony Weaker; Lead to be Had

Montreal.

INGOT METALS—Markets lag. This is due to the peace talk and as a result of this antimony has weakened. This is the only item that has been materially affected, but buying is very limited today.

COPPER—The market conditions are unchanged as is also the price, which holds at 30-31c per pound.

TIN—Supplies of tin are sufficient for the needs of the trade, for these are small at present. Local quotations of 90-92c per pound are made.

SPELTER—An easier undertone is apparent, but no changes of price have been made. The enquiry is limited and price rules at 10½c to 11c per pound.

LEAD—With price fixed, there is no change locally, this holding at 10½ to 11c per pound. There is more to be had, however, and the trade is light.

ALUMINUM.—Little can be said that is new on this item. Local trading is light at 48c to 50c per pound.

ANTIMONY—The price on this has declined locally to 15c per pound. This is a reflection of peace prospects, and the trade demand continues small.

TORONTO MARKETS

TORONTO, Nov. 7.—Booking prices on screen doors and windows for spring are out and show an advance approximating 15 to 20 per cent. New prices have also been arrived at on fibreware, horse rasps, horse tooth rasps, curtain stretchers, shotguns and spring hinges, which provide for advances in each instance. Lower quotations are noticeable on wheelbarrows, while automobile lubricating oils have joined the upward trend.

Antimony has declined 2c per pound, while tin has stiffened up somewhat. Wood blocks and cast iron hardware, Canadian made, have advanced.

Spring, Floor and Screen Door Hinges Up

Toronto.

SPRING, FLOOR, SCREEN DOOR HINGES.—Higher prices have been arrived at on spring hinges, floor hinges and screen door hinges and quotations which are now being named to the trade are: Chicago spring hinges, list plus 5 per cent.; Triplex spring hinges, 20 and 10 per cent. discount; Chicago mortise floor (5.000), 20, 7½ and 5 per cent.; Chicago Relax floor (6,000), 25, 10, 10 and 2½ per cent.; Chicago Premier (4,000), 12½ per cent.; Chicago Ajax (3,000), 12½ per cent.; Chicago fire station, add 10 per cent. to list; lavatory door hinges, 2 0per cent.; Chicago screen door (2,000), 40 and 2½ per cent.; Chicago screen door (3,000), 16 2-3 per per cent.; Non- hold back screen door, prices upon application. All above f.o.b. Chicago.

Screen Doors, Windows Higher for Spring

Toronto.

SCREEN DOORS, WINDOWS.—Higher prices are the order of the day on screen doors and windows. New prices now out on screen doors, at which basis orders for spring are being taken, show an advance approximating 20 per cent. The change in window screens is correspondingly high, amounting to about 15 per cent. On this basis quotations which have been arrived at are given as follows:

Screen Doors No. 1, grained, $18.20 per dozen; No. 2, $22.30; No. 3, grained, filled and varnished, $29.20; No. 6, $30.40; No. 8, $31.45; No. 9, $37.70; No. 21, $26.80; No. 21½, $28.05; in units of one-half dozen prices are 80 cents per dozen less than the above, no charge for crating.

Window Screens—No. 1, $3.30; No. 2, $4.40; No. 3, $4.80; No. 4, $5.15; No. 5, $5.65; No. 6, $6.10; No. 7, $6.55; No. 8, $7.05; No. 9, $7.75; No. 10, $9.50; No. 12, $3.40; No. 12½, $3.85; No. 13, $3.75; No. 14, $4.00; No. 14½, $4.25; No. 15, $4.60; No. 16, $6.35.

Horse Rasps, Tooth Rasps Up 10 Per Cent.

Toronto.

HORSE RASPS, HORSE TOOTH RASPS. — A new discount has been named on horse rasps. This provides for an advance of about 10 per cent. This applies to the Heller Bros. line these now being quoted at 57½ per cent. discount from list.

The Heller Bros. horse tooth rasps have also been revised in price, quotations given herewith providing for an increase over former levels: No. 1 is now quoted at $14.20 per dozen; No. 2 at $20.00; No. 3 at $17.65; and No. 4 at $22.75.

Curtain Stretchers Up; Fibreware Higher

Toronto.

CURTAIN STRETCHERS, FIBREWARE.—Quotations which have been arrived at on the Chicago curtain stretchers show that an increase in this line has been effected. The No. 3 is now quoted at $34.00 per dozen; No. 6 at $33.00 per dozen; and No. 8 at $22.00 per dozen.

Fibreware has also gone to higher levels. The Star fibre pails are now quoted at $5.50 per dozen; the fibre wash tubs have now reached a price of $25.00 per dozen for No. 0; No. 1 is $21.35; No. 2, $17.85, and No. 3, $15.15 per dozen.

Wheelbarrows Down; Hand Sieves Up

Toronto.

WHEELBARROWS, HAND SIEVES. —Further revisions have been made in wheelbarrows and the tendency this time is downward. The quotations which are now being named on the Navvy wheelbarrow, steel wheel, are $58.20 per dozen, the Garden barrow, large size, is now quoted at $67.20 per dozen, the Garden barrow boys' or lawn are quoted at $54.60 per dozen.

Contractors' hand sieves have advanced and are now being sold to the trade at $10.00 per dozen.

Blocks, Cast Goods, Guns Revised

Toronto.

BLOCKS, CAST GOODS. GUNS.—An advance has been made in the wood blocks; this amounts to 10 per cent. Quotations on the single and double are now being figured out on the basis of 10 per cent. advance on list.

An advance in Canadian manufactured hardware, principally cast iron goods has been made. This amounts to about 7½ per cent.

Higher prices are also being quoted on the New Victor shot gun, single barrel, plain, 12 gauge 30-inch barrel and 16 gauge now selling at $10.00 each, and

the No. 1 ejector in the same gauges, $12.50.

Lists on Automobile Oils Up 5c

Toronto.

AUTOMOBILE OILS. — Quotations have been revised on automobile oils, effective immediately. This is brought about by a change in the list price which has advanced about 5 cents. The Polarine on the new basis will be listed at 90 cents, the Polarine heavy, 90 cents, and the Gargoyle mobile oil, will be listed at $1.15. These prices are subject to a discount of 25 per cent. to the trade. These changes are in line with predictions made in HARDWARE AND METAL two weeks ago as likely to become effective.

Heavy Sales Coal Oil; Gasoline Firm

Toronto.

OILS, GASOLINE.—The demand is still very heavy for coal oil. Sales have reached enormous proportions and there is every indication that this will continue. Prices have held firm without change at 18½ to 21½ cents per gallon according to grade.

Gasoline is very steady and sales are maintained at a very satisfactory level. There is no shortage reported on the local market, but the demand has fallen off from the peak prevailing a month or six weeks ago.

Wire Nails Firm, Wire Quiet

Toronto.

NAILS, WIRE.—The situation in respect of wire nails, shows no change during the week. Quotations are firmly held at recent advance and no recession in values is looked for. The undertone to the market is very strong, and whereas immediate requirements of the trade are being taken care of, there is no indication as to what may develop in the next few months. Quotations on wire nails are still $5.50 per 100 pounds and on the cut nails, $5.85 base.

There is nothing new to report in regard to wire. The smooth steel wire is still based at an unchanged price of $6.25 per 100 pounds.

Stoves Unchanged; Wares Steady

Toronto.

STOVES, WARES.—No new developments are reported as far as stoves are concerned. The market generally is firm and raw materials come through slowly. The demand is considered very good and output of the manufacturers is absorbed almost as quickly as turned out.

The situation in wares is one of continued strength. The demand for all lines is very good and outlook rather clouded through difficulty in securing deliveries of materials necessary to carry on with.

Cordage Holds Steady, Twine Firm

Toronto.

CORDAGE, TWINES.—There have been no new developments to record during the week. Business is just a little quiet, a seasonable condition, and prices remain unchanged though firm, pure manila being quoted at 39c per pound base; British manila at 33c, and sisal at 27½c.

The twine market is firm and unchanged with demand normally good.

Iron and Steel Quiet; Market Firm

Toronto.

IRON AND STEEL.—The market is rather quiet. Supplies are hard to get and no improvement in conditions is looked for. Prices have held firmly, though without change.

TORONTO—	Per 100 lbs.	
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Sheet Situation Shows No Improvement

Toronto.

SHEETS, PLATES.—There is no improvement shown in the sheet situation. There have been a few cars arrive, but these are quickly absorbed and there seems to be a tightening of the lines drawn on commercial enterprises. Reports indicate that stocks of light galvanized particularly are about exhausted. Indications point to a disposition on the part of many buyers to hold off their purchases and even some cancellations are reported, due to peace rumors which are floating around. The consensus of opinion among the trade seems to be that this holding back is a more dangerous attitude than taking the goods, for any man that wants the goods and can use them. The priorities now existing in the mills will, it is thought, continue in force for many months after the war, as this is about the only method possible to handle accumulation of business. Quotations on galvanized sheets 28 gauge are up to $12.75 per 100 pounds in some quarters, and the 10¾ ounce, $13 50.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	....	$10 00
12 gauge	$9 60-	10 00
14 gauge	8 40-	8 90
16 gauge	8 50-	8 55
18-20 gauge	8 05	8 30- 8 80
22-24 gauge	8 10	8 35- 8 85
26 gauge	8 15	8 40- 8 90
28 gauge	8 25	8 50- 9 00
3-16 inch plate	....	10 00
¼ inch boiler plate	....	10 00

Prices shown are for full cases. An extra charge of from 25c to $1 per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—			
10¾ oz.	$11 00	$12 00	$13 50
U.S. 28	10 70	11 70	12 75
22 and 24	10 25	11 25	
18 and 20	10 10	11 10	
16	9 95	10 95	
14 gauge	9 85	10 85	

Prices shown are for full cases An extra charge of from 25c to $1 per 100 lbs. is made for less than case lots.

Corrugated Sheet Business Easier

Toronto.

CORRUGATED SHEETS. — There seems to be a little falling off in the amount of trade coming along but altogether volume of business being handled seems fair. Prices remain nominally at figures given below with orders being carefully watched so that most essential enterprises are taken care of.

TORONTO— Corrugated Sheets—	Per 100 Sq. Feet Gal'zed	Painted
No. 28 gauge	$ 9 00	$ 7 50
No. 26 gauge	10 00	8 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No. 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7½ per cent.

Wrought Pipe Scarce; Tubes Also

Toronto.

WROUGHT PIPE, BOILER TUBES. —Wrought pipe is scarce and manufacturers generally are operating away behind schedule. It is understood that the United States War Trade Board's allotment of steel to pipe manufacturers is 30 per cent. normal requirements, but whether Canada fares quite as well seems to be a question. At any rate, the market is bare of pipe for immediate delivery and improved conditions are not looked for this year.

Boiler tubes record conditions unchanged. Stocks grow smaller but price is unchanged.

Toronto—	Per 100 feet Cold drawn	Lapweld
1 inch	$86 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Solder Outlook Unchanged; Lead Products

Toronto.

LEAD AND ZINC PRODUCTS.—No change is reported in the situation on solder. Tin has firmed up again somewhat and this has tended to stiffen the market on solder. The demand is just a little easier but is expected to show improvement. Lead products are moving out in only fair quantities and the market rules firmly at unchanged levels.

Lead pipe, lb.	....	0 15
Lead waste pipe, lb.	....	0 16
Lead traps and bends	....	Net list
Lead wool, lb.	0 14	0 15
Lead sheets, 2½ lb. s. ft., lb.	....	0 14½
Lead sheets, 3 to 3½ lbs. sq. ft., lb	....	0 14¼
Lead sheets, 4 to 9 lbs. sq. ft., lb.	....	0 13½

Cut sheets ¾c lb. extra, and cut sheets to size. 1c lb. extra.

Solder, guaranteed, lb.	0 50	0 55
Solder, strictly, lb.	0 47	0 52
Solder, commercial, lb.	0 42	0 45
Solder, wiping, lb.	0 40½	0 50
Solder wire, lb.	0 56	0 70
Zinc sheets, lb.	....	0 26

Lower Prices Looked For

Toronto.

OLD MATERIALS.—Lower prices seem to be nearer on practically all lines of old materials. Buying interest is nil and a revision in prices which will provide for a decline is looked for.

Dealers' Buying Prices—		
Tea lead	$0 05¼	....
Heavy lead pipe	....	0 08
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 22	0 23
Stove plate, per ton	....	25 00
Old cast iron, per ton	....	30 00
Overshoes, trimmed Arctics	....	0 06½
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Antimony Down 2c; Tin Stiffens

Toronto.

INGOT METALS.—A decline of two cents per pound in antimony has been recorded and a little stiffer feeling is noticeable in tin. Spelter holds firmly though there is little demand. No change is shown in the lead market, there being little or none available.

COPPER.—There is nothing being offered commercially and production is going into essential war work. Prices show no change at 30c to 32c per pound locally and conditions which prevail are featureless.

TIN.—The market has stiffened slightly, quotations ranging now around 90c to 95c per pound. Licenses to import are very hard to get but there seems to be some stock here and interest is rather lacking.

SPELTER.—There is no demand for this metal, but there is a firm undertone in evidence. Prices have held unchanged at around 11c per pound.

LEAD.—Supplies are practically nil if any at all are available commercially. The situation in the States is virtually Government controlled and it is indicated that no lower prices threaten. Locally quotations range nominally around 10½c to 11c per pound.

ALUMINIUM.—Production is being directed to war work and there is nothing of interest to the trade. Quotations nominally range around 50c per pound.

ANTIMONY.—A decline of 2c per pound has occurred following a drop of 1c last week, bringing quotations locally down to 15c per pound.

Antimony is essentially a war metal and favorable war news and peace talk are factors which may be expected to bring prices down.

PIG IRON.—There has been no let-up in the demands of the Government and for this reason commercial enterprises have not gone up any higher on the list of those who may get iron. Production continues to be absorbed largely in war demands of one sort or another, and no change in the outlook is promised for the immediate future.

LONDON MARKETS

LONDON, Ont., November 7, 1918.—New prices are out on screen doors and windows for spring, and these show an advance over opening prices last year of about 15 to 20 per cent. Refrigerators are also included in the list of lines to advance. Higher prices have also been named on pump leathers, this applying to both the cup and valve and plunger style. Other lines to advance include wrenches, tub stands, paint brushes, chisels, bit extensions, buggy finish, and shellac.

Fall and winter lines are moving fairly well, and as a whole business can be classed good.

Wrenches Go Higher; Hinge Hooks Up

London, Ont.

WRENCHES, HOOKS.—Higher prices are again the order of the day as far as mechanics' tools are concerned. This is shown on new prices issued this week on two or three different styles of wrenches. The Keystone pattern wrench No. 80, 6-inch, is now quoted at $10.00 per dozen, the 8-inch at $12.50, and the 10-inch at $15.50. The Westcott nut wrench is also higher, the 6-inch being quoted at $10.00; 8-inch at $13.00, and 10-inch at $15.50 per dozen. Smart's stillson pattern wrench is quoted at 50 per cent. discount from list.

Hooks for screw and stray hinges have also advanced, ½-inch being quoted at 11¼c per pound, ⅝-inch at 11c, and ¾-inch at 10¾c.

Screen Doors, Windows Up 15 to 20 Per Cent.

London, Ont.

SCREEN DOORS, WINDOWS.—Quotations have been arrived at on screen doors and windows for spring. Prices which are now being named to the trade show an advance of about 15 to 20 per cent. in these lines. Working on present basis quotations on screen doors, are given as follows: No. 1, plain grained, $17.40 per dozen; No. 2, plain grained, with brackets, $21.50; No. 21, grained, filled and varnished, mission style, $26.00; No. 3, grained, filled and varnished with brackets, $28.40; No. 8, grained, filled and varnished panel, $30.65; No. 9, grained, filled and varnished, panel with oval, $36.90.

Quotations which have been issued on screen windows are also higher as will be shown in quotations herewith: No. 1, $3.30; No. 2, $4.40; No. 3, $4.80; No. 4, $5.15; No. 5, $5.65; No. 6, $6.10; No. 7, $6.55; No. 8, $7.05; No. 9, $7.75; No. 10, $9.50; No. 13, $3.75; No. 14, $4.00; No. 14½, $4.25; No. 15, $4.60; No. 16, $6.35.

Refrigerators Go Up; Butter Bowls Too

London, Ont.

REFRIGERATORS, BUTTER BOWLS—Spring booking prices are also available now on refrigerators. Quotations being made on the Sanderson Harold line are given as follows: Household, 40 per cent. discount from list, and the Grocer and Butcher refrigerators 35 per rounds on maple butter bowls. The cent. discount from list.

Higher prices are also going the basis on which quotations are now being made to the trade are for the 15-inch, $7.00 per dozen; 17-inch, $16.50; 19-inch, $21.00.

Chisels Up 10%; Bit Extensions Higher

London, Ont.

CHISELS, BIT EXTENSIONS.—Another thing to follow the upward trend this week is socket chisels. These are up about 10 per cent. and are now quoted at a discount of 50 per cent. from list. New prices are also available on the Millers Falls bit extensions. These provide for higher levels also, the No. 5 by 15 inch being quoted at $1.75 each; 18 inch at $1.75; 21 inch at $1.80, and 24 inch at $1.85.

Pump Leathers Revised Upward

London, Ont.

PUMP LEATHERS.—An important line of interest to the hardware trade this week is pump leathers. These have been revised in price, and new quotations which are now being named show an advance over former figures. Basis of quotations on the cup style and the valve and plunger type are given herewith:

Leathers, Cup—1-in., 60c; 1¼-in., 70c; 1½-in., 75c; 2-inch, 90c; 2½-inch, $1.25; 3-inch, $1.68; 3½-inch, $2.15; 4-inch, $2.50; 4½-inch, $2.65.

Valve and Plunger Leathers—No. 1, 95c dozen; No. 2, $1.20; No. 3, $1.35; No. 4, $1.65.

Higher Prices on Tub Stands, Plane Irons

London, Ont.

TUB STANDS, PLANE IRONS.—Revised prices are out on tub stands or wash benches. These provide for advances, the Dowswell now being quoted at $28.86 per dozen.

Following the advance in planes, advice of which was given in last week's issue, plane irons have also followed suit and prices which are being quoted to the trade show a substantial advance. The present basis of quotations is given as follows:

Single.	Double.
1⅝ inch 45c.	75c. each.
1¾ inch 59c.	79c. each.
2 inch 52c.	90c. each.

2⅛ inch	59c. each.
2¼ inch	60c. each.
2⅜ inch	62c. each.
2⅝ inch	66c. each.
	96c. each.
	98c. each.
	$1.03 each.
	1.07 each.

New Prices Available on Traps

London, Ont.

GAME TRAPS.—Advice of an advance in game traps was given last week, but at time of sending report along new prices were not available. These have now been determined upon and quotations on some of the best selling numbers are given herewith:

Victor with Chain—No. 0, $2.25; No. 1, $2.60; No. 1½, $3.90; No. 2, $5.45.

Jump with Chain—No. 0, $2.95; No. 1, $3.50; No. 1½, $5.20; No. 2, $7.60.

Newhouse with Chain—No. 1, $5.55; No. 1½, $8.35; No. 2, $12.35; No. 3, $16.45; No. 4, $19.40.

Hawley and Norton with Chain—No. 0, $3.45; No. 1, $4.10; No. 1½, $6.10; No. 2, $8.55; No. 3, $11.40; No. 4, $13.40.

Bug Finish Up For Spring; Rasps

London, Ont.

BUG FINISH, HORSE RASPS.—Orders for spring are being taken on Bug finish. These are higher than opening prices last year, as will be seen from quotations given herewith: Barrels, $8.25 per barrel, f.o.b. factory, Paris; lots of 4 barrels or over, $8.00 per barrel, f.o.b. factory, Paris. 5 pound packages in single cases of 100 pounds, $5.50 case delivered, 5 pound packages, 2 cases or over, $5.25 per case delivered; 1 pound packages, single cases containing 80 pounds, $6.70 per case; and one pound packages, 2 cases or over, $6.45 per case.

Heller horse rasps have been advanced about 10 per cent. and are now quoted to the trade at 57½ per cent. discount from list.

Linseed Oil Steady; Turpentine Up

London, Ont.

LINSEED OIL, TURPENTINE.—The situation in regard to linseed oil, shows no change during the week. The market on seed being steadied a little bit, and even inclining upwards will, it is thought, have a tendency to stop any further declines in the price of linseed oil, and possibly provide a basis for increasing the price.

Turpentine is very firm and makes a further advance of 3c per gallon. Primary points show a very stiff undertone and the market locally reflects this condition. Quotations on both linseed oil and turpentine follow herewith:

Linseed Oil—	Raw Per Gal.	Boiled Per Gal.
1 to 2 barrels	$1.83	$1.86
3 to 5 barrels	1.82	1.85
6 to 9 barrels	1.80	1.83

Less barrels, add 10c gallon.

Turpentine—	
1 barrel lots	$1.03 per gal.
2 to 4 barrel lots	1.02 per gal.
5 gallon lots	1.13 per gal.

Shellac Goes Up; Brushes Higher

London, Ont.

BRUSHES, SHELLAC.—An advance is recorded in Meakins' brushes. The present basis of quotations is arrived at from a discount of 20 per cent. from list.

Shellac has also gone to higher levels. The new price on orange shellac in one gallon jugs is $4.75 per gallon, and on the white shellac in one gallon jugs, $5.15 per gallon.

WINNIPEG MARKETS

WINNIPEG, Nov. 7.—Price changes for the week show advances ranging from 5 to 10 per cent. on horseshoes, galvanized sheet, Stickfast paste, babbitt metal and mangles. Important changes are also recorded in boxing gloves, striking bags and other athletic goods, as well as in the extras on nails.

Owing to the present epidemic of influenza, business is reported as very quiet. Many of the Western towns are closed, which prevents the travellers from making their regular trips.

Coil Chain Rules Very Firmly

Winnipeg.

COIL CHAIN.—Prices on all lines of chain continue very firm, with the demand about normal. Stocks are reported as quite complete. Prices now ruling are confirmed as follows:

Coil Chain—3-16, $18.40; ¼, $16; 5-16, $13.60; ⅜, $18.40; 7-16, $12.20; ½, $12; 9-16, $12; ⅝, $11.75; ¾, $11.50; 1", $11.25 per 100 lbs.

Logging Chain—5-16, $15.40; ⅜, $14.20; ½", $13.30 per 100 lbs.

Boxing Gloves, Bags Go Up 10 Per Cent.

Winnipeg.

BOXING GLOVES, BAGS.—Due, it is said to the increasing costs of materials manufacturers have issued new prices to the trade on boxing gloves, striking bags, ec. These moved approximately 10 per cent., being applicable to the head line, making to-day's prices as follows:

Basket Balls—No. 1½, $6.25 each.

Boxing Gloves—No. B0, $38; No. B2, $54; No. B3, $60; No. B4, $63; No. B6, $75; No. B7, $84; No. B9, $100.50 doz. sets.

Striking Bags—No. S1, $33; No. S3, $46; No. S5, $54; No. S7, $67; No. S8, $72 doz.

Score Books—No. 1, 11c; No. 2, 27c; No. 3, 58c; No. 4, 75c; No. 5, $1.25 each.

Extras on Wire Nails Changed

Winnipeg.

NAILS.—Increased costs of lumber as well as higher wages have been instrumental in the changes made in the extras on wire nails. The following revisions have been made and are effective at once: Nails packed in 25 x 50 lb. boxes advance from 25c to 50c per 100 pounds; extra for blueing nails advance from 20c to 25c per 100 pounds; extra for coating nails advance from 20c to 25c per 100 pounds. The base price is unchanged at $6.25 for the wire nails and $6.55 for the cut nails per 100 pounds.

Fifty Cent Jump On Horse Shoes

Winnipeg.

HORSE SHOES.—Prices on iron and steel horseshoes which have remained firm for the past few months, have undergone a revision of 50c per keg. This provides for an advance over former quotations, making to-day's selling prices shoes, No. 1, $8.85, No. 2 and larger, $8.60 per 100 pounds; snowshoes, No. 1, as again given herewith: Iron horse-$9.10, No. 2 and larger, $8.85; steel horseshoes, No. 1, $9.30, No. 2 and larger, $9.05. Featherweight, all sizes, $10.45 per 100 pounds.

Galvanized Sheets Up 50c to 75c

Winnipeg.

GALVANIZED SHEETS.—With the embargo on galvanized sheets still in force jobbers' stocks are gradually becoming depleted, with no prospect of replenishing same. The result is that prices are strengthening, as recently predicted by HARDWARE AND METAL. New prices now effective show an upward trend of from 50c to 75c per 100 pounds, making to-day's selling prices as follows: Apollo, Premier,, or Fleur de Lis, 10¾-oz., $13.25; 28-ga., $12.75; 26-ga., $12.45; 24-ga., $12.30; 22-ga., $12.30; 20-ga., $12.15; 18-ga., $12.15 per 10 pounds.

Dry Paste Makes Advance

Winnipeg.

DRY PASTE.—During the week new prices have been issued on Stick Fast dry paste, showing a slight upward trend, and is now selling at the following figures: 1-lb. packages, $1.90; 2-lb. packages, $3.65 per dozen.

Babbitt Metal Up; Mangles Higher

Winnipeg.

BABBITT METAL, MANGLES.—Prices on Frictionless babbitt metal have again been revised in accordance with the present prices on tin, making to-day's selling price in case lots 35c per pound. Prices on Royal mangles have been revised during the week, due to the ever-increasing costs of material, it is said. These are now selling at $26.50 each.

Wrought Pipe Holding Firm

Winnipeg.

WROUGHT PIPE.—Prices on wrought

iron pipe are still holding firm at unchanged levels. Certain sizes are practically off the market owing to embargoes, while stocks on other sizes are reported below normal. Prices now in effect are confirmed as follows:

	Inch	Black	Galvanized Per 100'
Wrought Iron Pipe.....	¼,	$6.00	$ 8.35
	⅜,	6.05	8.45
	½,	7.85	9.60
	¾,	9.95	12.30
	1,	14.70	18.20
	1¼,	20.00	24.70
	1½,	23.75	29.35
	2,	32.00	39.50
	2½,	51.25	63.15
	3,	66.20	82.60
	3½,	86.85	.....
	4,	103.00	.....

Linseed Oil Steady; Turpentine Firm

Winnipeg.

LINSEED OIL, TURPENTINE.—Despite the fact that flax seed prices continue to fluctuate, linseed oil prices are still holding firm and no change is recorded during the week, to-day's market prices remaining as follows: Raw linseed oil, $2.20 per gal.; boiled linseed oil, $2.23 per gal. in single barrel lots. No change is reported during the week in the price of turpentine although reports indicate that stocks are low and very little being imported owing to the difficulty of securing transportation. Prices in the meantime hold firm as follows: Barrels, $1.15 per gal.; ½ barrels, $1.18 per gal.; 5-gal. lots, $1.20 per gal.; 1-gal. lots, $1.20 per gal., plus the usual extras for containers.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Nov. 8.—Disguise may be attempted, but the great question before the iron and steel trade in the past week has been the matter of prospective prices. Military developments have come rapidly, and it is the cessation of firing, when armistice terms are such as to prevent its resumption, that marks the advent of peace from the business man's viewpoint. In considering the matter of prices, and of control or regulation of business generally, it is important to have clearly in mind the difference between peace from the commercial world's viewpoint and peace from the diplomatic viewpoint. Diplomatically, peace will not come until the President has issued his peace proclamation, which will be many months after the cessation of hostilities. All the war instrumentalities that have been created by authority of law will continue in existence, and doubtless with full legal power, at least to the declaration of peace by Presidential proclamation. The Railroad Administration, the Food Administration and the Fuel Administration, will continue for some time afterwards.

Thus there will be an interim period, from the cessation of hostilities, called "peace" by the business world, to the declaration of peace by the Government. There may be, and probably will be, an interval of several months. Naturally there will be no effort to speed the declaration of peace, but rather the reverse, so as to maintain such war time control of affairs as is desirable.

This separation in the dates of "peace"—commercial and diplomatic—brings to the front the matter of how war time control of industry has been exercised. That which is based on law, like the control of the price of coke, resting upon the Lever Act of August, 1917, the "food, feed and fuel law" is one thing, that which rests upon agreement, like the steel price control, is another thing. The War Industries Board controls steel prices by agreement with the producers. the steel trade has felt strongly all along that control by agreement is better than control by law, and indeed one reason why it accepted control by agreement when it did was because otherwise control by law was in sight, the Pomerene bill being ready for submission to Congress. The matter becomes very awkward, however, at this time, because for war time conditions control was requisite to prevent prices being too high; for the immediate future the steel trade holds control to be desirable to prevent them being too low. It is intimated that the Government agrees. It wants to keep business prosperous for various reasons, one being that it is necessary to collect taxes, and it wishes to avoid a slump or demoralization. Legally, in view of the Sherman law, it is one thing for steel producers to agree not to sell at above certain prices and quite another thing for them to agree not to sell below certain prices.

Government as Buyer

It is hinted that there may be legislation to enable the War Industries Board or some other agency to control iron and steel prices either way, up or down, but legislation is not always easily secured. There is another contingency, however. In the case of railroad steel and ship steel the Government will continue to be a large buyer, perhaps a larger buyer in these two fields than formerly. If it agrees upon prices that will set a pace. Sherman law or not, steel producers could not be expected to sell to commercial buyers at lower prices than it asked the Government. One could hardly charge that adherence to prices thus approved by the Government constituted an agreement in restraint of trade.

When there is so much confusion, doubt and uncertaintly, there is one clear and important thing to consider in the matter of prospective prices: What will be the Government's attitude as to prices for ship steel and railroad steel? On this subject there is some light. The United States Shipping Board, which controls the Emergency Fleet Corporation, the body that places contracts for ships and controls the shipyards commandeered, has for about three weeks

(Continued on page 96.)



—Pease, in Newark "News"

Somebody's on the Line.

WEEKLY PAINT DEPARTMENT

Suggestive Selling Will Boost Sales

Chance in Paint Department to Make Suggestions That Will be of Real Value to Purchasers—Service of This Kind is Appreciated and is Profitable to Store

DID you ever give an order in a restaurant or lunch room that the waiter did not inquire, "Tea or coffee, sir?" Sometimes he adds: "Or milk?" but he always takes it for granted that you wish something to drink. No matter if they have practically made up their minds that they only want to eat, ninety-five out of every hundred people will involuntarily order one of the things the waiter mentions. From a sales standpoint this question is interesting to all retailers. It is not through any special solicitude that the waiter asks about the tea or coffee. It is because the average restaurant makes considerably more profit on every cup of tea or coffee, in proportion, than on any other item on the menu. The firms realize that it is important to suggest these things and they make a lot of money by doing it.

SUGGESTIVE SELLING

How many clerks in your store realize the value of this very practical idea of "suggestive selling." Because the hardwareman in the course of his everyday business handles so many articles that are directly needed in the home he has particularly fine chances to expand his sales by this method. In no department can he make more effective use of "suggestive selling" than in disposing of paints and varnishes. A salesman who has the knack of selling in this way can not only greatly increase the amount of turnover in his department but can render a real service to the customer as well. A little suggestion here as to why this brush or that is just the thing required for the work in hand, a little suggestion there as to why that work requires to be prepared and finished with certain materials in order to get the best results, and the customer has purchased things he never intended to buy but without which he could not turn out a satisfactory job. What is more, the customer appreciates the suggestions.

HOW IT WORKS OUT

More than one person has gone into a hardware store and bought paint and returned home to find that he had an old hard brush to work with or that he did not know just how to go about preparing the woodwork or the wall or other parts he intended to paint. Had the clerk taken a few moments to ask about the job that was planned he could have sold the man the right kind of brush, given him a few directions about sandpapering, or rubbing, or shellacking and not only saved him a lot of time and trouble but enabled him to turn out work that he would be proud of. In this way he would have been encouraged to do more painting. Whenever he had a job in mind he would remember the good advice the salesman had given him and he would make it a point to go and see that man and ask him about what materials to use, how to prepare the work and so on.

IS NEVER FORGOTTEN

This is the sort of service that makes for future business. The salesman who is there with the useful suggestions, and can make them in a friendly and unofficious manner, apparently taking it for granted that the purchaser wants to be guided into getting the best value for his money can make a surprising number of sales that he would never make in any other way. He is not only a business booster but a good will builder, and good will backed by good goods makes a combination that is hard to beat. If a customer asks for paint, don't be satisfied with just passing him over a tin or two of any brand. Show him that you are interested in him, find out about his work and ten chances to one he will spend three or four times as much money with you as he had intended and will go away from your store feeling that he was well served in every way.

How Much Are You Willing to Loan for the Defence of Your Freedom?

HOW can you answer this question? Only by imagining for a moment that you were about to lose that freedom, that upon your willingness to loan depended your life and the lives of your family. There could be but one answer—you would give all you possess.

For four years the Allies have fought a gallant fight for freedom, and Money has paid for it. **Your** money has helped to pay for Canada's share in this wonderful struggle against the forces of oppression. Last year 80,000 people in Canada loaned their money to Canada to protect their homes and firesides against the ruthless advance of the enemies of civilization.

To-day, NOW, Canada says to you, "We are on the threshold of Victory; one grand rally and we shall push the madman of Europe back across his own frontier and draw the teeth of the gray wolf of Germany."

To-day Canada asks her people for a great enthusiastic response to

THE VICTORY LOAN 1918

Canada will not ask in vain. Since the 1917 Loan was floated last year we have seen the German hordes advance through France, devastating and spreading ruin as they came. We have seen them checked. We have seen them pushed back, and we know that Money, and Money alone, has enabled our gallant men to do what they have done. We know that money in vast sums has organized our armies, clothed and fed them and supplied them with guns and ammunition.

To-day Money is needed for the last great stages of this war for freedom. More than a million loyal and patriotic Canadians will come forward this year with all they can afford.

And You will be one of these! And having loaned your money to Canada, you will tell of it to others, that our Victory Loan 1918 may be the greatest Canadian success of this war.

BUY VICTORY BONDS

This space donated to the Victory Loan 1918 Campaign by

Benjamin Moore & Co., Limited - - West Toronto

If The War Should End To-day—

the need for your investment in

VICTORY BONDS

will not be lessened

CANADA LINSEED OIL MILLS, LIMITED

Montreal and Toronto

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Nov. 7. — Higher prices are in evidence on turpentine and indications point to even stiffer prices. Prices on linseed oil show a decline to November delivery basis. Supplies are none too heavy, but immediate requirements of the trade are being met. Putty is moving lively and is firm and steady. Consideration of the price basis for this and also for white lead in oil will be taken up toward the close of the month, for when the present prices were made, they were to obtain until November 30.

Linseed Oil Scarce; Selling at $1.75

Montreal.

LINSEED OIL.—The situation is steady and prices for November delivery as announced last week are now obtaining in this market. There is very little oil on spot. The delivery of seed from the West has been intermittent, though every advantage has been taken of lake and rail routes—little direct water transportation being available. The seed markets are changed but little from last week. Peace talk, and the probability of its coming soon has created a waiting condition. If peace does come some think there will be little recession from the present price basis, crushers having paid for seed on recent markets. Then again, the amount of seed available from any point is limited because of the difficulty of getting it forward. The lowest spot price on linseed oil is $1.75 for raw.

Linseed Oil—	Raw Imp. gal.	Boiled Imp. gal.
1 to 2 barrels	$1 75	$1 87
5 to 9 barrels	1 74	1 76½
10 to 25 barrels	1 73	1 75½

Add 10c per gallon in smaller quantities.

Turpentine Higher; Hard to Get Barrels

Montreal.

TURPENTINE.—There is some turpentine here and prices are firmer, with lowest quotations on barrel lots 98c and some asking as high as $1.11. There seems to be little surplus but for the most part small quantities only are going forward. The greatest difficulty experienced of late, or one of them, is that of securing barrels. These are high in price and none too plentiful. The shortage has made delivery irregular. Present prospects for lower prices ae not encouaging. Although trade needs are not very heavy, markets in the south are very strong and the outlook seems to be for an even higher level of quotations than that shown herewith.

Turpentine.	Per Imp. Ga.	
1 to 4 barrels	$0 98	$1 11
5 barrels and over	....	....
Small lots	1 01	1 17

(Packages extra)

May be Ample Putty But Prices Firm

Montreal.

PUTTY.—Prices are, and will continue to be firm it is generally expected. Linseed oil prices have declined somewhat, but whiting is the big item and this is not plentiful. It is expected however, that there may be ample stocks of this to carry the trade through the present season. The demand has been heavy and will be for some weeks yet.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Basis Firm on White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—The undertone is steady and firm, with a certain amount of business passing. This is done on the understanding that prices obtain for the balance of November only. At that time the consideration of prices will receive attention, and the paint men will consider schedules from that time forward on markets obtaining then. Five ton lots are selling at $17 per 100 pounds; ton lots at $17.50; and small quantities at $17.85.

Mixed Paints Firm; Sales Good

Montreal.

MIXED PAINT. — While sales have been somewhat hampered within the past three weeks, the amount of business coming forward has been large, and manufacturers are reporting a satisfactory condition. There is a steady and firm market, but features of any kind are lacking. Supplies for manufacturing needs are not heavy, but the various makers are decidedly busy making up stock.

TORONTO

TORONTO, Nov. 7.—Turpentine has advanced 5 cents per gallon and even higher levels seem probable. Linseed oil is very steady for the week though a narrowing of the range is reported. Sales of mixed paints for spring on the whole are very good. White lead in oil is quiet and unchanged conditions are reported in regard to glass and putty. Varnish is very strong.

Range Narrows On Linseed Oil

Toronto.

LINSEED OIL.—There has been no change locally in linseed oil during the week. The seed market is stronger than last week, but this has not brought about any marked change in the price though a narrowing of the range is noticeable. Supplies are very fair but movement through the regular channels generally is limited to seasonable requirements.

Linseed Oil—	Raw Imp. gal.
1 to 2 barrels, gal.	$1.77-$1.78-$1.83
3 to 5 barrels, gal.	1.76- 1.77- 1.82
	Boiled Imp. gal.
1 to 2 barrels, gal.	$1.79½-$1.80½-$1.86
3 to 5 barrels, gal.	1.78½- 1.79½- 1.85

Add 10c gallon in smaller quantities.

Turpentine Goes Up 3c; Very Firm

Toronto.

TURPENTINE.—Turpentine has advanced 3 cents per gallon, and even higher levels seem to be in line. Firm tendencies as outlined in these columns during the past three weeks are still in evidence, and the southern markets seem due for continued advances. Favorable war news, with the possibility of overseas shipments are the great factors in upward movement of prices and with a continually strengthening market the prospect for the next month or so it would seem advisable for dealers to keep up their stocks. Quotations prevailing now which seem likely to go even higher are as follows:

Turpentine—	Imp. gal.
1 barrel (barrel included)	$1 02-$1 03
2 to 4 barerls (barrels included)	1 01- 1 02
5 gallon lots	1 02- 1 13

Orders For Spring Coming Along

Toronto.

MIXED PAINT.—Reports from manufacturers generally indicate that booking orders for spring are coming along very freely, and for the odd merchant who is holding back there are ten who are

"If You Can Buy Liberty With Money, for God's Sake BUY IT!"

---HARRY LAUDER



Here is a call from the heart of a man who knows the full meaning of sacrifice.

From the first day that England entered the war Harry Lauder served his country.

Britain called for money. The Scotch bard dug deep into his savings. He enlisted his great talents to win gold for her cause.

And then he gave his only son to pay the toll that war exacted.

CANADIANS!—*This Victory Loan Is* YOUR *Call To Greater Sacrifice!*

Your country wants to end the war quickly. It does not wish to waste one single, precious life.

And early victory demands a mighty superiority in guns, munitions and material.

All this costs money—money which it is your privilege to loan—money that will BUY victory.

"If you can buy Liberty with money, for God's sake BUY IT," said he who has weighed dollars against the heart pangs of blood sacrifice.

Remember that your money buys not only Liberty for yourselves and your children and their children—it buys the lives of boys who will fall needlessly if your dollar-shirking prolongs the strife.

If dollars will buy Liberty, BUY IT! If dollars will buy lives, BUY THEM!

The Allied nations are doubling their efforts in order to cut down the life-cost of victory. If your interest is great enough to wish one boy safely home who might otherwise find his rest in a foreign grave, DOUBLE YOUR SUBSCRIPTION!

END THE TROUBLE—BUY DOUBLE!

Space Donated by

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG CALGARY EDMONTON VANCOUVER

making sure of their supplies and getting covered at to-day's prices. Indications are that raw materials are very scarce, and it is pointed out that even should peace be declared tomorrow it would be months before stocks could be replenished. This is a factor which might be borne in mind, and the consensus of opinion seems to be that the only change in price likely to occur in view of existing conditions is an advance. It is also intimated that the dealer who buys now will stand a chance of getting a wider range of sizes from manufacturers' stocks than will be possible in a couple of months' time.

White Lead in Oil Holding Firm

Toronto.

WHITE LEAD IN OIL.—The market rules with a firm undertone and no easing away in prices seems likely. Corroders are experiencing considerable difficulty in getting lead owing to heavy demands for war work, and this condition seems likely to grow worse instead of better. Quotations to the trade remain at $17.80 per 100 pounds in ton lots and $18.15 in smaller quantities for pure white lead in oil.

Glass Unchanged; Putty Holds Firm

Toronto.

GLASS, PUTTY.—The situation in glass is without feature. Demand is only limited, and whereas stocks generally are considered light there seems to be sufficient to take care of business being offered. The undertone to the market is very strong. Putty rules very firm though no revision in prices given below is noted. The demand has eased away somewhat but is still considered fair.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

WEEKLY MARKET REPORTS

(Continued from page 91.)

been engaged on a program of revision of the whole operation, the matter being referred to in this correspondence a fortnight ago. There have been developments almost daily. Several contracts for shipyard extensions have been cancelled, also a number of contracts for ships, chiefly wood ships. The spirit in which this has been done has been quite obvious to those familiar with the circumstances, but both Chairman Hurley, of the Shipping Board, and Director General of Shipbuilding Schwab, of the Fleet Corporation, have made official statements which leave no room for doubt. The object is to continue building ships, as many as possible, but to economize, to cut out inefficient operations, which were grasped at when every single ship that could be added promised to be almost invaluable, and at the same time to encourage the building of ships at efficient yards. Mr. Schwab's statement of only a few days ago was that the definite program that had been adopted was to build 15,000,000 tons deadweight, and only 2,500,000 tons, or one-sixth, had thus far been built. The program was to be carried out. This would mean, as the efficient yards speed up still more, that the weekly or monthly tonnage of steel going into shipbuilding would increase for months to come over the present rate.

Thus there is assured a very heavy demand from the Government for ship steel, but obviously a part of the program already well considered is that of getting the steel at the lowest possible price. As already reported, contracts have lately been offered to steel mills with a new clause, allowing the Government to cancel at will. Clearly the object is to seek a lower price whenever circumstances permit.

As to railroad steel the case is equally clear. Long ago prices on all important steel commodities were fixed, with one prominent exception, standard section steel rails. Last September the War Industries Board agreed with the rail mills on prices of $55 for Bessemer and $57 for open-hearth rails, but the Railroad Administration withheld its approval. Of course, it is now more disposed than ever to seek a lower price. Another important fact is that some of the railroads have refused to accept, and pay for freight cars ordered by the Railroad Administration several months ago, its total distribution being 100,000 cars. The railroads that object assert that the prices are too high and they may not need the cars anyhow. They urged the Railroad Administration to pay for the cars out of the "revolving fund" of $500,000,000 provided by Congress for various purposes, and then sell the cars to the roads after the war at what would then be a fair price. Thus one has both the Railroad Administration and some of the individual railroads plainly opposed to the present steel prices, and their attitude assumed before the cessation of hostilities came so clearly in sight. Now, of course, they are necessarily still more strongly opposed.

Thus we have it that the two great fields in which the Government will remain a buyer of steel after the cessation of hostilities, and for quite a period, there is clearly going to be a move for materially lower steel prices. In all the present uncertainty this is something concrete. One cannot attempt to predict how steel prices will range during the period of readjustment from a war time to a peace time basis, but one of the distinct possibilities is that it will be a sort of "waiting market" for the Government to take the lead in developing new prices for ship steel and railroad steel.

As to the present attitude of the steel buying public, that is quite clearly disclosed. All the regulations of the War Industries Board remain in force, of course, but the restrictions have always related to the manufacture and delivery of steel, not its purchase and sale. One is permitted to buy and sell all the steel he likes, as "Class D," which is steel that may be made and delivered after priorities and preferences are provided for (not necessarily filled) so if buyers were eager to get steel without knowing the prospective price, they would be eager to place orders. This is not the case. They are not even enquiring.

PASSING OF THE BARGAIN HUNTER

In the busy down town district of Chicago, states the *National Hardware Bulletin*, there stands a palatial store building which covers the greater part of a block, but its miles of shelving are devoid of merchandise; gone is its army of employees and the teeming thousands of eager bargain hunters who once thronged its aisles have vanished.

The time was when this store was the favorite trading point of a territory which included several states. People by the hundreds journeyed thither from the outlying towns, villages, cross-roads and farms, returning bundle-ladened and in the quiet of their homes discussed their bargains, cherishing the delusion that they had saved heavily over what their local merchant would have asked them for similar goods and feeling that somehow their outlay in time, expense and investment they had actually added something to the sum total of their capital.

Elsewhere in the same city another well known mercantile establishment is also winding up its affairs. Not long ago its bulky catalogues had a regular place on the book racks in hundreds of thousands of homes throughout the United States.

Its claims and its published prices were a favorite theme of conversation in village and country home and to it came orders in a stream which ran deep and strong.

We shall not attempt to outline all the reasons which lead to the closing out of the Siegel & Cooper Co. and the Smyth businesses, but among them is undoubtedly the growing disinclination of the public to respond to the lure of bargain baits.

A store which is forever featuring bargain sales has an uncertain following. It attracts the bargain hunter who flits butterfly-like wherever his fickle fancy dictates and the impression eventually becomes current that such a store runs strong to cheap stuff.

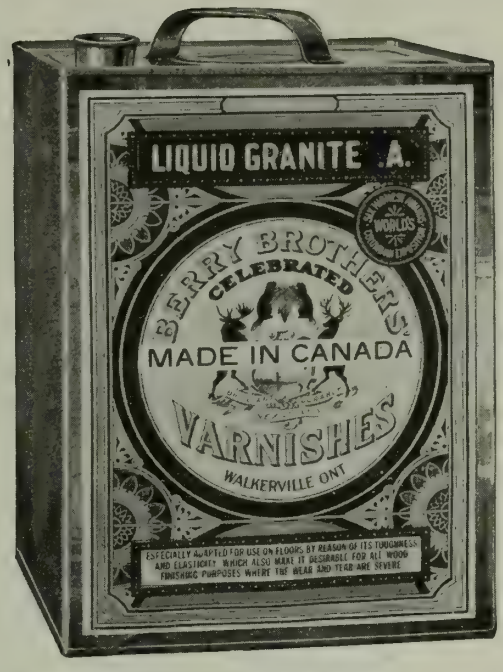
Even the uninitiated realize in time that it is impossible to maintain a big establishment and its heavy expense account and handle any considerable portion of its stock at a loss.

Experience goes to show that it is not necessary to utilize the trickster's methods in order to meet this competition.

It is stated on competent authority that even in Chicago the stores which advertise good values and satisfactory service rather than comparative prices set the standard of gross sales.

Quick Results

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word for first insertion, and one cent per word for subsequent insertions, with 5c additional for Box Number or Address.



BERRY BRANDS

The uniform reliability of Berry brands is a business-building asset for the dealer in varnishes.

All classes of buyers know from experience that when Berry Brothers' varnishes, enamels and stains are used there will be no uncertainty as to the handsome appearance and lasting quality of the finish.

The general recognition of the Berry label as a guarantee of complete dependability creates an ever-widening demand for all "Berry" products.

Write for dealer's descriptive catalogue and price list.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Established 1858
Walkerville, Ont. (683)



FIRST AID IN THE KITCHEN +

Tell your customers about Vol-Peek. Tell them how easy the mending of leaky pots, pans, etc., becomes when Vol-Peek is used. No tools necessary. And the mended vessel is ready for use in two minutes or less. Vol-Peek is put up in very attractive display cartons. Your wholesaler can supply you.

H. NAGLE & CO., BOX 2024, MONTREAL.

VOL-PEEK

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list. B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box). $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.
F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to $1.15 a lb.

BARS, CLOTHES

No. 4, dozen	$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb. $1.40-$1.75
Cut Lace Leather, lb. 1.60-1.95
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3. 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz.	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net lists.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 12-14c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 44
Rods, base ½ to 1 in., round	0 41
Tubing, seamless, base	53-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.	45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in.	0 57

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$14.50-$17
30-gal. Standard	14 00

BOARDS (Wash), Zinc

	List Doz.
Pony	$2 25
Improved Globe	4 90
Neptune	4 90
Standard Globe	4 90
Original Globe	5 40
Jubilee	5 50
Newmarket King	5 50
Western King (enamel)	7 00
Beaver (brass)	7 00

List plus 5%. F.O.B. Newmarket.
F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½8%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3%.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	B.B.B. Fire Welded Proof Coil Mont'l	Tor'to	B.B.B. Fire Welded Coil Mont'l	Tor'to
3-16 in.	$22.75	$17.00	$.....	$.....
¼ in.	16.75	14.50	21.75	23.70
5-16 in.	14.15	12.50	19.00	18.35
⅜ in.	13.00	11.50	15.90	14.00
7-16 in.	12.75	11.30	15.65	13.80
½ in.	12.50	11.15	15.50	13.65
⅝ in.	12.35	10.95	15.25	13.45
¾ in.	12.25	10.70	15.10	13.20
⅞ in.	12.05	10.60	15.00	13.10
1 in.	11.90	10.50	14.85	13.00

Electric Welded

	B.B.	B.B.B.
3-16 in.	$18.00 $19.00	$..... $.....
¼ in.	14.95 16.00	16.20 .....
5-16 in.	12.55 13.50	13.80 .....
⅜ in.	11.35 12.25	12.60 .....
7-16 in.	11.10 12.00	12.35 .....
½ in.	10.95 11.80	12.20 .....
⅝ in.	10.70 11.55	11.95 .....
¾ in.	10.40 11.25	11.65 .....

Montreal and Toronto

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 5, 10%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl. $2.80-$2.95 in car lots; $3.40-$3.50 bbl. in small lots.

Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. Wood Drills, 37½%.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.
St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)	
No. 0	$19 25
No. 1	23 30
No. 2	28 35
No. 3	36 45

F.O.B. Montreal, Toronto.

Russwin—	
No. 0	$19 20
No. 1	23 40
No. 2	28 20
No. 3	36 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths.	$7 80
17—7-strand, 50 ft. lengths.	8 00
18—6-strand, 100 ft. lengths.	5 40
18—6-strand, 50 ft. lengths.	5 45
19—6-strand, 100 ft. lengths.	4 75
19—6-strand, 50 ft. lengths.	5 00

F.O.B. Montreal, Toronto, London.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$43 50	$43 00
Plain sheets, base, 16 oz. and heavier	48 00	50 00
Copper sheet, tinned, 14x60 in., 14 oz.	49 00	.....
Copper sheet, planished, base 16 oz. and heavier	58 00	50 00
Braziers' in. sheets, 6x4 base	46 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

	Montreal	Toronto
Prices nominal.		
Ordinary, 52 sheets.	$11 75	$ 9 50
Do., 60 sheets.	.....	9 65

	Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	.....
IX, 20x28 base (nominal)	...
IXX, 20x28 base (nominal)	..
IXXX, 20x28 base (nominal)	

F.O.B. Toronto

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	..
IX, 20x28 base, 112 sheets	..
IXX, 20x28 base, 56 sheets	..
IXXX, 20x28 base, 56 sheets	

(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C. 20x28, 112 sheets. $30 00
F.O.B. Toronto.

COKES, AMERICAN

Bessemer Steel—
20x28 IC. 112 sheets $28 00
F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.

Over the Top to Victory

LEND your money to Canada—the Safest investment in the world. At the same time you will be helping our boys finish up "over there."

If all investments were as good as Victory Bonds we would be better off to-day. Buy Bonds! All together! Over the top to Victory!

"Everything in Metals"

THE CANADA METAL CO., LIMITED

Head Office: TORONTO

BRANCH FACTORIES:

HAMILTON	MONTREAL	WINNIPEG	VANCOUVER
Jackson St. East	50 Brennan St.	301 Chambers St.	1428 Granville St.

MAPLE LEAF
M FINISHES THAT ENDURE L
QUALITY
PAINTS & VARNISHES

CANADA'S PROTECTION PROSPERITY LIBERTY

VICTORY BONDS

Buy Them To-day—To-morrow. Buy Them to the Limit.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

If interested tear out this page and place with letters to be answered.

DOORS,

See Screen Doors.
F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899. %

Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	25-27½%
Black Diamond	25-27½%
Delta Files	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 15-20%; cast bushings, 15-18%; unions, 30%; plugs, 10-15% off list. Net prices: Class B, black, 27-28c lb.; Class C, black, 18-19c lb.; galvanized, Class B, 37-39c lb.; Class C, 27-28c lb.
Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in $2.10 doz.; ½ in., $2.65 doz

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall, D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap	Tee
	Doz. pairs.	
4-inch	$2 70	$2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch		

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 25%.

F.o.b. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $10 50 11 00

HOOKS, GRASS

	English	Canadian Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	
Barden Patent	6 00	

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c	
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	
Medium iron	1-8	7 75	8 00
Heavy yiron	6-8	7 75	
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Fetherweight "XL" steel	0-4	9 60	
Special-countersunk	0-4	10 10	
Toe-weight(front only)	1-4	10 60	

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2, and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	$23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	
72x30, 26 gauge, case lots	

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2.30-2.40
Mrs. Potts, handles, japanned, doz.	1.50-1.65
Sad irons, common, plain, 3, 4, and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each, $4 00	4 10
Canadian Beauty Electric Irons—Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton

LADDERS, Etc.

Step Ladders	Per ft.
Crescent	0 19
Household	0 19
Standard, 4-12 ft.	0 21
Electrician	0 30
Heavy duty	0 47
Extension	0 35
Perfect, 6 to 10 ft. only	$0 31
Hercules, 4 to 10 ft.	0 33
Hercules, 12 to 14 ft.	0 28
Faultless, 4 to 10 ft. only	0 29
Ontario, 4 to 10 ft. only	0 26
Shelf Lock, 4 to 8 ft. only	21

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Extension Ladders	Per ft.
Up to 32 ft.	0 23
36 to 40 ft.	0 26

F.O.B. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	7 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.z; 6 dozz. cases, 90c doz.

Cold blast, genuine ruby $4.75

F.o.b. Toronto, London, Hamilton, and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$1 90-$2 05
Steel Thumb, No. 3	2 50- 2 75
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	$10 00
Dowswell	10 00
Noiseless	15 50
Hamilton	12 00
Ottawa	10 50
Peerless	10 50
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	107 00
Seafoam, engine drive	49 00
New Idea, electric	134 00
Sunshine	9 50
Popular, No. 1	10 50
Popular No. 2	10 00
Economic	12 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	50 50
Do., do., electric	108 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	55 50
Perfection, engine drive	15 50
Gem	16 50
Winner, plain	13 50
Connor Improved	10 00
Jubilee	9 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.50

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 25
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, doz.	$38 10 39 60
No. 8, doz.	46 40 48 60

MOPS

O-Cedar, doz, net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 00 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	6 90

F.o.b. Montreal, Toronto, Hamilton, London

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1⅓ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.50 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.55 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $5.62½.

Sault Ste. Marie, Port Arthur, Fort illiam, $5.55 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.85 base; Toronto, $5.85 base; London, $5.85; Hamilton, $5.85; no equalization of freights.

Roofing Nails—American, large head, keg, $9.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$22 00
No. 6	21 00
No. 7	20 00
No. 8	19 00
No. 9 and up	18 00

Discount, 10%.

OVER THE TOP



on't Leave it to Luck
Over-subscribe the
Victory Loan

THIS ADVERTISEMENT IS PUBLISHED BY

A. Ramsay & Son Company

Makers of Paints and varnishes for Seventy-six years

"M.B.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	1⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...$1 80 48 inch...$ 6 20
18 inch... 2 65 60 inch... 7 70
24 inch... 3 40 72 inch... 9 20
30 inch... 4 00 84 inch... 10 50
36 inch... 4 75 96 inch... 12 00
42 inch... 5 50

1½ inch mesh and 19 ga. wire.

12 inch...$3 50 42 inch...$10 50
18 inch... 5 00 48 inch... 12 00
24 inch... 6 30 60 inch... 15 00
30 inch... 7 75 72 inch... 18 00
36 inch... 9 90

1 inch mesh and 20 ga. wire.

12 inch...$4 00 42 inch...$12 00
18 inch... 5 50 48 inch... 14 00
24 inch... 7 00 60 inch... 17 06
30 inch... 8 50 72 inch... 20 00

¾ inch mesh and 20 ga. wire.

24 inch...10 50 36 inch...$15 00
30 inch... 12 75

½ inch mesh and 22 ga. wire.

24 inch...$16 50 36 inch...$24 00
30 inch... 20 10

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American) .... $21 00-$22 00
U.S. Navy (unspun) .....
Clipper (spun) 21 00
Clipper (unspun) 19 50
U.S. Navy (unspun).....
U.S. Navy (spun) 21 50
Plumbers (spun) $10 00- 10 50
F.o.b. Montreal, Toronto

OILS

	Montreal	Toronto
Royalite, gal.	0 19½	0 18½
Palacine, gal.	0 22½	021½
Gasoline, net, gal.	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 18½
Black oil (Winter)	0 20½0	19½
Imperial Kerosene Tractor	0 55	
Capital cylinder	0 62	0 61
Machine oil, regular grades	33½-42½	32½-41½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 29	0 28

List, less 15% on above.

Polarine Oil, list	0 85	
Polarine Oil, heavy, list	0 85	
Gargoyle Mobiloil, list	1 10	

List, less 25% on above.

Fuel oil, bbls. net	0 14½	01 3½
Fuel oil, tank cars, net	0 13	0 12

OLD MATERIALS

See weekly report.

PACKING Per lb.

Fine jute $0 20
Coarse jute 0 15
Hemp 0 34
Square braided hemp 0 38
No. 1 Italian 0 44
No. 2 Italian 0 36
F.o.b. Montreal and Toronto.

PAPER Per 400-ft. roll

Dry Fibre, No. 1 roll 1 20
Dry Fibre, No. 2 roll 0 65
Anchor Brand 1 20
Rosin Sized Sheeting, red.... 1 05
Do., blue 1 10
Tarred Fibre, No. 1 roll 1 30
Tarred Fibre, No. 2 roll 0 83
Surprise Fibre 0 71
Tarred felt, per cwt. 4 10
Cyclone (dry) 1 20
Cyclone (tarred) 1 30
Joliet (dry fibre) 0 65
Monarch Sheathing (per 100 lbs.) 4 00
Asbestos sheeting (per 100 lbs.) 0 15
Carpet Felt, 16 oz., per 10 lbs. $5 50
F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz. $12 00
6 to 7 lbs., doz. 12 75
7 to 8 lbs., doz. 13 50

Rock—

7 to 8 lbs., doz. 12 50
F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 37

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	$.....
¼ in.	5 22	7 35	5 52	7 65
⅜ in.	5 22	7 35	5 52	7 65
½ in.	6 63	8 20	7 06	8 71
¾ in.	8 40	10 52	8 97	11 09
1 in.	12 41	15 56	13 26	16 41
1¼ in.	16 79	21 05	17 94	22 20
1½ in.	20 08	25 16	21 45	26 54
2 in.	27 01	33 86	28 86	35 71
2½ in.	43 29	54 11	.....	.....
3 in.	56 51	70 76	.....	.....
3½ in	71 76	88 78	.....	.....
4 in.	85 02	105 19	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$31 82	$38 30	$33 70	$40 20
2½ in.	47 97	58 21	50 90	61 10
3 in.	62 73	76 12	66 66	79 90
3½ in.	78 20	96 14	82 80	100 00
4 in.	92 65	114 00	98 10	119 00
4½ in.	112 00	137 00	125 00	149 00
5 in.	130 00	159 00	145 00	174 00
6 in.	169 00	206 00	188 00	226 00
7 in.	219 00	268 00	243 00	292 00
8 L in.	230 00	281 00	255 00	306 00
8 in.	265 00	324 00	294 00	353 00
9 in.	317 00	388 00	.....	.....
10L in.	294 00	360 00	326 00	392 00
10 in.	379 00	464 00	420 00	505 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.
4½" and larger, 40%.
4" and under, running thread 25%.
Standard couplings, 4" and under, 35%.
4½" and larger, 15%.
Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

List plus 15%.
F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Medium and extra heavy pipe, 2 to 6 inch 15%
Medium and extra heavy fittings, 2 to 6 inch 25%
8 inch pipe and fittings....Net list
F.O.B. Toronto, Montreal

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl. 8 50
Navy pitch, per bbl..... 6 50
F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz bottles, doz., list..... 3 00
12-oz. bottles, doz., list..... 6 00
1-qt. can, doz., list..... 15 00
½-gal. cans, doz., list..... 24 00
1-gal. cans, doz., list 36 00
Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz. $2 00
12 oz., doz. 4 00
32 oz., doz. 8 40
64 oz., each 1 20
128 oz., each 2 10
F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING Per square

Samson, 1-ply, roll $2 30
Samson, 2-ply, roll 2 75
Samson, 3-ply, roll 3 30
R. S. Special, 1 ply 1 75
R. S. Special, 2 ply 2 00
R. S. Special, 3 ply 2 40
Amazon, 1-ply 2 05
Amazon, 2-ply 2 35
Amazon, 3-ply 2 65
Everlastic, 1-ply 1 80
Everlastic, 2-ply 2 10
Everlastic, 3-ply 2 40
Good Luck, 1-ply 1 60
Good Luck, 2-ply 1 80
Good Luck, 3-ply 2 10
McCombe Sp., 1-ply 1 35
McCombe Sp., 2-ply 1 55
McCombe Sp., 3-ply 1 75
Black Cat, 1-ply 1 85
Black Cat, 2-ply 2 15
Black Cat, 3-ply 2 45
Black Diamond tarred felt.. 4 10
Black Diamond Ready Roofing, 2 ply 1 12
Black Diamond Ready Roofing, 3 ply 1 38
Liquid roofing cement, per gal. in barrels 0 31
5 and 10 gal. lots, per gal.... 0 44
Coal Tar (refined), bbl. 8 50
Roofing Pitch, per cwt. 1 20
F.o.b. Toronto, London, Montreal.

ROPE Lb.

Pure Manila basis 39
British Manila basis..... 33
New Zealand hemp basis..... 33
Sisal basis 27½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis..... 27½
Double lath yarn..... 28
Yacht marline, tarred 57
Halyards 50
Hemp, deep sea line basis 50
Hemp, tarred ratline basis.... 43
Hemp, tarred bolt rope basis. 45
Marline and Houseline 45
Italian rope basis..On application
Cotton, ⅛ in. 0 81¾
5-32 in. 0 80¾
3-16 in. 75 77½
¼-in. and up 74 76¼
F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 5% to 15% on list.

B. & A. emery cloth, 5% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%: Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES Doz.

Cast Steel $15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 15 50
F.o.b. Toronto, London.

SCREEN DOORS

Kasement, No. 1, 2 ft. 8 in., $28.80; 2 ft. 10 in., $30.00; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS Doz.

00 Patent $13 75
1 ..... 13 20
2 ..... 12 65
3 ..... 11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen $7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs	
10¾ oz.	$11 00	$12 00
U.S. 28	10 70	11 70
U.S. 26	10 0	11 40
22 and 24	10 25	11 25
18 and 20	10 10	11 10
16	9 95	10 95
14	9 85	10 85

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$10 85
16 gauge	11 20	10 95
18-20 gauge	11 20	11 10
22-24 gauge	11 40	11 25
26 gauge	11 60	11 40
28 gauge	11 90	11 70
10¾ ozs.	12 25	12 00

Add 25c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55		$12 55
18-20	12 55		12 55
22-24	12 25		12 25
26	12 25		12 25
28	13 00		13 00

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES Per sq

Standard galvanized $11 00
Shipping weight, 90 lbs.
Standard painted 8 50
Shipping weight, 80 lbs.
Discount 7½%.
F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized $9 25
Standard painted 7 50
Discount 7½%.
F.o.b. Montreal, Toronto, Ottawa Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64½ lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount 25% off list.
Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.
Freight allowed on shipments of 24 heaters.
F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

Alex. McArthur & Co., Ltd.

TRADE MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND

TARRED FELTS

and SHEATHINGS

Made at our own Paper Mills.

SAVE COAL

BY USING

BUILDING PAPER

Lend As They Fight

Many of our Canadian boys have gone to the Front—141 from the C.C.M. plant alone.

Are We at home Keeping Faith with Them?

Not unless we "dig down" until it really hurts.

Buy Victory Bonds

TO THE LIMIT

This space donated by Canada Cycle & Motor Co., Limited.

Boiling Water Wont Hurt

UNIVERNISH

Varnish a table top with UNIVERNISH and then pour boiling water on it—it will remain uninjured. Pour ammonia on it—it will have no ill effect. Pour water on it and leave it over night—there will be no mark.

It's equally good for any purpose whether it be pianos or floors. It is put up in all sized cans from quarter pint up. Let us send you a counter display case of twelve quarter pints to retail at 25c each. It will sell quickly—give satisfaction and enable you to judge the possibliities of this line.

BUY VICTORY BONDS

The Dougall Varnish Co., Ltd., Montreal

QUALITY DOUGALL VARNISHES FIRST

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	....
Hollow Back Scoops	25 and 25	....	25 and 25
Sand Shovels	25 and 25	....	25 and 25
Hollow Back Shovels	25 and 25	....	25 and 25
Hollow Back Coal Shovels	25 and 25	....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET — Bissell's Doz.

American Queen, Nickeled Fittings. Cyco Ball Bearing	$51 00
Boudoir, Nic., Cyco B.B.	48 00
Club, Jap. Cyco Bearing	108 00
Champion, Nickeled Fittings	43 00
Champion, Japanned Fittings	36 00
Elite, Nic., Cyco B.B.	54 00
Grand, Nic., Cyco B.B.	64 00
Grand, Jap., Cyco B.B.	57 00
Grand Rapids, Nic., Cyco B.B.	48 00
Grand Rapids, Jap., Cyco B.B	41 00
Parlor Queen, Nic., Cyco, B.B.	54 00
Princess, Nic., Cyco B.B.	49 00
Standard, Nickeled Fittings	45 00
Standard, Japanned Fittings	38 00
Universal, Nic., Cyco Bearing	46 00
Universal, Jap., Cyco Bearing	39 00

SWEEPERS, VACUUM — Bissell's Doz.

Grand Rapids, Nic.	$108 00
Household, Jap.	96 00
Superba, Nic.	126 00

F.o.b. factory Niagara Falls, Ont., Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b Toronto, Hamilton, London.

TACKS — Discount

Wire Tacks .....60 and 10%

Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%

Double pointed tacks....60 10%

Shoe findings list adopted July 5, 1917—Net list.

List of Capped Goods adopted Jan. 1, 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wires.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount. F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List plus 15%	

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) — Doz. with chain

Victor, No. 1	$2 60
Jump, No. 1	3 45
Hawley & Norton, No. 1	4 05
Newhouse, No. 1	5 55

F.o.b. Toronto, London, Hamilton Montreal.

TWINE (BINDER) — Per lb.

500 ft.	$0 23½
550 ft.	0 25¼
600 ft.	0 26½
650 ft.	0 28

In 5-ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 75-77-80¾

4-ply, wrapping, lb. 79-81¼-85

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES — %

Ground work	42
Compression work, standard	47
High grade	41
Cushion work	40
Fuller work, standard	45
High grade	38
Basin cocks, No. 0 Standard	40
High grade	40
Bath cocks	50
Flatway stop and waste cocks, standard	50
High grade	47
Roundway stop and waste cocks, standard	50
High grade	47
Brass steam cocks, standard. 10% advance on list	
Radiator valves, standard	10
High grade	Net
Patent quick opening valves.	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc, 5% advance on list	

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 40-10%.

Colonial, 27½%.

Imperial Ware, 27½%.

Pearl, 27½%.

Premier, net list.

Canada Ware, net list.

Diamond, net list. White Ware, 45%

Japanned Ware, list plus 30%.

Japanned Ware, White, list, plus 40%.

Plain and Jap Sprinklers, list plus 30%.

Barb $6.75

Stamped Ware, plain, 45%.

Stamped Ware, retinned, 40%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 45%.

Tinners' Trimmings, retinned, 40%.

Tinners' Trimmings, general, list plus 20%.

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 70%.

Sheet Iron Ware, list, plus 20%.

Pieced Ware, ordinary, list, plus 50%. Fry Pans, 40%.

Spiders, steel, net list; cast iron, 10%.

Fire Shovels, Japanned, list, plus 20%.

Steel Sinks, painted, list plus 25%.

Steel Sinks, galvanized, list plus 25%.

Light Galv. Pails and Tubs, list plus 30%.

Heavy Galv. Pails and Tubs, list, plus 20%.

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 40%.

Galv. Coal Hods, list, plus 50%.

Paper Lined Boards, 30 and 10%.

Wood Lined Boards, 30%.

Stove Pipe, patent, per 100, 6 in., $22.38; 7 in., $23.87.

Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.

Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...

Stove Pipe Thimbles, 45%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼-in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.20; ⅞ in., $18.20; 15-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 33 1-3 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.35
Section, ½ lb. per 100 lbs.	5.50- 5.85	5.50	6.00
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	4.25

WHEELBARROWS

Navvy, steel wheel, doz.	$58 20
Garden, steel wheel, doz.	67 20
Light garden, doz.	64.20

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire — Per 100 lbs.

No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	9 00
No. 19	9 50

Hay Wire in Coils

No. 13	6 85
No. 14	7 00
No. 15	7 20
No. 16	7 45

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

List of extras in 100-lb. lots, net

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire.	Toron
No. 9 pl. galv.	5.35- 6.75
No. 12 pl. galv.	5.50- 6.15
No 13 pl. galv.	6.00- 6.25
No. 9 coil sp.	5.50- 6.00
No. 12 coil sp.	5.80- 6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 75

Fence staples, galvanized 6 50

In 25-lb. boxes add 50c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.....10%

Brass wire, 3 to 24 gauge, add 40%

25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 25

In 50-ft rolls 3 30

Galvanized, per 100 sq. ft. in 100 ft. rolls 4 75 5 50

Bronze, sq. ft. 0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report.

WRENCHES

Trimo— Doz. net		18 in.	Doz. net $35 00
8 in.	$15 60		
10 in.	17 40	24 in.	50 60
14 in.	24 45		
Coes— Doz. net			Doz. net
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		

Stillson—	Each	Doz. net
6 in.	$1 20	$14 00
8in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 35	50 60
36 in.	....	94 20
48 in.	....	189 20



Business Brightens When Jamieson's Arrives!

Sales are made easier when you give your customer, client and friends what is Best for his needs.

Get our line on your shelves quickly. They'll need our paint to-morrow.

A post card will bring a paint and varnish proposition—profitable to you.

R. C. Jamieson & Co., Limited

Calgary Montreal Vancouver

Owning and Operating P. D. Dods & Co., Limited

If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID

Bronzing liquid, No. 1.$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	14-16

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 25
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100 lb. k..	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k..	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs..	0 06½
White ochre, 100 lb. kegs..	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	3½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs	7-8c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—

Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5 lb. irons	0 20

F.o.b. Montreal, Toronto.

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs	$28 00
Case No. 8—100 ½-lb. pkgs	31 00
Case No. 9—200 ¼-lb. pkgs	38 00

Discount.

French medal (prices withdrawn)	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	24

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20-25%.
Sheet glass, 5-10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE	
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 10 0lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure	$17 50	$17 80
Crown Diamond	17 50	17 80
Crown, pure	17 50	17 80
Green Seal	17 50	17 80
Ramsay's Pure	17 50	17 80
Moore's Pure	17 50	17 80
Tiger, Pure	17 50	17 80
O.P.W. Dec. Pure	17 50	17 80
Red Seal	17 50	17 80
Decorators' Pure	17 50	17 80
O.P.W. English	17 70	18 00
Elephant Genuine	18 00	18 30

B.B. Genuine Lead, less than tons, $19.70, Toronto; $19.40, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)	
Genuine, 560-pound casks, per cwt.	$14 00 $14 50
Genuine, 100-pound kegs, per cwt.	14 75 15 50
Less quantity	16 00 17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE	Pound	Pound
Barrels, 600 lbs.	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $8.40; white, 5-lb. packages, $7.80.
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 40
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 30
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 05
Moore's House Colors, colors	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 25
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 30
O.P.W. Flat Wall, white	3 30
O.P.W. Flat Wall, colors	3 10
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white	4 30
Martin-Senour, 100%, colors	4 05
Martin-Senour, Porch aint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams Floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros. H.S., colors	4 05
Lowe Bros. Hard Drying Floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	C.P. Berger's and Munro's Per lb.	
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250		
In 50 lb. and 100 lb. drums	0 61¼	0 62
In 25 lb. drums	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY	Montreal Standard	Toronto Less than tons
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk, 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c, Hamilton 30c. London and Windsor 40c per 100 lbs. over Montreal quotations.

ROSIN	
Barrels, 100 lbs.	$6 90
Less, per lb.	0 08

SHELLAC	
Pure White, gal.	$4 75-$4 90
Pure Orange, gal.	4 50

Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	3 25
O.P.W. Presto	3 00
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.45
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	3 25
Granitine Floor Finish	3 25
Hydrox Spar	3 65
Sun Varnish	2 60
Sun Spar	4 63
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	2 65
Jasperite Pale Hard Oil	1 90
Jasperite Indestructo Floor Finish	2 65
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 86
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 47
Rexspar	4 62
Sear-Not	3 84
Kyanize Spar	4 95
Kyanize Cabinet Rubbing	3 85
Kyanize Interior	3 85
Luxeberry light	3 80
Luxeberry granite	3 52
Luxeberry spar	4 95
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS	
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21

WHITE	
XXX	0 20
XX	0 18
X	0 17
XC	0 16
Japanese	0 15
XXX Extra	0 21
X Grand	0 19¾
XLCR	0 18½
X Empire	0 17¼
X Press	0 16

COLORED	
No. 5	15
No. 1	14
No. 7	13
No. 1A	11½
No. 1B	10½
Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	10½

Above lines subject to trade discount for quantity.

WAX	Per lb
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 35
Old English	0 53 0 62
Johnsons	0 57 0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls.	$2 50

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls.	3 00
WOOD ALCOHOL .	per gal.
In five gallons	$1.80-$1.90
In barrels	1.70

$4 extra for barrels
F.o.b Montreal, Toronto, London.

GLASS

Now is the time to sort up on

WINDOW GLASS

We can take care of your requirements from our branch warehouses and make prompt shipments.

We stock and manufacture Plate, Bevelled Plate, Mirrors, Window, Figured, Leaded, Wired and Prism Glass.

Catalogues and price lists will be sent free upon application.
WRITE, PHONE OR WIRE your wants.

HOBBS MANUFACTURING COMPANY, LIMITED

Montreal Toronto London Winnipeg

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.86; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.68; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 27c per lb.; clip horn, 28c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Dougle Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.50 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. 27% extra.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.65 per lb.; cut, $1.85 per lb.; rawhide, sides, $1.60; cut, $1.80.

Blue Stone (Vitriol) 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 20%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil,: 3-16 in., $18.40; ¼, $16.00; 5-16 in., $13.60; ⅜, $12.40; 7-16, $12.20; ½, $12.00; 9-16, $12.00; ⅝, $11.75; ¾, $11.50; 1 in., $11.25; Logging, 5-16 in., $15.40; ⅜, $14.20; ½, $13.80; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 75c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. bbls., 30c lb.; 100-lb. bbls, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

er 100 lbs., $3.25.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 10% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.	$12 50	$12 50
28 Am. or 26 Eng.	12 00	12 00
26 Am. or 26 Eng.	11 70	11 70
24	11 55	11 55
22	11 55	11 55
18 and 20	11 40	11 40
16 Am.	11 25	11 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 10
Mrs. Pott's No. 50, set	2 25

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25. Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $15.40.

LEAD WASTE, $16.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 30
3	2 95
4	5 25
Barn Door	
5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 65
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.80 base; Winnipeg, $6.25 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	9 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 51½c; Prairie Harvester oil, 52c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.40; Silkstone, $3.40; Stephens' Barn Paint, $1.85.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)



"CAN" the KAISER

Victory Bonds Will Junk the Junkers

Safest Investment in the World

Put every cent you can spare into bonds—urge your clerks to subscribe—tell your friends.

You can't expect Victory without money.

Buy Victory Bonds and Help "Can" the Kaiser

McArthur, Irwin Limited

MONTREAL

Established 1842

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 00	$ 8 35
⅜ inch	6 05	8 45
½ inch	7 85	9 60
¾ inch	9 95	12 30
1 inch	14 70	18 20
1¼ inch	20 00	24 70
1½ inch	23 75	29 35
2 inch	32 00	39 50
2½ inch	51 25	63 15
3 inch	66 20	82 60
3½ inch	86 85	.....
4 inch	103 00	.....
4½ inch	118 50	.....
5 inch	138 00	.....
6 inch	179 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $11; full polished $12.50; 18 x 24, half polished, $11; full polished, $12.50; 20 x 28, half polished, $11; full polished, $12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½ x 14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39¾c base; British Manila, 33¾c base; lath yarn, 28¼c base; African hemp, 33¾c base; cotton rope ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0 ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$111 00
Household, Jap.	99 00
Superba, Nic.	129 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 30
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 55 to 56.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $8.00 base, other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $8.50; ¾ in., $8.75; ¾ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE—

20 x 28 I.C.	$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.C.	40 00
Terne plates	24 00

TRAPS, GAME—

	Victor	H.& N.	Jump
	Doz.	Doz.	Doz.
No. 0	$1 95	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—

	Wood	Fibre
No. 0	$21 35	$23 80
No. 1	18 80	20 45
No. 2	16 40	16 95
No. 3	14 00	14 45

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 0% discount.

Premier, Canada, Diamond, plus 12½%.

Whiteware, 40% discount.

Japanned Ware, list, plus 40%.

Japanned Ware, white, list, plus 50%.

Japanned Sprinklers, list, plus 40%.

Stamped Ware, plain, 40% discount.

Stamped Ware, ret'd, 33 1/3% discount.

Pieced Tinware, ordinary, list, plus 65%.

Pieced Tinware, copper bottoms, list, plus 85%.

Sheet Iron Ware, list, plus 30%.

Light Galv'd Pails and Tubs, list, plus 40%.

Heavy Galv'd Pails and Tubs, plus 30%.

Jap. Coal Hods, list, plus 50%.

Galv'd Coal Hods, list, plus 60%.

WASHERS—

Iron, small lots, 33% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $18.40; less than ton lots, $18.75.

WIRE, BARB—

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William $5.10 Winnipeg; Baker, 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized Ft. William, No. 9, $5.65; No. 12 $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 7 00
8 in.	8 40
10 in.	9 80
12 in.	12 60
15 in.	16 80
Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$ 1 10
8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45
Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

Always Ready—	Dozen Black	Dozen N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $58.85 per doz.; Reliance, $70.50 per doz.; Emperor, $132.

Royal Canadian, $54.50 per doz.;



WE'LL GO OVER THE TOP WILL YOU ?

THE war has brought great prosperity to Canada. Millions of dollars in contracts have come to her doors. Wages were never so high, money was never so plentiful.

This is a prosperity that must be used and conserved for the Nation's Welfare. We must share in the common sacrifice, the common endeavor to make that nation great in war and in peace.

Buy Bonds—tell your friends to Buy Bonds and

BUY MORE BONDS

This Space Donated to the Winning of the War by

The Manitoba Steel & Iron Company

Limited

Winnipeg - Manitoba

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

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The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes Ltd., Winnipeg, Man.

Agricultural Products

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alabastine

The Alabastine Co., Ltd., Paris, Ont.

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Merchants Hardware Specialties, Ltd., Calgary, Alta.
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Ammunition

Thos. Birkett & Son Co., Ltd., Ottawa.
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Auto Accessories

Auto Accessories Ltd., Winnipeg, Man.
Air-Tite Mfg. Co., St. Thomas, Ont.
W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Canada Sales Co., Toronto.
Canadian Carbon Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Cushman Motor Works, Ltd., Winnipeg, Man.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Fernald Mfg. Co., North East, Pa.
Great West Electric Co., Ltd., Winnipeg, Man.
Gutta Percha & Rubber Ltd., Toronto.
Homer & Wilson, Hamilton, Ont.
W. W. Hicks, Winnipeg, Man.
Hyslop Bros., Toronto.
C. Kloepper, Limited, Toronto, Ont.
Line, Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Chain Co., St. Catharines.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Will R. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Prairie Motor Sales Co., Moose Jaw, Sask.
Rock Island Mfg. Co., Chicago, Ill.
The Royal Canadian Specialties, Hamilton, Ont.
C. A. Shafer Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Samuel Trees & Co., Toronto.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties Co., Hamilton, Ont.

Automobiles

Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Carriage Factories, Ltd., Brockville, Ont.
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Awnings

J. J. Turner & Co., Peterboro, Ont.

Axes

Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal

Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Bars and Racks, Clothes

Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Liners

J. N. Warmington & Co., Montreal, Que.

Basins, China and Enamelled Iron

Empire Mfg. Co., London, Ont.

Batteries, Dry

Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal,
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper

Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures

Kinzinger, Bruce & Co., Ltd., Niagara Falls,

Bends, Brass, Iron and Lead

Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression

Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller

Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brake Lining

Thermoid Rubber Co., Trenton, N.J.
Haddow Brokerage Co., Montreal, Que.

Brass Goods

Haddow Brokerage Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods

Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods

Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels

Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Belting, Rubber

Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes Ltd., Winnipeg, Man.

Belting, Cotton

Dominion Belting Co., Hamilton, Can.
Plewes Ltd., Winnipeg, Man.

Blacksmiths' Supplies

D. Ackland & Son, Winnipeg.

Blankets, Saddle

Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse

J. J. Turner & Co., Peterboro, Ont.

Bolts and Nuts

Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boiler Tubes

Baines & Peckover, Toronto.

Bolts, Eye

Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic

Wm. Newman & Sons, Birmingham, Eng.

Boring Bars

J. H. Williams & Co., Brooklyn, N.Y.

Boxes, Wood

Canadian Wood Products Co., Toronto, Can.

Boots, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools

Steel Co. of Canada, Ltd., Hamilton.

Boring Bars

Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties

Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles

J. N. Warminton & Co., Montreal, Que.

Barbed Wire

Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets

Walter Woods & Co., Hamilton.

Barn Door Hangers

Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands

Wakyte Mfg. Co., Winnipeg.

Balers, Steel

Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces

Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

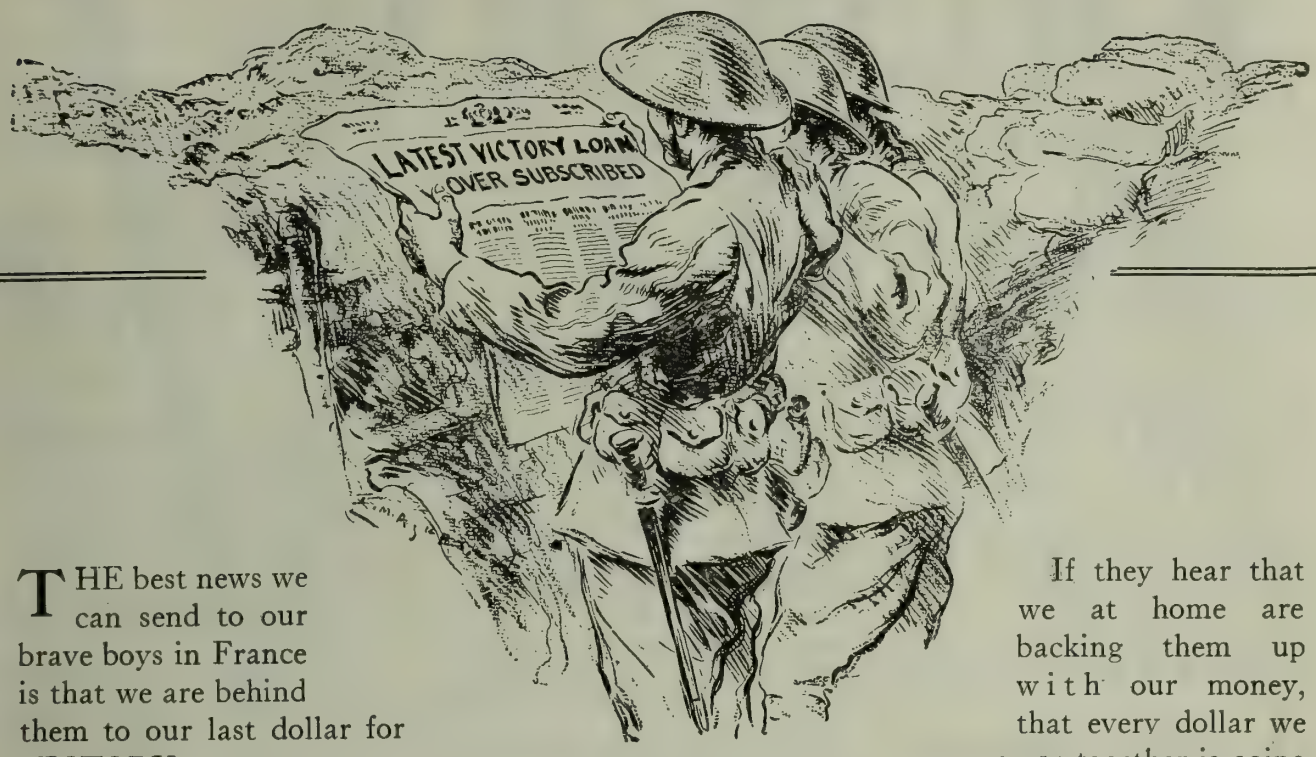
Brackets, Shelf

Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.
The Toronto Lock Mfg. Co., Toronto, Ont.

Box Strapping

J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

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They have been on the firing line long enough to know that speedy Victory is a matter of men *plus materials with which to fight.*

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Blasting Supplies

Dupont Powder Co., Wilmington, Del.

Building Papers

Alex. McArthur & Co., Montreal, Que.

Butchers' Tools

Haddow Brokerage Co., Montreal, Que.

Butter Molds

Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers

Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges

Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs

The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers

Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills

Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms

Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger

Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner

Progressive Mfg. Co., Torrington, Conn.

Bicycles

A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats

Canadian Veneering Co., Montreal, Que.

Blowers, Blacksmiths'

Can. Blower & Forge Co., Ltd., The, Kitchener.

Brooms

Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Builders' Hardware

Allith Mfg. Co., Ltd., Hamilton, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Bumpers, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware

Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers

Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges

Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods

J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Oil

Cannon Oiler Co., Keithsburg, Ill.

Canoes

Canadian Canoe Co., Peterboro, Ont.

Carriage Hardware

Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges

Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co. Windsor.

Castings, Brass, Bronze and Aluminum

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers

Gipe-Hazard Store Service Co., Toronto.

Casters

Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville
The Toronto Lock Mfg. Co., Toronto, Ont.

Castor Oil

B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpenters' Tools

Haddow Brokerage Co., Montreal, Que.

Carpet Sweepers

Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Casseroles

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog. Halter, Cow, Breast, Trace, Tire

McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers

Gipe-Hazard Store Service Co., Toronto

Ceilings and Walls, Metallic

Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cement, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Roofing

Geo. W. Reed & Co., Ltd., Montreal, Que.

Chain Pipe Wrenches

J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats

Canadian Veneering Co., Acton Vale, Que.

Chisels, Cape, Cold, etc.

Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Checking Floor Hinges

Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Closets

Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties

B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food

Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap

Wells Bros. of Canada, Galt.

Churns, Hand and Power

Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co,, Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary,
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clamps "C"

J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks

Otterville Mfg. Co., Ltd., Otterville, Ont.

Clocks

Western Clock Co., La Salle, Ill.

Clothes Racks

Walter Woods & Co., Hamilton.

Clamps

Can. Foundries & Forgings, Ltd., Brockville, Ont
Williams & Co., J. H., Brooklyn, N.Y.

Clippers

American Shearer Mfg. Co., Nashan, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

Closets

Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats

Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers

Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Poles

Canadian Woodenware Co., St. Thomas, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

Coffee Percolators and Urns

Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners

J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads

American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck

Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves

American Pad & Textile Co., Chatham.

Coal Chutes

Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods

Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets

Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam

Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless

Royal Fireless Cooker Co., Ottawa, Ont.

Concrete, Reinforcing Steel

Baines & Peckover, Toronto.

Conductor Pipe, Hooks, Heads, etc.

Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

Connecting Rods

Williams & Co., J. H., Brooklyn, N.Y.

Coopers' Tools

Haddow Brokerage Co., Montreal, Que.

Coping Saws

Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage

Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corner Bead, Metallic

Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cornices, Metallic

Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cooking Ware

Corning Glass Works, Corning, N.Y.

Crank Shafts

Williams & Co., J. H., Brooklyn, N.Y.

Crowbars

B. J. Coghlin & Co., Montreal.

Crocks, Butter

Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Cultivators

C. S. Norcross & Sons, Bushnell, Ill.

Cutlery

Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Clyde Cutlery Co., Clyde, N.Y.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.

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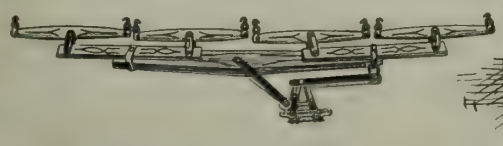
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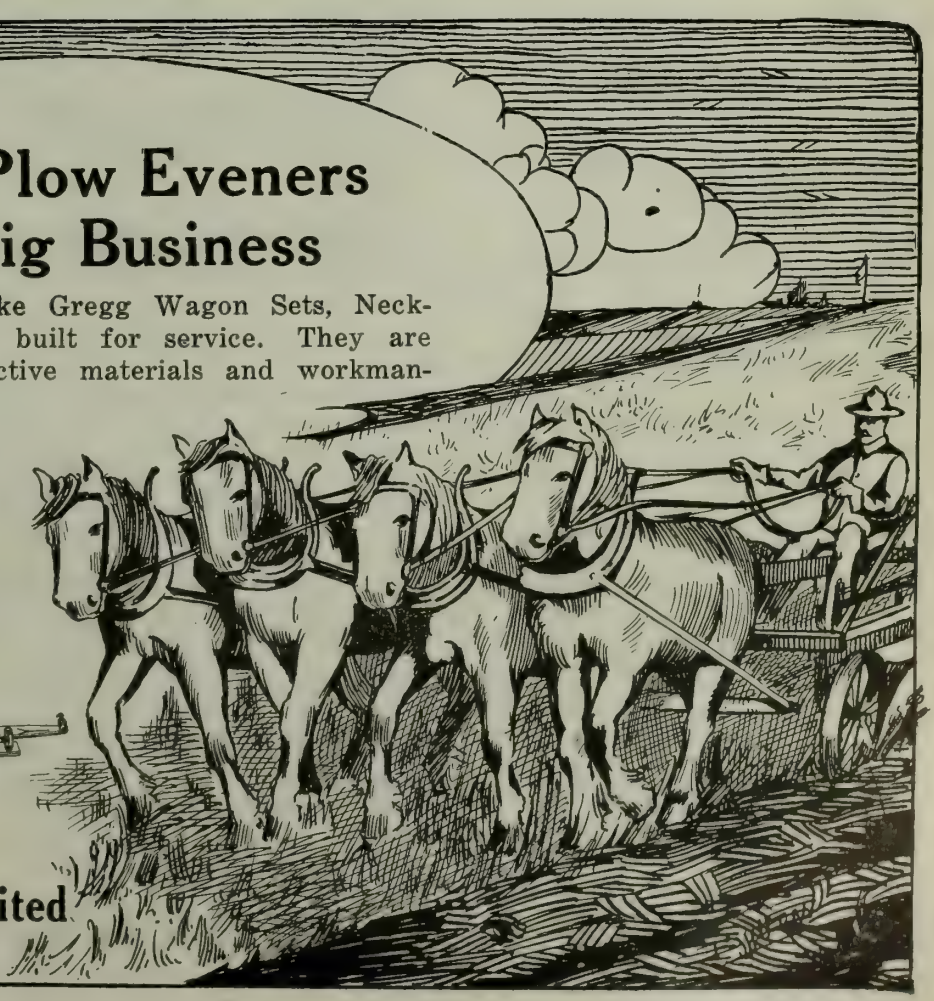
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Wm. Rogers Mfg. Co., Niagara Falls, Ont.
J. Wiss & Sons, Newark, N.J.
Wilkinson Sword Co.

Cutters

Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors

Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails

Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe

Canada Foundries & Forgings, Brockville.

Dampers, Fire Place

Toronto Lock Mfg. Co., Toronto.

Desks, School

Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Diaphragms Rubber

Dies, Stocks, Etc.

Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands

Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.

Doors, Metal

Metallic Roofing Co., Toronto and Winnipeg.

Doors, Screen

Kasement Skrene Dore Co., Toronto.

Door Bolts

Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.

Door Knobs

Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks

Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers

Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Doors, Fireproof, Metal

Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Door Springs

Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
The Toronto Lock Mfg. Co., Toronto, Ont.

Door Pulls

Stratford Brass Co., Ltd., Stratford, Ont.

Draining Tools

Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast

Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drills, Blacksmiths'

Can. Blower & Forge Co., Ltd., The, Kitchener.

Drill Chucks

Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'

Canada Foundries & Forgings, Brockville.

Drills

Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

Drop Forgings

Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.

Flatware

Dry Colors

Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters

Channell Chemical Co., Toronto.

Dynamite

Du Pont American Industries, Wilmington, Del.

Dry Cells

Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

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Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Egg Beaters

Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases

Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers

Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons

Jas. Morrison Brass Mfg. Co., Toronto.

Elbows

Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells

Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans

Canadian General Electric Co., Ltd., Toronto.
Factory Products Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures

W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates

Great West Electric Co., Ltd., Winnipeg, Man
Toronto Lock Mfg. Co., Toronto.

Electric Plates

Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties

Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Superior Electrics, Ltd., Pembroke, Ont.
Usona Mfg. Co., Toledo, Ohio.

Electric Supplies

W. H. Banfield & Sons, Ltd., Toronto.

Electrical Toys

A. C. Gilbert Co., New Haven, Conn.

Electro-plating

Toronto Lock Mfg. Co., Toronto.

Enamels

Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.

Enamelled Ware

Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.
E. T. Wright Co., Hamilton, Can.

Engines

Cushman Motor Works, Ltd., Winnipeg, Man

Emery Glass and Papers

John Oakey & Sons, London, Eng

Emery (Grain and Sheets)

DesRochers, Ltd., Montreal, P.Q.

Eveners

Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man.

Explosives

Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins

Parmenter & Bulloch Co., Ltd., Garanoque, Ont

Extinguishers, Fire

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers

Jas. Cartland & Son, Ltd., Birmingham, Eng

Fanning Mills

Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen

National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits

Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes

Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers

Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)

Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates

Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Fibre Ware

E. B. Eddy Co., Hull, Que.

Files

E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers

Boston Varnish Co., Everett Station, Boston, Mass

Fire Appliances and Liquids

Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms

Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Fire Door Fittings

Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies

Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fireplace Fixtures

Stover Mfg. & Engine Co., Freeport, Ill.

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CANADA offers you shares in Canada! These are Canada's Victory Bonds 1918, $50, $100, $500 or $1,000, as you can afford to buy them. These Bonds, with a fixed period to run, will be repaid in full at maturity, just as surely as you can get the change for a dollar bill. But, unlike the dollar, they will pay you interest at 5½ per cent. all the time you hold them.

Splendid as the investment is, this is only one side of the matter. The Money paid for these Bonds is used to bring the war to a successful ending, and every day we approach nearer Victory, for which we have fought so long, for which so many gallant men have died. This Money is loaned by us to Canada to bring us both Victory and Peace.

Canadians have been asked to subscribe $300,000.000 in the purchase of Victory Bonds, but we should not be content with that. Every time you add twenty-five per cent. to the amount asked for from your district you shall get a crown on your Honor Flag, the flag which shall fly in every town and village in Canada as a sign that we met the call with honor.

Let every purse in Canada be opened wide, let us act quickly and to the extreme limit of our ability that our home district may have a place of honor on the list.

The Victory Loan Honor Button will show that YOU are a buyer of Victory Bonds. Get it early. Your name on the Honor list of your place of business will be an inspiration to others. Get it there early.

How Many Crowns Shall We Have on Our Honor Flag?

This space donated to the Victory Loan 1918 Campaign by

The Dominion Linseed Oil Company, Limited

BADEN MONTREAL TORONTO WINNIPEG

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Fishing Tackle and Accessories

Marble Arms & Mfg. Co., Gladstone, Mich.

Flags

J. J. Turner & Sons, Ltd., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Flag Holders

International Sales Co., Winnipeg, Man.

Flashings, Metallic

Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Flashlights, Electric

Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Fly Swatters

Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers

F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups

Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties

Benjamin Electric Co., Toronto.

Forges, Blacksmiths'

Can. Blower & Forge Co., Ltd., The, Kitchener.

Funnels

Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Fixtures, Store

Millbradt Mfg. Co., St. Louis, Mo.

Furnaces

Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.
Saunders & Co., Montreal, Que.

Fruit Jars

Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish

Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire

Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands

Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double

Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flint Cloths

John Oakey & Sons, London, Eng.

Floor Dressing

Imperial Oil Co., Ltd., Toronto, Ont.

Galvanized Steel Sheets

Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co, Winnipeg.

Garden Cultivators and Weeders

C. S. Noreross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware

Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages

Metallic Roofing Co., Ltd., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans

Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware

Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Galvanizing

Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices

Metallic Roofing Co., Toronto and Winnipeg
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe

Canada Metal Co., Ltd., Toronto.

General Rubber Specialties

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators

Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars

Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters

Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline

Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges

L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
J. H. Williams & Co., Brooklyn, N.Y.

Glass, Window, Plate, Ornamental

Hobbs Mfg. Co., Montreal, Que.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric

Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground

Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters

Goodell-Pratt Co., Greenfield, Mass.

Glass Benders

Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds

Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Granary Lining

Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Gloves

American Pad & Textile Co., Ltd., Chatham, Ont.
Hamilton-Carhartt Co., Toronto.

Golf Balls

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison

Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic

Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases

Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power

American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones

The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels

American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns

Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights

Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws

Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades

Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames

Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines

Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters

Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.

Hammers

Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hammocks

Galt Robe Co., Galt, Ont.

Hand Drills

Goodell-Pratt Co., Greenfield, Mass.

Handles

J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls

North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door

Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Barn Door

Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track

Allith Mfg. Co., Hamilton, Can
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen

National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps

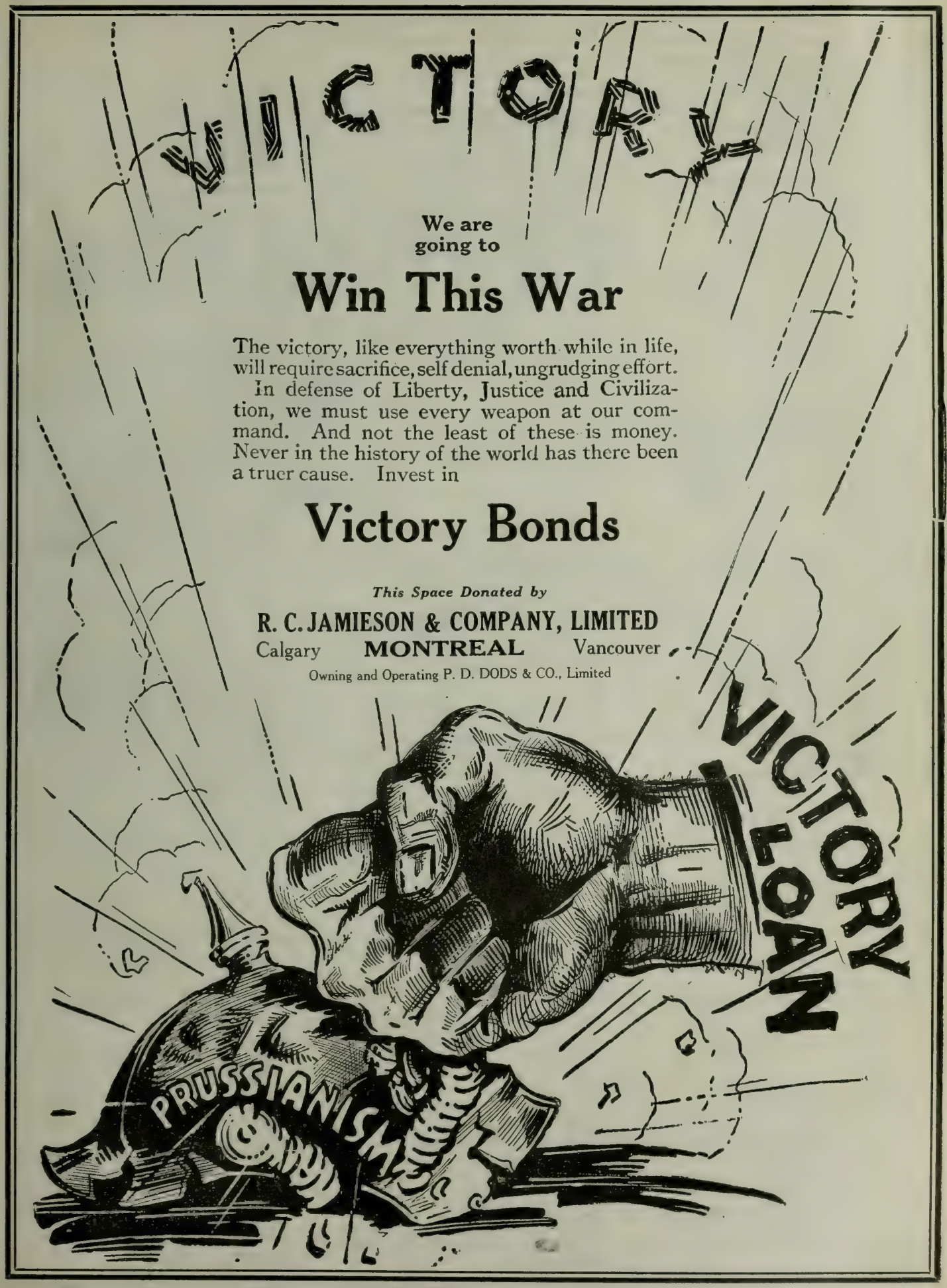
Wells Bros. Co. of Canada, Galt.

Harness

Samuel Trees & Co., Toronto.

Hardware Specialties

Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.



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THE BUYERS' GUIDE

Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hardware Fixtures

Duluth Show Case Co., Duluth, Minn.

Hardware Shelving

Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings

Stratford Brass Co., Ltd., Stratford, Ont.

Hatchets

Canada Foundries & Forgings, Ltd., Brockville.
Haddow Brokerage Co., Montreal, Que.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps

Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto

Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal,

Heaters

Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric

Chicago Flexible Shaft Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Superior Electrics, Ltd., Pembroke, Ont.

Heels and Soles, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hinges, Ornamental

The Stanley Works, New Britain, Conn.

Hinges, Spring

Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee

Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball

Toronto Lock Mfg. Co., Toronto.

Hockey Sticks

J. H. Still Mfg. Co., St. Thomas.

Hoes

Ward & Payne, Sheffield, Eng.

Hoists

Manitoba Bridge & Iron Works, Ltd., Winnipeg
Plewes Ltd., Winnipeg, Man.

Horse Singers

Collins Mfg. Co., Toronto.

Hones, Razor

The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber

Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Nails

C. Kloepper, Limited, Toronto, Ont.

Horse Shoes

D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies

Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks

Williams & Co., J. H., Brooklyn, N.Y.

Ice Cream Freezers

Wm. Crane & Sons Co., Ltd., Newmarket, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs

D. Ackland & Son, Ltd., Winnipeg.

Incubators

Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed

H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Ingersoll Watches

R. H. Ingersoll & Bro., Montreal, Que.

Injectors, Automatic

Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision

L. S. Starrett Co., Athol, Mass.

Ironing Boards

J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated

Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles

Can. Foundries & Forgings, Ltd., Brockville, Ont

Iron and Steel Bars

Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron and Steel, Structural

Baines & Peckover, Toronto.

Irons

Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline

Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

Jack Planes

Stanley Rule & Level Co., New Britain, Conn.

Jack Screws

Canada Foundries & Forgings, Brockville, Ont.

Jardinieres

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans

Boston Varnish Co., Everett Station, Boston, Mass.

Jugs

Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kalsomine

British America Paint Co., Ltd., Victoria, B.C.

Kettles

Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Keyhole Saws

Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware

Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent

Corning Glass Works, Corning, N.Y.

Knife Sharpeners

J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table

Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's

Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty

Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extention, Store, etc.

Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
Evan L. Reed Mfg. Co., Sterling, Ill.

Lath, Metallic

Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten

Basters Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Churton & Taylor, Toronto.
North American Hardware Co., Ltd., Montreal,

Lamp Black

L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Chimneys

Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting

Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile

Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline

National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand

Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.

Lamps, Tungsten

Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal

Lamps, Nitrogen

Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton.
Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene

National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil

Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches

Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged

Williams & Co., J. H., Brooklyn, N.Y.

Lath, Metallic

Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Laundry Tubs, Iron, Plate, Cement

Empire Mfg. Co., London, Ont.

Lawn Swings

J. E. Beauchamp & Co., Montreal.
Lumber Products Ltd., Winnipeg, Man.

Lawn Mowers

Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lawn Sprinklers

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black

John Oakey & Sons, London, Eng.

Leather Belting and Soles

Beardmore & Co., Toronto.

Lead, Sheets and Pipe

Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends

Canada Metal Co., Toronto.



RUBBERSET
TRADE MARK
BRUSHES

That's the Little Man!

Whenever you see a brush stamped with the quaint little man, you know that's a *Canadian-made Brush.* You also know it's a *Rubberset Brush*—with the bristles gripped *everlastingly* in hard rubber. You know that it must make good—or *We Will!*

And as every dealer who handles Brushes knows—*Rubberset Brushes* have a world-wide reputation for quality and service.

They sell themselves!



Rubberset Company, Limited

FACTORY: SULLIVAN STREET, TORONTO

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Lace Leather

Wm. Taylor, Parry Sound, Ont.

Leather Belting and Soles

Plewes Ltd., Winnipeg, Man.

Lead Washers

Canada Metal Co., Ltd., Toronto.

Levels

H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses

Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store

Benjamin Electric Co., Toronto.

Lighting Fixtures, Store

Benjamin Electric Co., Toronto.

Lines, Wire, Clothes

Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes

Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil

Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Locks

Can. Yale & Towne, Ltd., St. Catharines, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.
Toronto Lock Mfg Co., Toronto, Ont.

Locomotive Tools

Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools

Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.

Machinists' Tools

J. H. Williams & Co., Brooklyn, N.Y.

Mantles, Gas

Hamilton Gas Mantle Co., Hamilton, Can.

Marine Hardware

Scythes & Co., Ltd., Toronto, Ont.

Matches

E. B. Eddy Co., Hull, Que.

Mats, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Measures, Copper Plated

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers

Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers

Cameron & Campbell, Toronto.

Metals, Expanded

Baines & Peckover, Toronto, Ont.

Metals, Expanded, Ingot, Sheet, Tubes, etc.

Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.

Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mica

A. G. Martin, Ottawa, Ont.

Menders, Utensils

Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters

Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan

North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers

Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters

Pratt & Whitney Co., Ltd., Dundas.

Milk Cans

Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors

Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes

Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws

H. Disston & Sons, Ltd., Toronto.
Toronto Lock Mfg. Co., Toronto.

Molasses Gates

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops

Can. Foundries & Forgings, Ltd., Brockville, Ont.
Tarbox Bros., Toronto, Ont.

Mop Sticks

Stover Mfg. & Engine Co., Freeport, Ill.

Motor Trucks

Canadian Pneumatic Tool Co., Ltd., Montreal, Que.
Ford Motor Co., Ford Ont.

Motors

Canadian General Electric Co., Ltd., Toronto.

Motor Cycles

Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Trucks

Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Motor Generators

Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Nails, Wire

Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Nails, Horse Shoe

Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes

Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oakum

Scythes & Co., Ltd., Toronto, Ont.

Oil Cans

Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal

Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oil, Coal

Imperial Oil Co., Toronto.

Oils, Cylinder

Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers

Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine

Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves

Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps

S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing

Scythes & Co., Ltd., Toronto, Ont.

Oil Stains

British America Paint Co., Ltd., Victoria, B.C.

Oilers

Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Orange Derinders

J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings

Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc

Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence

Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates

McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Iron and Wire Work

Dennis Wire & Iron Works, London, Ont.

Packings

Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck

Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.

Paint Brushes

Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint, Copper

British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover

Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers

Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers

Gipe-Hazard Store Service Co., Montreal.

Paris Green

Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags

Walter Woods & Co., Hamilton.

Paper, Wrapping

Walter Woods & Co., Hamilton.

Packing Rubber

Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads

D. Ackland & Sons, Winnipeg.

Pads for Horses

American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.



SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Through Stephens' wide and persistent advertising, through window displays, counter displays and personal suggestion, through its own reputation, the Economical—and Decorative Advantages of Silkstone Flat Wall Colours have been driven home in the minds of the buying public **—the correct answer to all decoration problems.**

"Silkstone" is cheaper than wall paper, more sanitary—more permanently beautiful. "Silkstone" goes on easily and quickly, and dries hard with a soft, silky finish that wears like the plaster on which it's laid.

Right now, when economy is so much in the public mind, you should sell more "Silkstone" than ever before.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers

WINNIPEG and CALGARY

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Pails

Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden

Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals

B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee

Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles

J. H. Still Mfg. Co., St. Thomas, Ont.

Pickling Machines

Cushman Motor Works, Ltd., Winnipeg, Man.

Piston Rod Packing

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Pitch

Scythes & Co., Ltd., Toronto, Ont.

Pistols

Ivei Johnson's Arms & Cycle Works, Fitchburg Mass.

Phosphor Tin and Copper

Canada Metal Co., Ltd., Toronto.

Phonographs

Canadian Phonograph & Sapphire Disc Co. Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron

A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon

Parmenter & Bulloch, Gananoque

Pipe Cleaner (sewer and drain)

Chamberlain Desolvo Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)

Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies

Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized

American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conductor

Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead

Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove

Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor

Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Planters, Corn

Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Pliers, Combination

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Goodell-Pratt Co., Greenfield, Mass.

Plowshares

D. Ackland & Son, Winnipeg

Plugs, Rubber

Canadian Consolidated Rubber Co., Montreal

Plumbers' Supplies, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.
John Stevens Co., Ltd., Winnipeg, Man.

Plumbers' Tools

J. H. Williams & Co., Brooklyn, N.Y.

Planes

Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.

Plates, Plain and Chequered

Baines & Peckover, Toronto.

Polishes, Auto and Furniture

Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.

Polishing Heads

Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife

Jno. Oakey & Sons, London, Eng.

Poles, Electric Light

Northern Electric Co., Montreal

Pole Line Material

Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets

Toronto Lock Mfg. Co., Toronto.

Post Hole Diggers

Otterville Mfg. Co., Otterville, Ont.

Poultry Netting

Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun

Hercules Powder Co., Delaware.

Poultry Leg Bands

Rideau Specialty Co., Smith's Falls, Ont.

Pulls

Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps

Aylmer Pump Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pumps (Electric)

Hurley Machine Co., Ltd., Toronto.

Pump Oilers

Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.

Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty

Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes

Gipe Hazard Store Service Co., Toronto

Pulleys

Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits

Can. Foundries & Forgings, Ltd., Brockville, Ont

Racks, Hay

Can. Foundries & Forgings, Ltd., Brockville, Ont

Radiators
Radiator Valves
Jenkins Bros., Ltd., Montreal

Radiolite Watches

R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes

Ward & Payne, Sheffield, Eng.

Razors

Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers

Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills

Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills

Goodell-Pratt Co., Greenfield, Mass.

Refrigerators

Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto

Refrigerator Hardware

Toronto Lock Mfg. Co., Toronto.

Registers

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Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles

Harrington & Richardson Arms Co., Worcester, Mass.

Rivets

Parmenter Bulloch Co., Gananoque, Ont.
Stowell Screw Co., Ltd., Montreal.

Roofing, Metallic

Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Roofing, Ready

Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Rope

Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin

Fred Smith, Toronto, Ont.

Rubber Products

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Rules

Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Sawset

Chas. Morrill, Inc., New York.

Saws, Hand and Circular

E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Siding, Metallic

Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Scales

Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Machinery Co., Ltd., Renfrew, Ont.

Scoops

Canadian Shovel & Tool Co., Hamilton, Can.

Screen Doors

The Kasement Skrene Dore Co., Toronto.

Screws

Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stowel Screw Co., Ltd., Montreal.

Thumb Screws

J. H. Williams & Co., Brooklyn, N.Y.

Screw and Bolt Cases

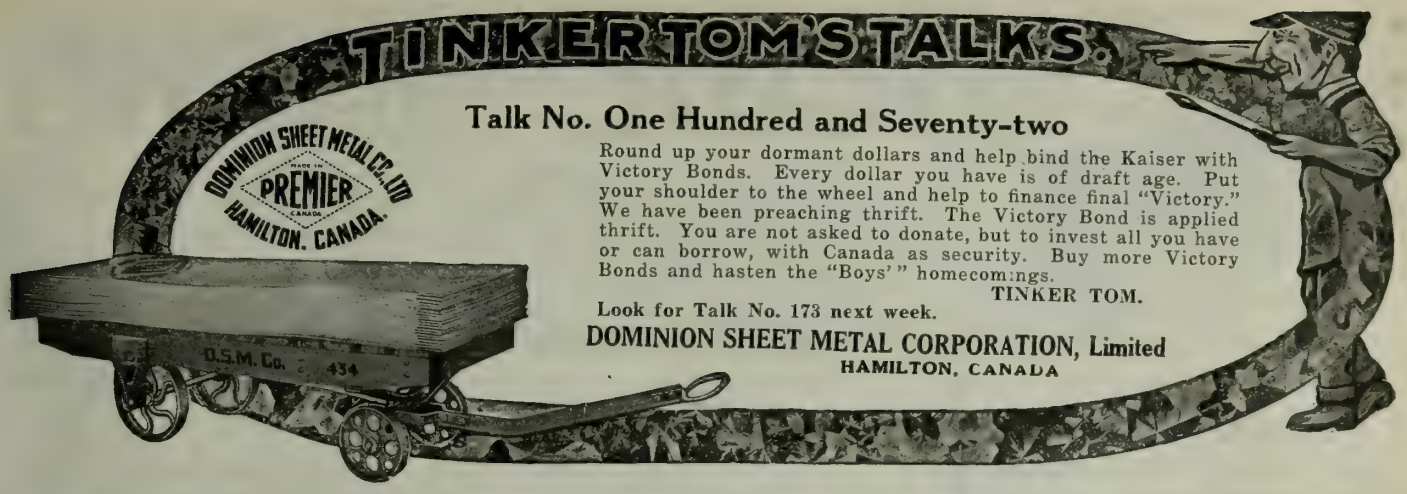
Duluth Show Case Co., Duluth, Minn.

Screw Machines

Stratford Brass Co., Ltd., Stratford, Ont.

Seats

Canadian Veneering Co., Acton Vale, Que.



Talk No. One Hundred and Seventy-two

Round up your dormant dollars and help bind the Kaiser with Victory Bonds. Every dollar you have is of draft age. Put your shoulder to the wheel and help to finance final "Victory." We have been preaching thrift. The Victory Bond is applied thrift. You are not asked to donate, but to invest all you have or can borrow, with Canada as security. Buy more Victory Bonds and hasten the "Boys'" homecomings.

TINKER TOM.

Look for Talk No. 173 next week.

DOMINION SHEET METAL CORPORATION, Limited
HAMILTON, CANADA

Pronounced "RU" as in RUBY

RU-BER-OID ROOFING

COSTS MORE - WEARS LONGER.

Trade-Mark Registered

SOLE CANADIAN MAKERS:

THE STANDARD PAINT CO. OF CANADA, LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

MADE IN CANADA

BUFFALO OILS

Special Cylinder Oil for Steam Engines
Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).
Tractorlene Oil (for oil burning engines).
Ideal Thresher's Machines Oil (for general use).
Automobile Oil and Transmission Greases.



These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

TO THE WESTERN CANADA DEALER

Does a connection with a progressive and aggressive, amply capitalized and fully equipped concern, grown to be the largest paint and varnish factory in Western Canada, appeal to you?

BRITISH AMERICA PAINT CO., LIMITED

Wants more live dealers in Western Canada. It co-operates with its dealers to make bigger and better business. Join up with a pushing selling organization that will help you put 'em over. Send for booklet "The Evidence." Tells the story in fac-simile letters from Bapco dealers.

DISTRIBUTING POINTS

Established at Victoria in 1900 the British America Paint Co., Ltd., has found ever-widening markets. To care for this trade branches have been opened at VANCOUVER, B.C., CALGARY and EDMONTON, ALBERTA, and REGINA, SASKATCHEWAN.

TO SELL AND RE-SELL

Paint MUST give satisfaction.

Bapco Pure Paint and Bapco Varnish are of the highest possible quality. To insure this the raw materials undergo chemical laboratory tests. Skilled makers see that the ingredients are perfectly proportioned and modern machinery insures proper grinding and blending. Rigid machine and chemical tests are made during process of manufacture and the completed mixtures are subjected to comparative tests with the fixed Standards. One big roof of the factory is devoted to weather tests.

The growth of the British America Paint Co. and its constantly expanding trade territory is convincing evidence, not only of the quality of its goods, but of its resourcefulness and enterprise as well.

BRITISH AMERICA PAINT CO., LIMITED

VICTORIA VANCOUVER CALGARY EDMONTON REGINA

If interested tear out this page and place with letters to be answered.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BRASS CHECKS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment.

Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

Underwriters' Code Sodering Flux

We are receiving orders from all over the world for Allen's "Underwriter Code" fluxes showing the importance of the use of a flux that has been tested and received the approval of the Underwriters' Laboratories. Send for samples of Allen's Underwriters' Code Sodering Flux—Stick, Paste, Liquid or Salt. Bissett & Webb, Ltd., 126 Lombard Street, Winnipeg, Canada.

BEAR BRAND LAMP BLACKS

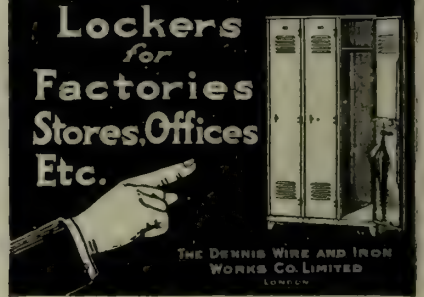
A Germantown of quality that gets big business

WILKES, MARTIN, WILKES CO.
135 WILLIAM ST NEW YORK

DENNISTEEL

Made in Canada

Lockers for Factories Stores, Offices Etc.



THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON

TRADE SAWYER MARK Registered

STITCHED CANVAS BELTS

"THE QUALITY BELT"

PLEWES LIMITED, Distributors, WINNIPEG

A good concern to do business with

THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO. Dixon, Ill.

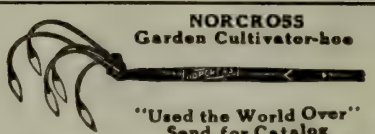
PATENTS

PATENT YOUR IDEAS

Get list wanted by manufacturers and our "Reference Guide for Inventors." Send sketch for free report as to patentability. Patents secured or our fees returned.

Harold C. Shipman & Co., Patent Attys.
Central Chambers, Ottawa, Canada

NORCROSS Garden Cultivator-hoe



"Used the World Over" Send for Catalog

C.S. Norcross & Sons, Bushnell, Ill.

TENTS, AWNINGS

FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

Send Postcard for Catalogue

GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA

The PARMENTER BULLOCH CO., Ltd

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

WASTE PAPER BALERS



"Turn Waste into Profit."

Reduce your fire risk and keep your place clean.

Made in 12 sizes.

Send for catalog.

Climax Baler Co. Hamilton, Ont.



"Maple Leaf" Brand STITCHED COTTON DUCK BELTING

"Maple Leaf" Brand Belt Dressing

DOMINION BELTING CO. LTD.
HAMILTON, CANADA

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

STOVE & ELECTRICAL MICA

ELECTRICAL MICA

Stove mica in assorted sizes for the trade

A. G. MARTIN
234-236 Besserer St.
OTTAWA, ONT.

BRITANNIC MILLS

Manchester England

Blue Twill Cloth

Emery Ground & Flour Made from Pure Turkish Rock

De Re Brand
Canadian Distributors
DesRochers, Limited Montreal, Que.

Wanted

SITUATIONS WANTED

HARDWARE CLERK WANTS SPARE TIME work three nights, one afternoon, in city. Box 117, Hardware and Metal.

HELP WANTED

IS THERE A LIVE, AGGRESSIVE SALESMAN or manufacturer's agent with not too many irons in the fire, covering Quebec and the East, who would like to handle, on a commission basis, a line sold to the wholesale hardware and grocery trade? Box 119, Hardware and Metal.

FOR SALE

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms is to sell the manufacturers who read Hardware and Metal all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

FOR SALE—GENERAL HARDWARE STOCK. We offer our stock of hardware at invoice prices, as a greater part of this stock would be at prices before the war. We consider it a bargain for quick sale. Stock all new six years ago. Amount of stock at present between seven and eight thousand. Building can be rented or bought, or stock can be moved away. Good district in Ontario. Box 118, Hardware and Metal.

GALVANIZED IRON SHEETS, APOLLO brand. We have the following gauges in stock: 14, 16, 18, 20, 22 and 24. Wheeler & Bain, Toronto.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

Hockey Stick Specialists

Our hockey sticks are made in the largest factory in Canada. They are manufactured out of select 2nd growth air-seasoned Rock Elm.

Write for latest price list.

St. Marys Wood Specialty Co., Ltd.
ST. MARYS, ONT.



The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

MADE BY

A. SHAW & SON, London, England.

Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

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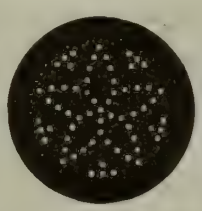
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CANADA

Makers of all staple patterns. Three-ply veneer chair seats.



in all sizes from 10 to 20 inches square, also imitation walnut.

CANADIAN VENEERING CO., Inc.
Acton Vale, Que., Canada
RICHARDSON & BUREAU
55 St. Francois Xavier Street, Montreal
Distributors
Write for price list.

Why you should advertise on Buyers' Guide Page

Many dealers are sometimes in doubt as to where they can buy supplies of various kinds. The Buyers' Guide gives it to them in condensed form, easily located.

Advertise in the Buyers' Guide page and reach nearly all the aggressive Canadian dealers.

HARDWARE AND METAL
143-153 University Avenue - TORONTO, CANADA



Thrift Will Win The War

"BUY VICTORY BONDS"

Thrift Will Win The War Now—

and will form the basis for our prosperity as individuals and for our power as a nation.

SAVE---and buy Victory Bonds

This Advertisement is Published by

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL. TORONTO. WINNIPEG. VANCOUVER. LONDON, ENG.



This new advertisement is part of the big national Advertising Campaign featuring Community Plate. It appears on the back cover of Collier's, November 23rd. Also as a full page in colors in the Ladies' Home Journal, the Atlantic Monthly, Scribner's, Century, Review of Reviews, Harper's, World's Work, for December. It will also appear as a full page in the Saturday Evening Post for December 7th.

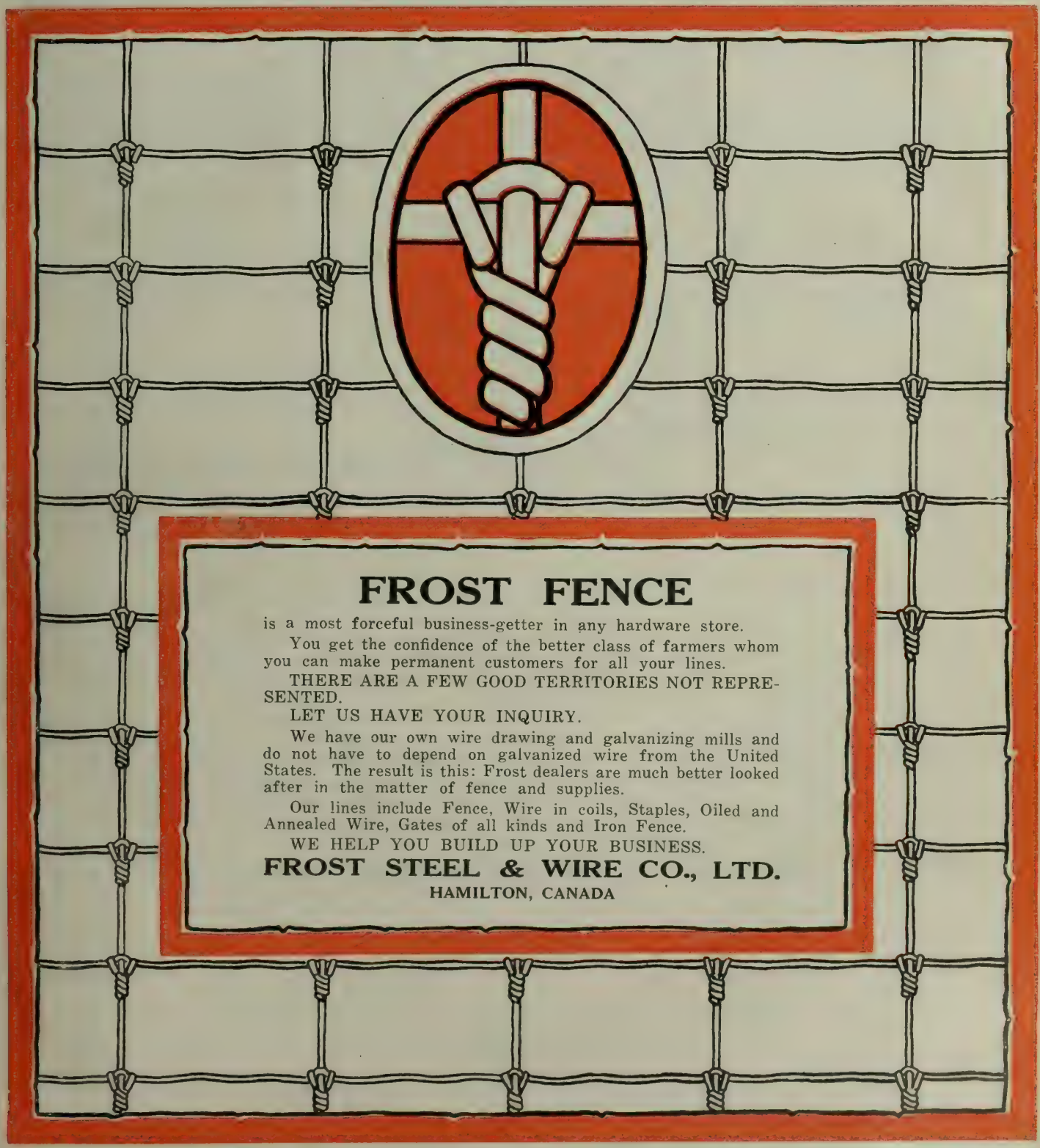
HARDWARE AND METAL

Vol. XXX
No. 46

PUBLISHED EVERY SATURDAY SINCE 1888

November 16
1918

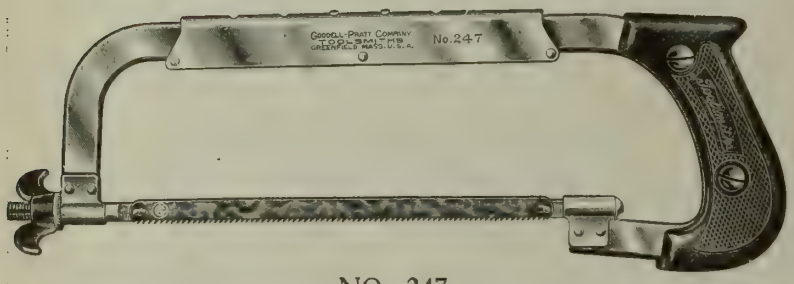
THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA



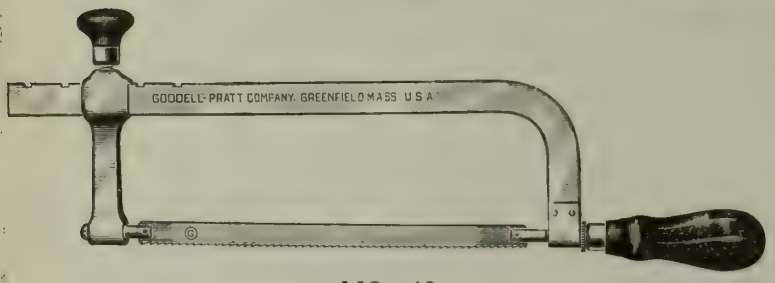
GOODELL-PRATT

1500 GOOD TOOLS

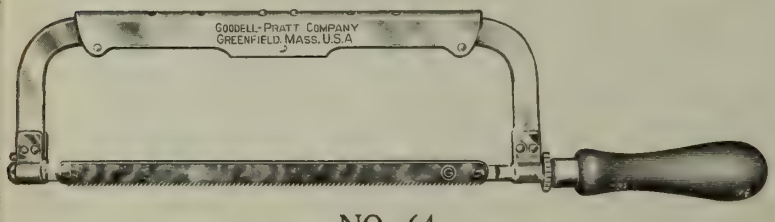
HACK SAWS



NO. 247



NO. 69



NO. 64



NO. 1

43 Models
Best Materials
Uniform in Quality

Goodell-Pratt Hack Saw Blades are noted for their Cutting Qualities, Speed and Endurance. The Results procured from their use are Unusually Satisfactory.

GOODELL-PRATT COMPANY

Toolsmiths

Greenfield, Mass.
U.S.A.

Makers of Mr. Punch

Go after Christmas Business Early

Lay your plans now for your Christmas business—every day for the next month can be made a Christmas trade-getter especially if you encourage sensible giving. Sort up your stock of Christmas goods and get them on exhibit.

"EXCELLO"
Eight-Day
CLOCK

This is our special eight-day time and alarm clock, thin model case, 7¼ inches high, 4½-inch dial, shut-off switch, large gong bell, long alarm, superior nickel plated finish. Retails at $4.50. A good margin of profit. The 8-day feature makes this clock a big seller, especially when backed by its handsome appearance and its several exclusive features. Order a few "Excello" clocks.



"Excello"



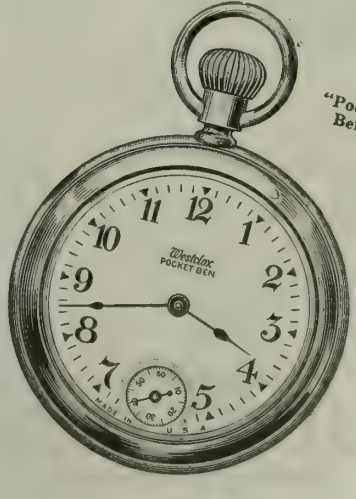
"Big Ben"



"Boy-proof"



"Baby Ben"



"Pocket Ben"

Alarm Clocks and Boys' Watches As Gifts

A window and showcase nicely arranged with alarm clocks and boys' watches will result in profitable Christmas business. Order your stock to-day.

"BIG BEN"

—the famous alarm clock which everybody knows makes a handsome gift to the home or for either men or women who must rise on time.

"BABY BEN"

This is a handsome boudoir alarm clock—a miniature of its big brother.

"POCKET BEN"

—a neat well-made and finished watch for man or boy, guaranteed for one year. Handsome display cards supplied.

"BOY-PROOF"

Just as its name implies, it is a boyproof watch, stem wind and set, guaranteed one year. Display stand furnished.

RICE LEWIS & SON, LIMITED

19 VICTORIA ST., TORONTO

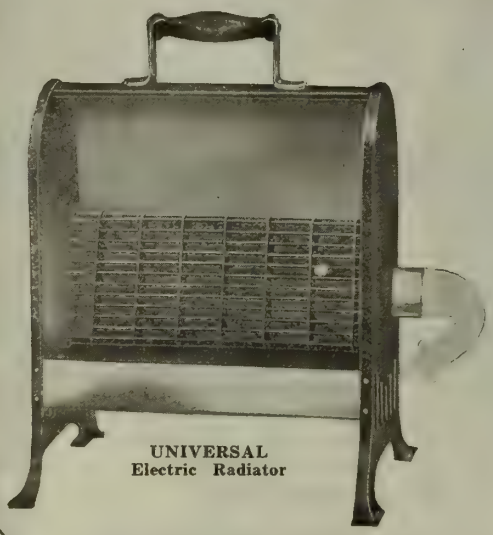
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A War Time Call for Fall

UNIVERSAL ELECTRIC HOME NEEDS

These are the days of electricity. The shortage of coal, the scarcity of domestic servants and the necessary conservation of time, money materials and labor make the use of electrical heating appliances almost a patriotic duty.

The prospect of a long winter and a short supply of coal will create many new uses for warmth producing electrical appliances. The call will come quickly and insistently. Are you ready for it?



UNIVERSAL
Electric Radiator

For every eighty pounds of coal saved another three-inch shell is made. Therefore it's up to every householder to postpone furnace lighting as long as possible. The UNIVERSAL Electric Radiator does the trick, as it quickly heats the nursery, bathroom or other small rooms and makes them cozy and warm on nippy fall days.



UNIVERSAL
Immersion
Electric Heater

A small but effective saver of fuel, time and money. Makes you independent of Old King Coal when a little hot water, milk or medicine is needed in a hurry. In three minutes after it is placed in the glass the liquid is steaming hot. Every home needs at least one; every hospital and public institution needs many.



UNIVERSAL
Electric Heating Pad

When coal must be conserved furnace heat in sleeping rooms is in the non-essential class. But a UNIVERSAL Heating Pad slipped between the sheets for a few moments before you jump in makes the bed warm and comfortable all night with all other heat in the room shut off. The UNIVERSAL Pad also adds to the comfort and health of outdoor sleeping.

You take no chances when you buy and you take none when you sell UNIVERSAL Electric Radiators, Heating Pads, Immersion Heater, etc. These goods have character, prestige, reputation. They are widely advertised and sought by people who have faith in every article that bears the UNIVERSAL trade mark. They know that UNIVERSAL stands for quality —real quality that is as sound as the money they pay for their goods.

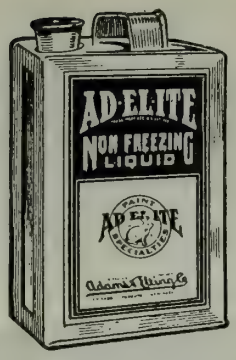
UNIVERSAL

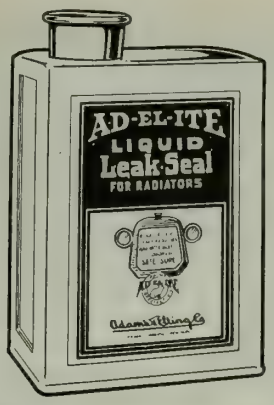
LANDERS · FRARY & CLARK

· NEW · BRITAIN · CONNECTICUT ·

Canadian Representatives: **A. MACFARLANE & COMPANY, MONTREAL**









AUTOMOBILE SUPPLIES

Wait for our new catalogue

Progressive Hardware Dealers everywhere are carrying Automobile Supplies, because they mean quick turnover and good profit.

Our new catalogue will soon be ready for distribution. Write for your copy now.

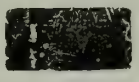
It will contain hundreds of items used by Motorists, and is so arranged that you can sell anything in it, whether you carry it in stock or not, and know just what profit you are making.

Don't place your orders for Spring shipment until you have seen this Catalogue and gotten our prices.

Send us your order for Weed Chains
Shipment made the day order is received

















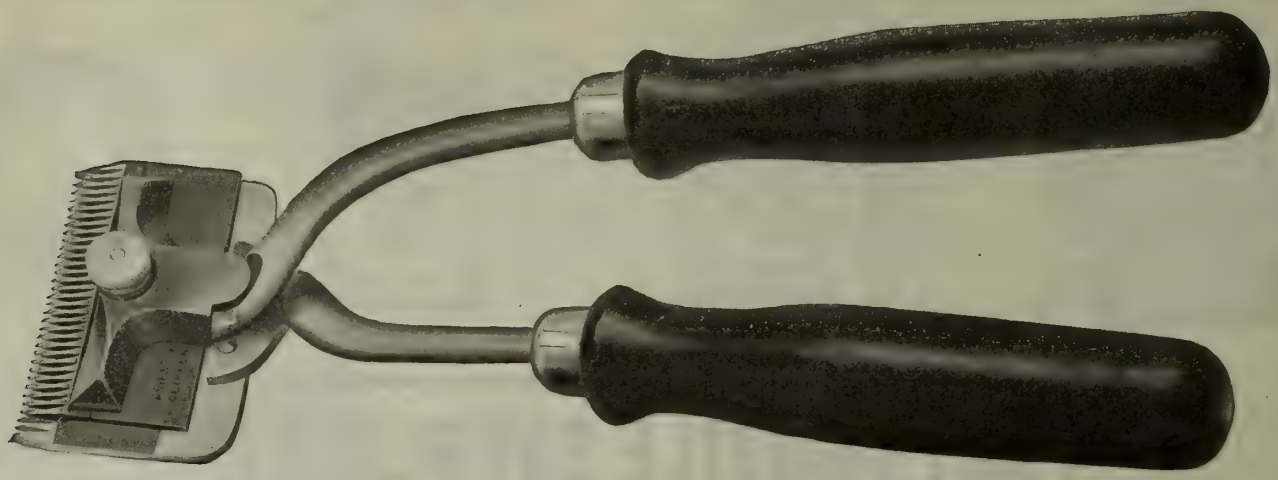




LEWIS BROS., LIMITED

MONTREAL

If interested tear out this page and place with letters to be answered.



Priest's Horse Clippers

The line of Priest's Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

A. MacFarlane & Co.
Montreal, Canada

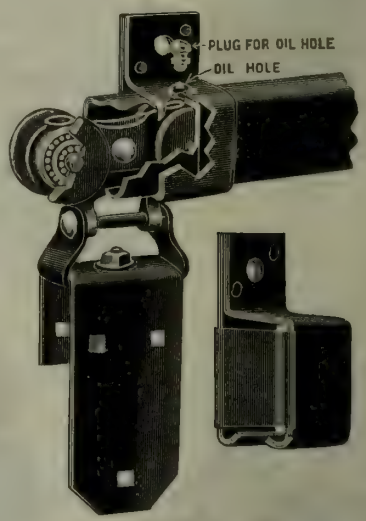
Selling Agents

Wiebusch & Hilger, Ltd.
New York City

A Drop of Oil, Easy to Apply Adds Years to a Door Hanger's Life

The Allith 1915, though constructed somewhat like the 1914, has several exclusive features. Each of the four wheels run independently and are fitted with a double set of roller bearings, which may be easily oiled from the oil holes conveniently placed in the Track Support and top of hangers. This allows the oiling to be done with great ease. It ensures proper lubrication, easy running and adds years to the life of the hanger.

Allith 1915 is a gilt-edge proposition. Send for set and hang it in your store.



"ALLITH" 1915

Allith Manufacturing Co., Limited

HAMILTON - - - - - - - - CANADA

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

HOLLOW WARE



Straight Pots, Lipped Kettles, Bellied Pots, Eccentric Pots, Spiders, Chaudrons (Bake Kettles).

Immediate shipment of all orders received.

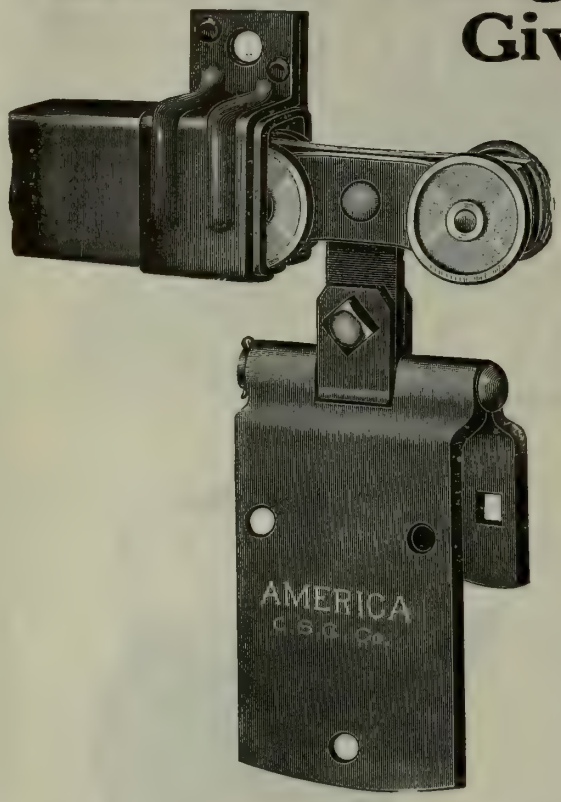
Write for our complete catalogue.

JAMES SMART PLANT

BROCKVILLE, ONT. WINNIPEG, MAN.

If interested tear out this page and place with letters to be answered.

America Hangers Sell Easily and Give Life-time Service



The roller bearing tandem truck hanger is constructed entirely of steel and built to carry heavy doors.

The adjusting screw below the track is always accessible and allows increasing or decreasing the space between door and building.

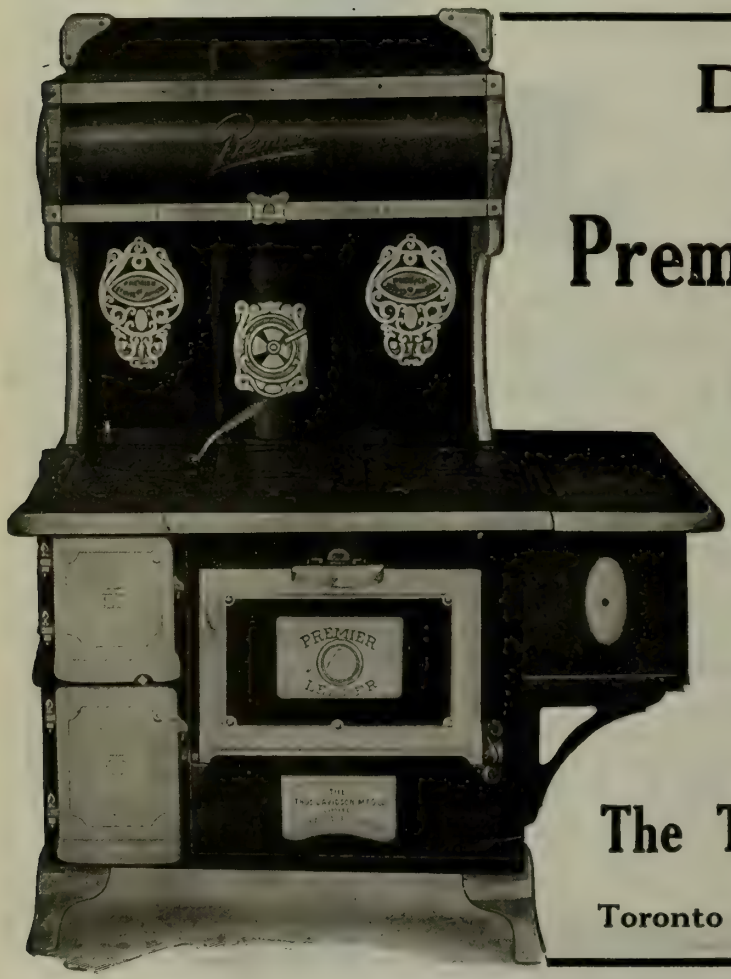
The detachable drop strap permits door to swing out at right angles and prevents tearing down.

America hangers run on the famous Hatch Trolley Track, supported with corrugated brackets.

Swing in to-day. Hitch your efforts to the biggest selling, profit-making line of door hangers.

Manufactured by

Canada Steel Goods Company
LIMITED
HAMILTON, CANADA



DAVIDSON'S
POPULAR
Premier Leader Range

is a range that is built to supply the demand of a high-grade steel range at a popular price.

It is just as fully guaranteed, as to its baking and economical operating qualities, as our higher priced ranges.

There is a "Premier" to meet every demand, whether for a steel or cast range, one fully dressed or strictly plain. The "Premier Leader" is made square or with reservoir.

The Thomas Davidson Mfg. Co.
Limited
Toronto Montreal Winnipeg

If interested tear out this page and place with letters to be answered.

SAMSON ROOFING

Samson Roofing has proved its worth in these days of higher prices and varying conditions



It is economy to pay the price and get the satisfaction that only good Roofing can give.

ABSOLUTELY GUARANTEED

HOWLAND'S SAMSON QUALITY H S HOWLAND SONS & CO LIMITED TORONTO

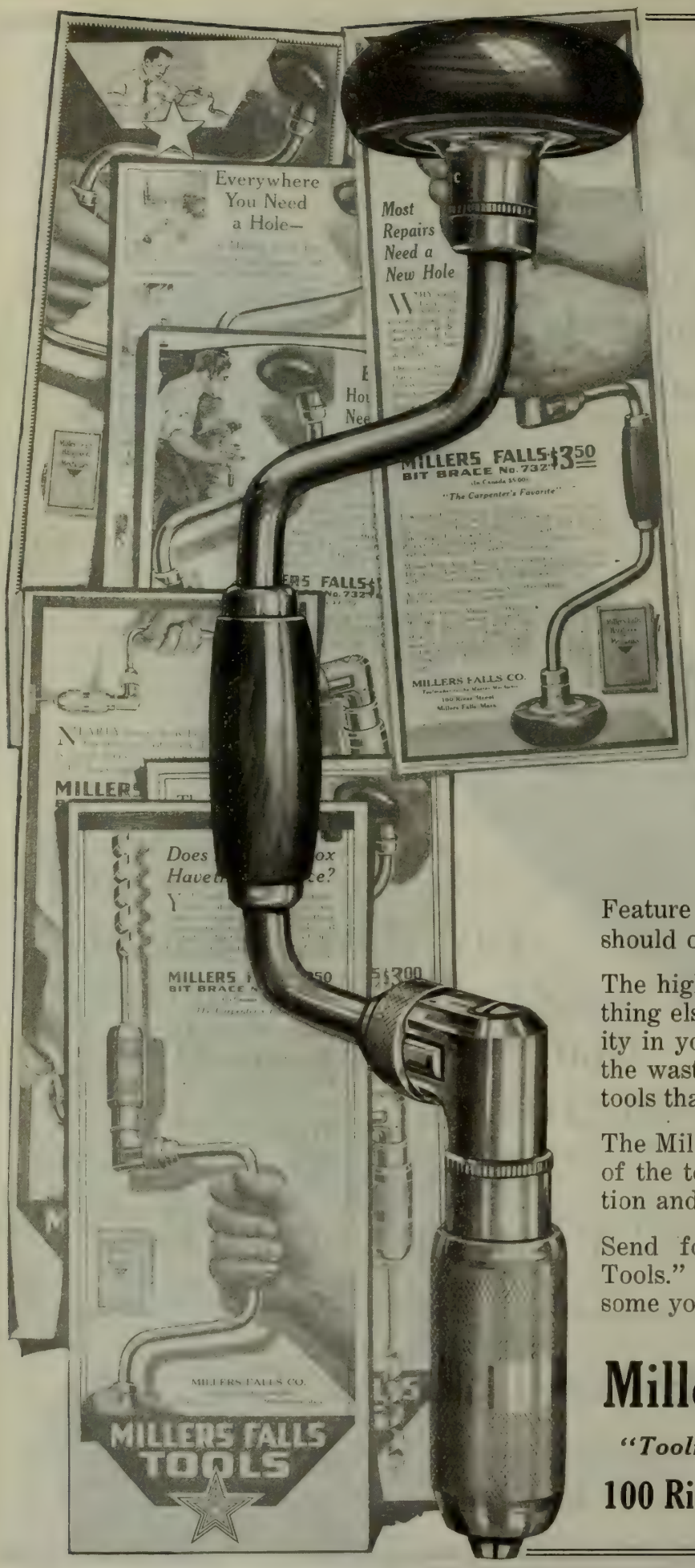
H. S. Howland, Sons & Co.
Limited

Wholesale Hardware

TORONTO

HOWLAND'S SAMSON QUALITY H S HOWLAND SONS & CO LIMITED TORONTO

If interested tear out this page and place with letters to be answered.



The First Bit Brace To Carry

This Millers Falls Bit Brace No. 732 is the only brace that's nationally advertised.

It ought to be the first bit brace in the stock of every dealer, however small his tool department.

We are advertising it heavily because it is the best brace to push with all kinds of trade—both professional and amateur. Ball-bearing head — ratchet — and all-purpose chuck that takes twist drills as well as auger bits. Finest finish —yet moderate in price.

Display a 732 Brace on your counter and in your window and talk bit braces to your customers who come in. You will be surprised at the number you can sell—especially to your amateur customers.

Feature it as the third tool every household should own—as we do in our advertising.

The higher cost of tools (as well as everything else) makes it important to talk quality in your tool department and emphasize the wasteful extravagance of buying cheap tools that do not last or give results.

The Millers Falls name is its own guarantee of the tool quality that gives best satisfaction and economy to every tool user.

Send for our handbook, "How to Sell Tools." It's full of good ideas—probably some you can use. Free on request.

Millers Falls Company

"Toolmaker to the Master Mechanic"

100 River St. Millers Falls, Mass.

If interested tear out this page and place with letters to be answered.



The Needs of the Empire

NEVER BEFORE in the history of Canada has greater opportunity been offered her Sons and Daughters to render SERVICE to the Empire;—and

NEVER BEFORE have the needs of the Empire demanded as high a standard of QUALITY in thought, deed and product as at present.

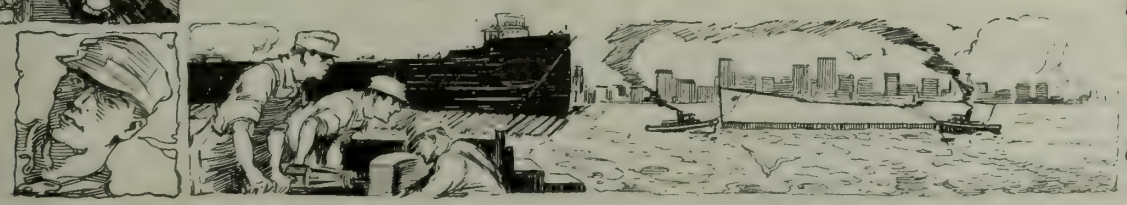
HOW NOBLY CANADA has responded is now known around the World and history will record it for the future.

THE PRODUCTS OF OUR MILLS are at the Fronts and on the Seas, in the Shipyards and Factories and in the Fields, faithfully fulfilling their mission of reliable performance wherever the Government's War-Winning Programme directs, as we are, and have been, stripped for action since the first call to arms.

THE NEEDS OF THE EMPIRE are many and the War-Winning Programme changes as necessity demands; but it matters not, the needs of the Empire are paramount and must be supplied.

THEREFORE, if in these trying times, we do not deliver promptly to you such of the products of our Mills or Blast Furnaces as you may need, console yourself with the thought that through us, you are rendering Service to the Empire and to the Cause that matters most for the Liberty, Justice and Freedom of the World.

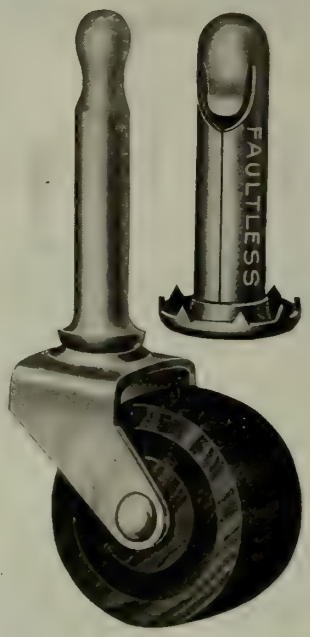
THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON MONTREAL



If interested tear out this page and place with letters to be answered.

Use FAULTLESS Casters

A word from you puts all our caster experience at your service and brings you a copy of "FAULTLESS" Catalog "G."



Reduced Illustration

Casters that roll easily across the floor —and smoothly. No clatter—no unsteadiness.

Simple construction—no complicated parts to get out of order, nothing to retard easy movement. Strong, plenty of metal in required places to resist strains.

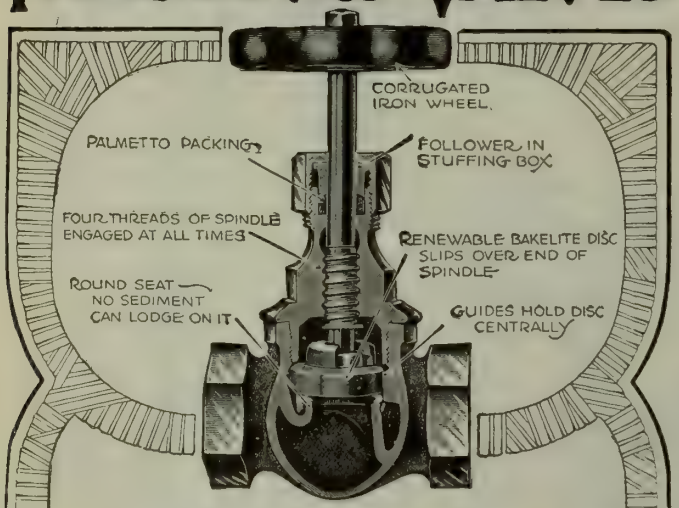
Silent—neat appearing—a real necessity in *your* hospital, these FAULTLESS CASTERS.

Made in lignum-vitae, steel, leather, fibre and felt wheels in all kinds of finishes.

FAULTLESS CASTER COMPANY

"Move the FAULTLESS Way" EVANSVILLE, INDIANA

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto: Hamilton, Windsor, Winnipeg, Saskatoon, Calgary Vancouver, Victoria.





"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company

BELLEVILLE ONTARIO

If interested tear out this page and place with letters to be answered.



Approved!

Every Wilt You Sell Passes Rigid Inspection

No Wilt Drill is knowingly allowed to pass out of Wilt hands if it shows any defect—**no matter how small. It is rejected in the inspection department.**

Every possible test by trained and shrewd inspectors vouchsafe your guarantee of Wilt Drills to your customers.

"Wilt Drills Are Fully Guaranteed."

Wilt Twist Drill Co. of Canada, Limited

Walkerville, Ont.

London Office: **Wilt Twist Drill Co., Moorgate Hall, Finsbury Pavement, London, E.C. 2, England**

If interested tear out this page and place with letters to be answered.

The True Need of the Victory Loan

We must at once get ready for making the merchandise of reconstruction and for a vast peace trade at home and in foreign countries.

Almost everything necessary for man's comfort is needed in large quantities. We have still to feed large armies, countless prisoners, and the peoples of Europe in Allied Countries.

To this has now been added Central Europe, which has been short of food for a long time, and will be seeking a meal three times a day.

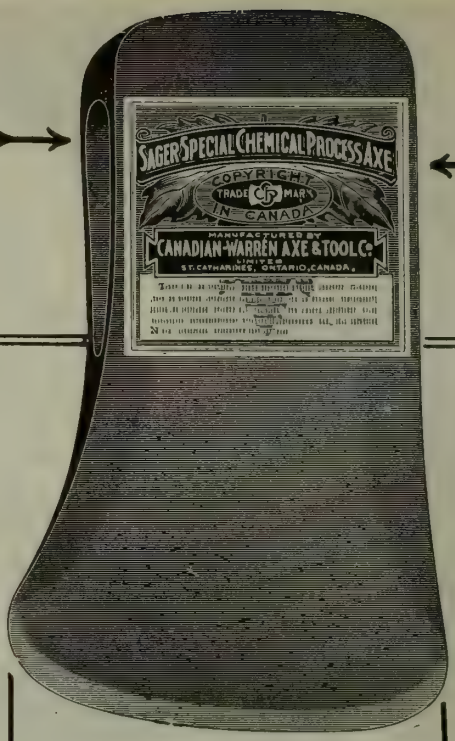
Ships will be wanted in every port, and we shall build many of them for other countries; railroad engines and cars, agricultural machinery, electrical and traction machinery, lumber, steel and any transportable building material, and many other things will be needed from us in the rebuilding of the devastated parts of Belgium, France and Serbia.

Let us get right down to business. OUR OWN BUSINESS—AND HELP TO OVER-SUBSCRIBE THE VICTORY LOAN 1918. And let us do it NOW.

BUY VICTORY BONDS

This space contributed to the Success of the Victory Loan Campaign by the

Nicholson File Company
Port Hope, Ontario

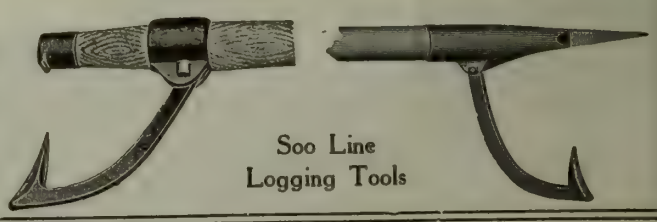


WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian Warren Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

If interested tear out this page and place with letters to be answered.

"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

Corrugated Iron

We have good stocks and can give you immediate shipments at favorable prices.

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger profit*. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

If interested tear out this page and place with letters to be answered.

Genco RAZORS

A Square Foot of Selling Space

That Can Be Made Very Profitable In Your Store

THE space occupied by this Genco Razor Display Case is about one square foot, Besides containing and protecting the razors, it catches and holds the eye and gives the goods a pleasing display. As a salesman it is on the job every minute.

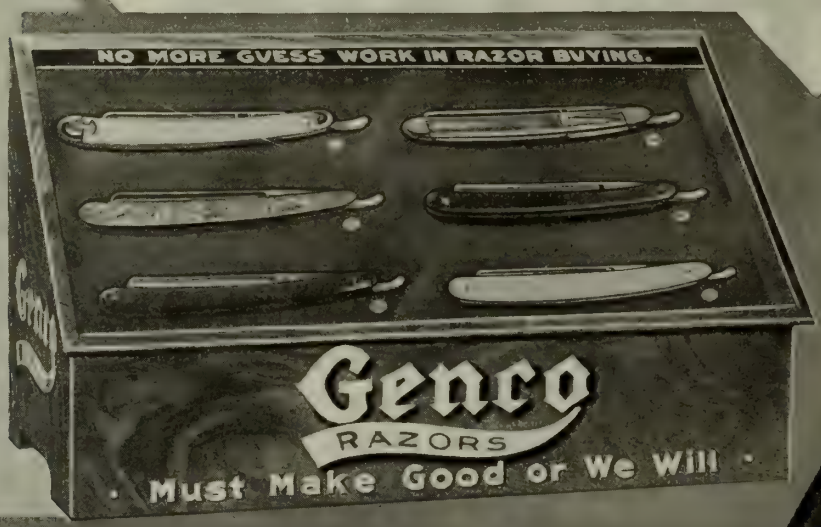
The case is made of pressed steel, with handsome Circassian walnut finish. It holds six Genco Razors of different design on constant display against a background of Royal Purple plush and there is ample room beneath for carrying stock.

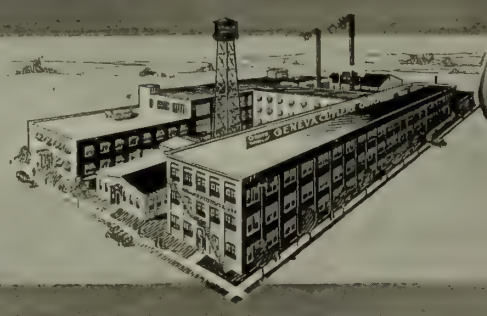
All current Genco Razor advertising features this case prominently. It goes to work for you the minute it appears on your counter. Let it be a reminder to your customers of the 500 master cutlers who, in the largest high grade razor factory in the world, grind the quality in and the guess work out of Genco Razors.

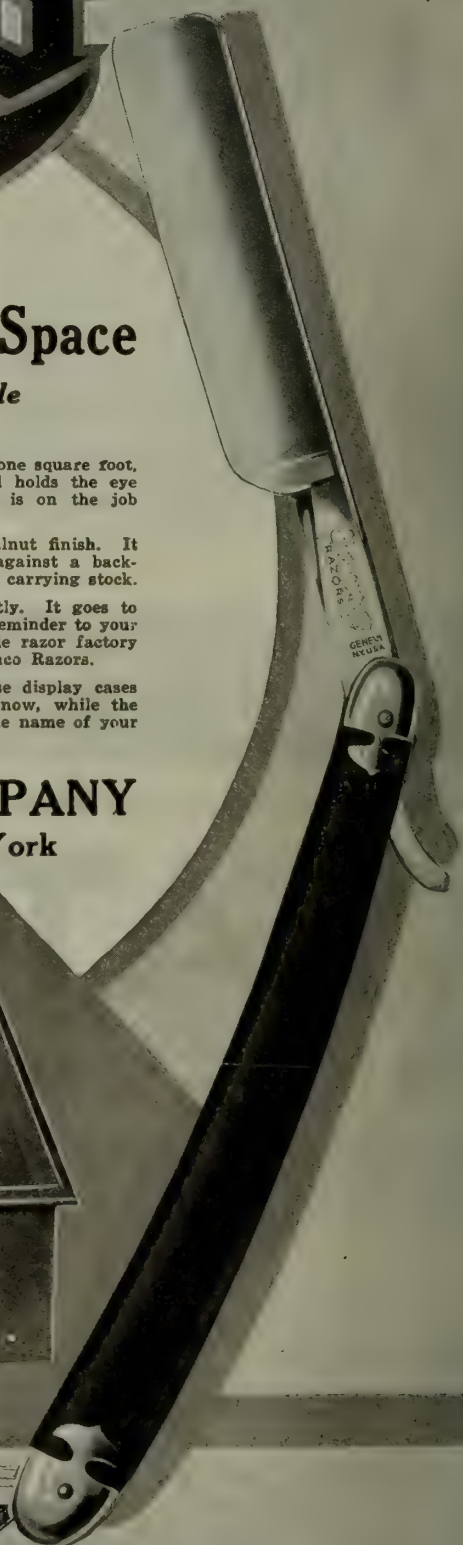
We are making a special proposition which included one of those display cases free with your first order. Write for the details of this offer now, while the matter is fresh in your mind. It's quite a good thing. Mention the name of your jobber when writing us.

GENEVA CUTLERY COMPANY

159 Gates Avenue, Geneva, New York







If interested tear out this page and place with letters to be answered.

SMP "QUALITY" TRADE MARK

NICKEL PLATED GOODS

SUGGESTIONS FOR CHRISTMAS PRESENTS

A FEW OF THE LINES MENTIONED BELOW, STOCKED NOW, WILL ENABLE YOU TO PRESENT AN ATTRACTIVE AND PROFITABLE SHOWING FOR CHRISTMAS

Our S M P Nickel Plated Ware receives the care and finish necessary to insure each piece being of A1 quality and of pleasing appearance.



ROYAL TEA POT

Your window dressed with Nickel Plated Goods, as useful Christmas presents, will provide your customers with a suggestion that will bring you good profits.

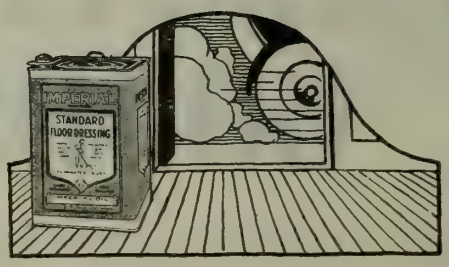


SAVOY TEA KETTLE
WITH SIDE OPENING, HINGED LID AND RIGID HANDLES

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG



LAYING THE DUST

90% of the ever-present atmospheric dust in your store can be captured and held.

STANDARD Floor Dressing

does this and more in your store. It keeps the goods on the shelves cleaner and fresher looking, and adds a note of tidiness and brightness to the whole store.

It definitely lays the dust because it is a sanitary, non-evaporating, wood preserving product. A gallon will take care of 500-700 square feet of surface, and one application will last for several months if the accumulating dust and dirt are swept regularly with a stiff brush or broom. Easily and quickly applied with an ordinary sprayer.

Sold in one and four gallon cans and in barrels and half barrels.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES

If interested tear out this page and place with letters to be answered.

A DISPLAY THAT SELLS PLYMOUTH ROPE

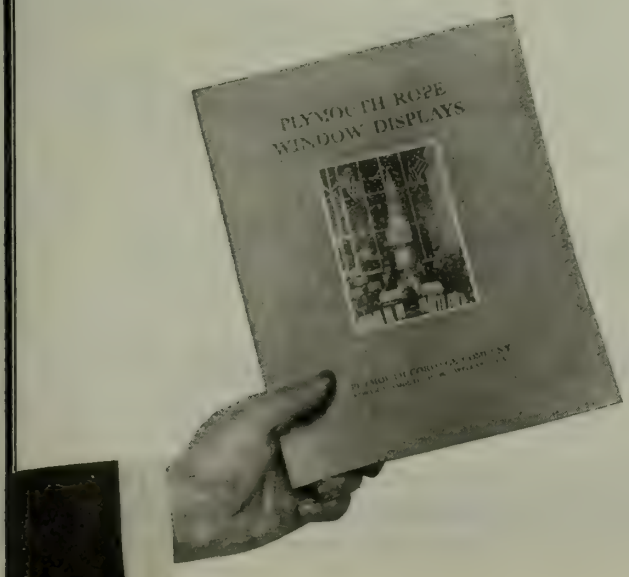


SUCH displays are easily installed by utilizing our free display material—hanks of manila hemp, lithographed window cards and Plymouth Rope sample signs.

A good, attractive window display creates interest and stimulates sales, and if your rope sales are conducted on the "Rope-by-the-Foot" plan, you can make an extra profit.

Several thousand dealers have already adopted the Plymouth Plan and say that it means greater profits and satisfied customers.

One dealer wrote: "We have given the Plymouth Plan a thorough test and find that we can figure *15% more profit* and can tell a customer how much his rope will cost."



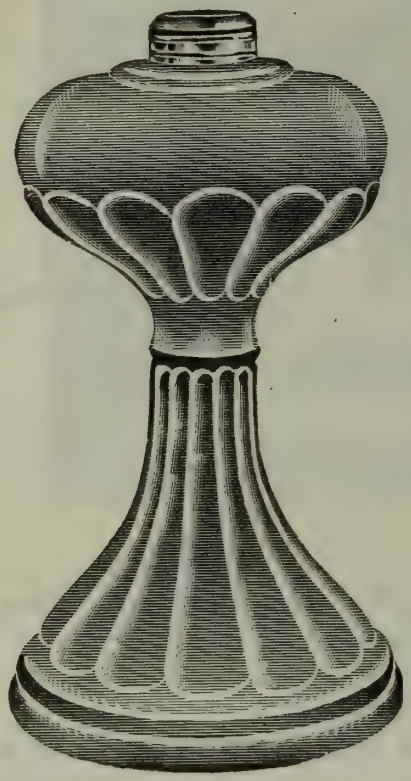
Investigate the advantages of handling Plymouth Rope. Write for a copy of "Evidence" and "Window Displays."

PLYMOUTH CORDAGE COMPANY
No. Plymouth, Mass. Welland, Can.

INDEPENDENT CORDAGE COMPANY Ltd.
TORONTO CAN. *Canadian Sales Agents*

PLYMOUTH TRADE MARK 1824

Lamp Goods



The 9881 Assortment

Consisting of ONE-PIECE Imported Lamps

½ Dozen ¼ "A" Flat Hand Lamps
½ Dozen ¼ "A" Footed Hand Lamps
½ Dozen ¼ "A" Stand Lamps
½ Dozen "A" Stand Lamps (B Collar)
½ Dozen "B" Stand Lamps (B Collar)
½ Dozen "C" Stand Lamps (B Collar)

$12.00
THE ASSORTMENT

We can supply the individual lamps as follows:

LAMP CHIMNEYS

2 Rochester (A Burner), imported, ...$1.90 Doz.
2 Electric (B Burner)..... 1.90 Doz.
2 Globe, Engraved (B Burner) ..... 2.25 Doz.

LAMP BURNERS

Imported—
Eagle A .....$1.20 Doz.
Eagle B ..... 1.50 Doz.
Eagle D ..... 3.00 Doz.

¼ "A" Flat Hand Lamp.....$2.40 Doz.
¼ "A" Footed Hand Lamp.. 2.80 Doz.
¼ "A" Stand Lamp ..... 2.80 doz.
A2 Stand Lamp ..... 4.00 Doz.
C Lamp, No. 106 (Canadian) 4.00 Doz.

LAMP WICKS

Imported Fletcher Wicks, all styles, sizes. Prices on application.

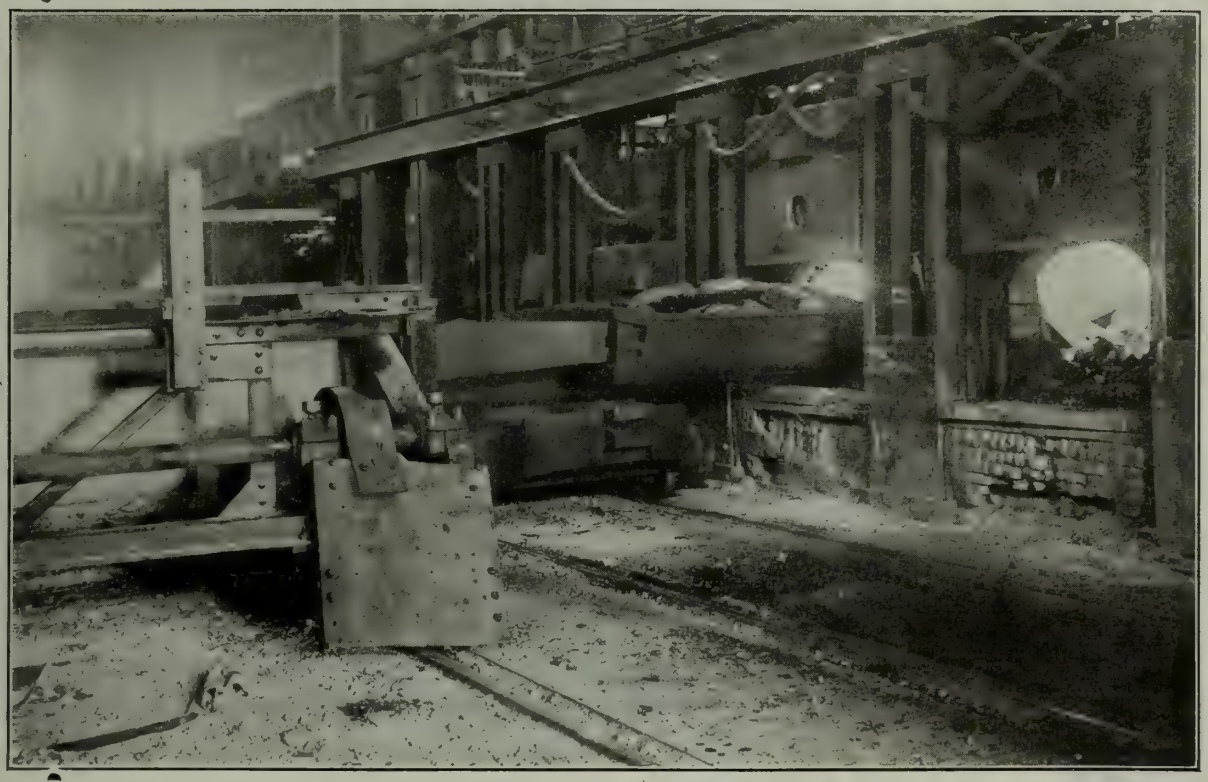
Above prices F.O.B. Toronto
Packages free—delivery from stock

LYONS & MARKS, Toronto

Phone Main 3387 38 YONGE STREET

If interested tear out this page and place with letters to be answered.

ARMCO IRON Resists Rust



Apparatus for Determination of Oxygen Content—Research Laboratory of The American Rolling Mill Co., Middletown, Ohio

MODERN SCIENCE AND DURABLE ARMCO IRON

Oxygen is a good thing in the air we breathe, but a poor thing in iron. It is nothing short of a vicious impurity in iron or steel, with respect to rust-resistance and working properties.

It occurs in combination with iron or with metallic impurities as a solid, or as a gaseous compound with carbon existing in the form of tiny bubbles and blowholes.

In either case it must be kept within the lowest possible limits if the iron is to be durable under conditions of exposure.

The latest scientific apparatus are employed by the Research Department at Middletown for rigidly checking the oxygen content of Armco Iron.

In this and all other respects, Armco Iron must justify the faith and confidence of the public in its rust-resisting properties as an iron that's "made to last."

Armco Iron Blue Annealed, Black Galvanized, Polished and Locomotive Jacket Sheets, Roofing, Pipe and Metal Lath

OPEN HEARTH STEEL CASTINGS TO SPECIFICATIONS

300 lbs. to 80,000 lbs.

PROMPT SHIPMENTS

Our specialties are: Rolling Mill and Steel Works Castings, including annealing boxes and bottoms. Ship, dock, machinery, railroad, mine, engine, crane and miscellaneous heavy castings.

The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

The American Rolling Mills Company

MIDDLETOWN, OHIO

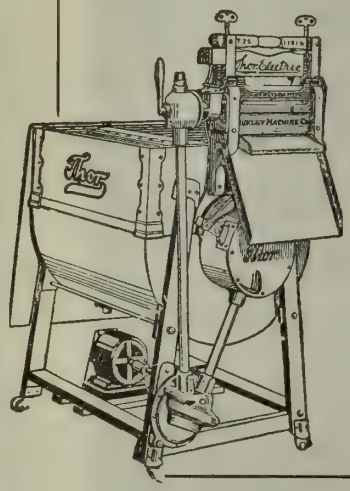
Licensed Manufacturers Under Patents Granted to The International Metal Products Co.

Branch Offices at New York, Washington, Atlanta, Pittsburgh, Chicago, Cincinnati, Cleveland, Detroit, St. Louis, San Francisco and Buffalo.

If interested tear out this page and place with letters to be answered.

Thor

Electric Washers and Cleaners Make Ideal Christmas Gifts



And this year—more so than ever—gift-giving will be of only useful and practical things.

Many a man in your town will be racking his brain, trying to think of some useful gift for his wife. Push the sale of electrical appliances—and first of all THOR Washers and Cleaners. There is nothing that is more acceptable, nothing more useful.

Hurley Service will help you get the business. Our Dealer helps stimulate interest and sales. Let's get together right now—plan ahead so there will be no disappointments. Write us for our proposition.

Hurley Machine Co., Limited

413 Yonge St., Toronto

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

PRESIDENT OF THE EXPOSITION

DIRECTOR OF EXHIBITS

SECRETARY OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



TRIMO PIPE WRENCH WOOD HANDLE



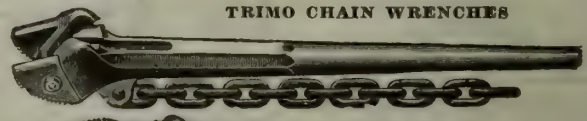
TRIMO PIPE WRENCH STEEL HANDLE



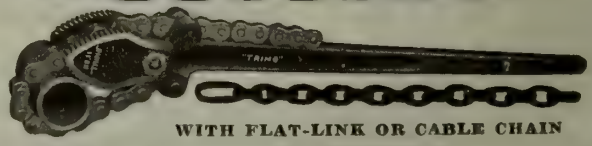
TRIMO PIPE CUTTER



TRIMO MONKEY WRENCH

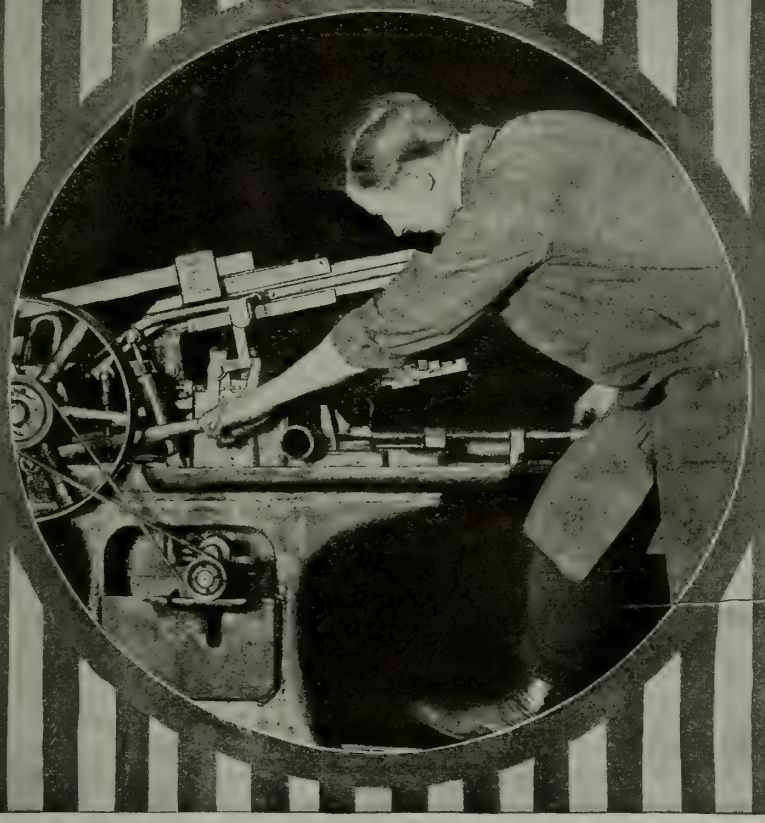


TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

If interested tear out this page and place with letters to be answered.



Your customers appreciate that service and wear determine real value. It is the maximum of service for the minimum of price that insures economy.

If You Sell the

Starrett Hack Saws

you furnish your customers saws that are the most economical to use because they cut faster, last longer and give greater satisfaction.

Write for our catalog No. 21MA. It describes in detail hack saws, machines, and our good assortment of fine precision tools.

STARRETT HACK SAWS CUT QUICKER LAST LONGER

The L. S. Starrett Company

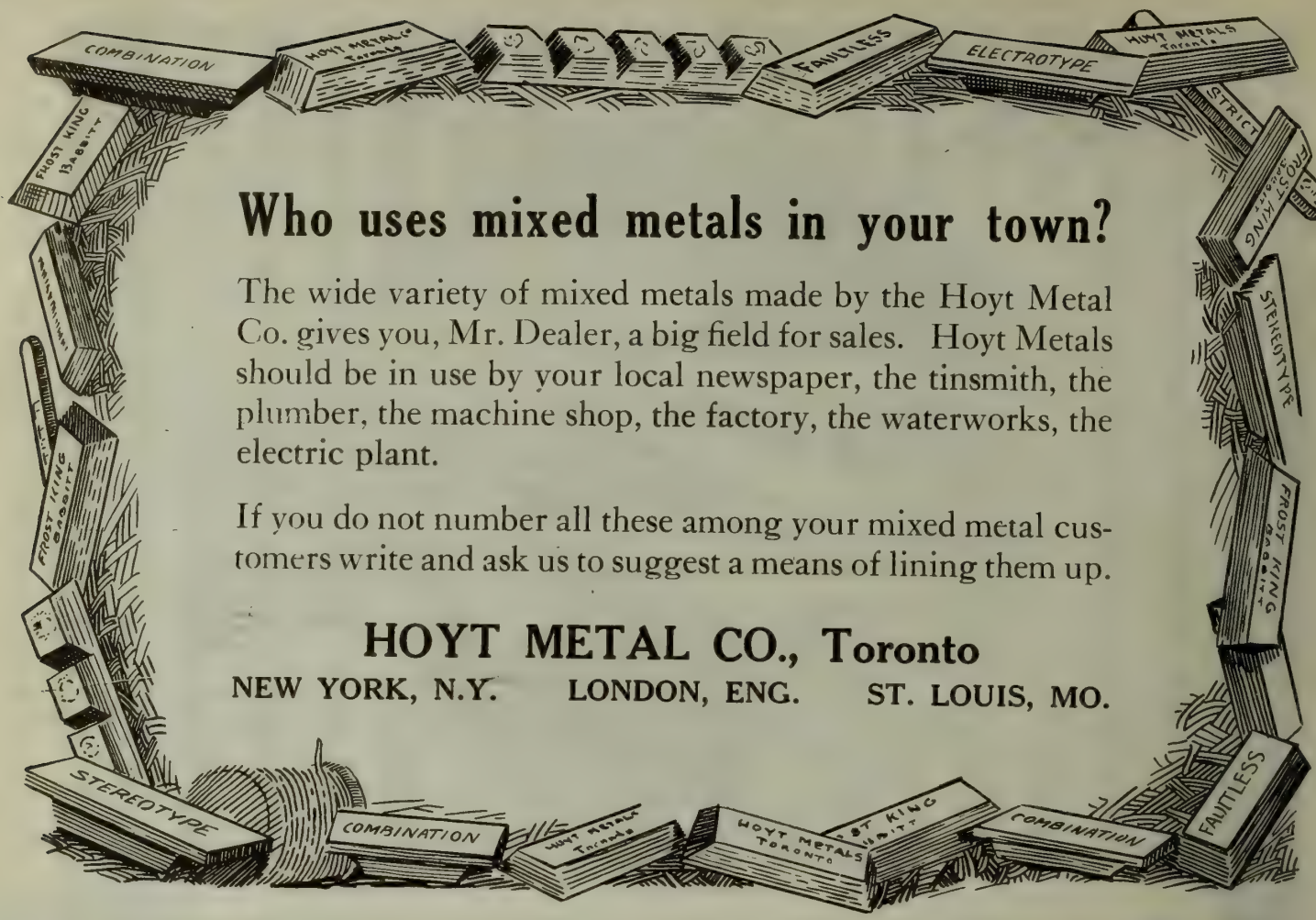
The World's Greatest Tool Makers

Mfrs. of Hack Saws Unexcelled

Athol, Mass.

42-862

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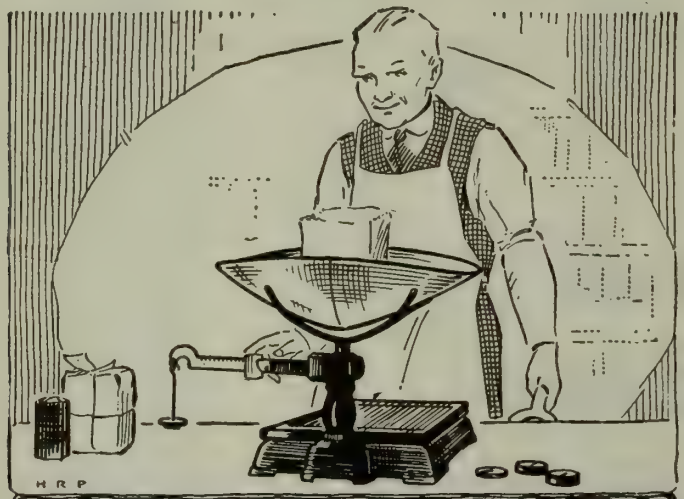
Who uses mixed metals in your town?

The wide variety of mixed metals made by the Hoyt Metal Co. gives you, Mr. Dealer, a big field for sales. Hoyt Metals should be in use by your local newspaper, the tinsmith, the plumber, the machine shop, the factory, the waterworks, the electric plant.

If you do not number all these among your mixed metal customers write and ask us to suggest a means of lining them up.

HOYT METAL CO., Toronto

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.



Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.

For the working men of your town

in fact for every man because practically every man needs a good, roomy, serviceable pair of working gloves.



TAPATCO

REGISTERED TRADE MARK BRAND

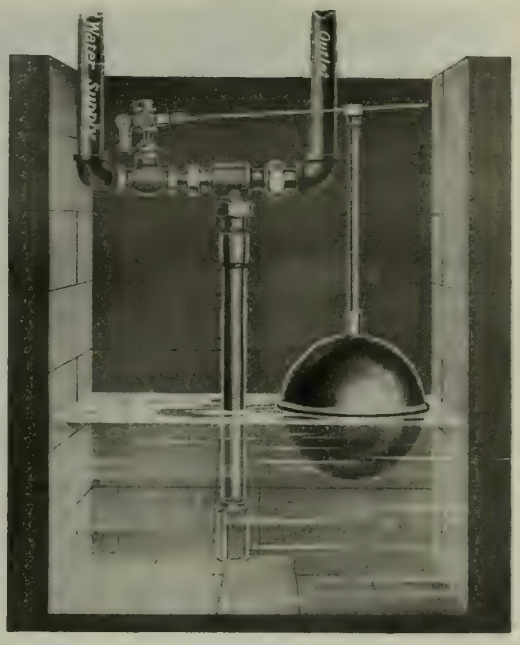


You can get this profitable extra trade by stocking the Tapatco lines—There's a style and a weight to suit every requirement. Your jobber can supply Tapatco Gloves.

The American Pad and Textile Company

Chatham, Ontario.

The Morrison Cellar Drainer Operates by Water Pressure



For ease of operation and simplicity of construction this cellar drainer has no equal on this continent. It can be installed easily, and takes up very little space. No complicated cams or levers to get out of order. And all working parts are placed above water.

Everyone knows the reputation that stands behind Morrison Products.

Let us furnish you with full particulars and prices when in need of an apparatus for this service.

The James Morrison Brass Mfg. Company, Limited

93-97 Adelaide Street West, TORONTO, ONTARIO

Three Reasons for your Selling "Correct" Lamp and Lantern Burners

FIRST: They give such a nice bright light, your Customers, after they buy their first "Correct" Burner will buy no other—Bigger Sales.

SECOND: Every "Correct" Burner is guaranteed absolutely satisfactory, in every respect, or your money back—No argument on this point.

THIRD: You are giving your Customers the best money can buy —Something to talk about in these times of high prices.

THE BURNER WITH THE PATENTED FLAME SPREADER

MANUFACTURED ONLY BY

The Schultz Manufacturing Co., Limited

HAMILTON - CANADA

Sold by all leading Wholesalers and Jobbers.
Give us the name of your Wholesaler and we will send you a sample.

If interested tear out this page and place with letters to be answered.



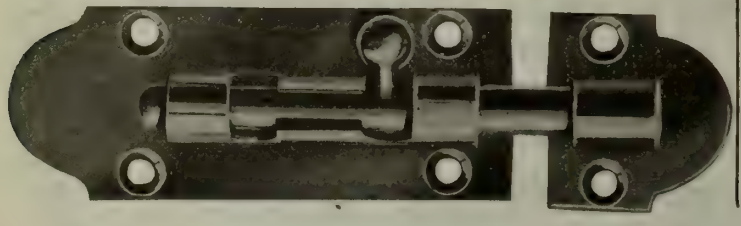
Stratford Ideas Are Worth Money!

Our new catalogue shows some new ideas that will mean sales and profits to *you*. It shows the very latest in Furniture Trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

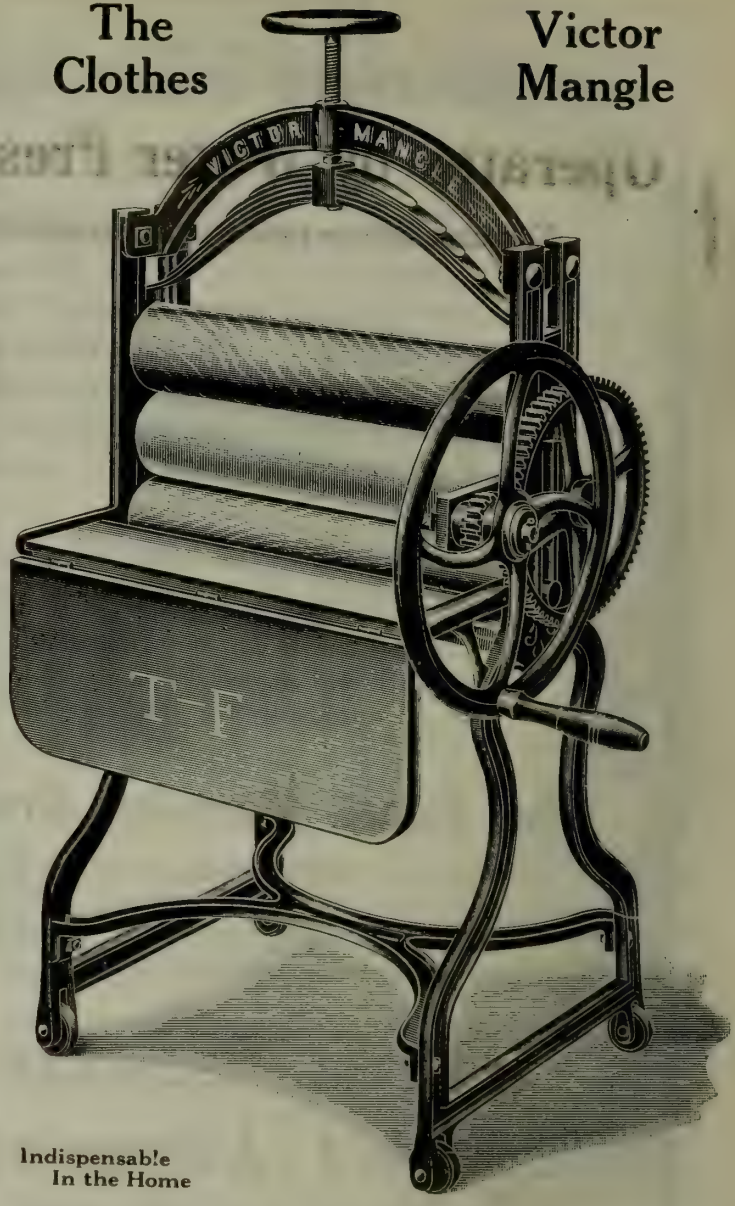
We want you to send for a copy at once—at our expense.

The Stratford Brass Company, Limited

Stratford, Ontario



The Clothes Victor Mangle



Indispensable In the Home

Sold with the Taylor-Forbes Guarantee of Sales and Satisfaction

The Victor is a first quality Mangle and looks it.

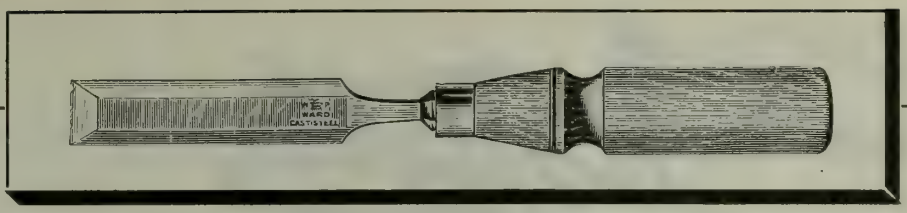
Rolls 24″ x 5″. Material—Rolls, Hard Maple; Tables, Hardwood; Springs, Tempered Cast Steel Painted in good colors. Packed crated weight 200 lbs.

Maximum sales assured every dealer who handles it.

Suppose you write for particulars **to-day.** Ask about the Stephenson Patent Washer. Preferred to any other on the Canadian market.

The Taylor-Forbes Co., Limited Guelph, Canada.

If interested tear out this page and place with letters to be answered.



ALWAYS IN DEMAND

WARD & PAYNE'S

CELEBRATED LIGHT EDGE TOOLS

Every user of Chisels, Gouges and other light edge tools has supreme confidence in Ward & Payne products. Known the world over for the excellence of their serviceable qualities.

Anvil Brand products have stood the test of a 100 years.

W P

Largest Makers of Light Edge Tools in the World.

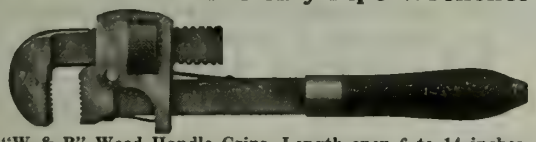
WARD & PAYNE, SHEFFIELD
CABLES: WARD, SHEFFIELD

ALEXANDER GIBB, 3 St. Nicholas St., Montreal
SHERMAN F. AINSLIE, Spadina Avenue, Toronto
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.

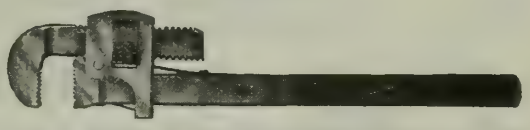
The "W & B" Line of Screw Wrenches

MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA



"W & B" Wood Handle Grips, Length open 6 to 14 inches



"W & B" STEEL Handle Grips, Length open 10 to 48 inches

"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches



This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W & B" EASY ACTING SCREW.

Machinists' Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W & B" EASY ACTING SCREW.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 90 on request.



Regular Wrenches

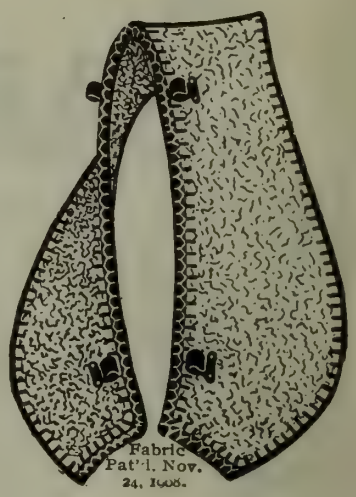
Head and Bar Drop Forged in one piece. FITTED WITH "W & B" EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company
ST. CATHARINES, ESTABLISHED 64 YEARS ONTARIO

If interested tear out this page and place with letters to be answered.

TRADE MARK
Ventiplex
PADS

You'll Find Them Mighty Profitable
And *Always* Satisfactory!



Ventiplex pads, Housing and Saddle Blankets are made in the most approved method and designs from the best and most suitable material—and are guaranteed to give entire satisfaction in wear and price *from a customer viewpoint, too.*

Ventiplex products promote efficiency by lessening liability to gall sores, etc., and keeping horses fit.

We want you to boost this line, and rest assured it will boost your sales.

Burlington Windsor Blanket Co., Ltd.

793 King West, TORONTO

Furriers to

H. M. King George V

BY APPOINTMENT

Superior Quality Raccoon Coats

in a tremendous selection

Made of carefully selected full furred pelts, these coats are finished in the typical Holt, Renfrew way.

Light in Weight---Soft---Well Fitting

While there are both cheap and expensive coats, we pay particular attention to the moderately priced.

Select one now while choice is complete

Holt, Renfrew & Co.

Department "K" - *Limited* - Quebec City

K K

HERE'S A DANDY!

SATISFACTION
FOR YOUR CUSTOMER

PROFIT
FOR YOURSELF

The Kribs line of **Washing Machines** will bring the above result.
Our line is not made by novices. We have years of experience behind us. Our machines are superior. Wood quality, lasting finish, general appearance, and above all, efficiency and satisfaction will bring you **more customers.**
Let us **show** you.
Ask your jobber for the KRIBS. If he can't supply you, write us direct for catalogue and discounts.

WILLIAM A. KRIBS, - Hespeler, Ont.

Makers of Freight Hauling Trucks of all Kinds

K K

If interested tear out this page and place with letters to be answered.

WANTED

Fall Orders for Hardware such as follows:

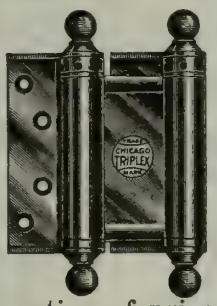
Snow Shovels,
Lanterns and Globes,
Weather Strip,
Axes, Mitts and Gloves

A good stock on hand, and orders promptly shipped.

Thos. Birkett & Son Co. Ltd.
Wholesale Hardware Merchants
Ottawa Ontario

TRADE CHICAGO MARK
SPRING HINGES
A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.
CHICAGO TRADE CSB CO MARK NEW YORK

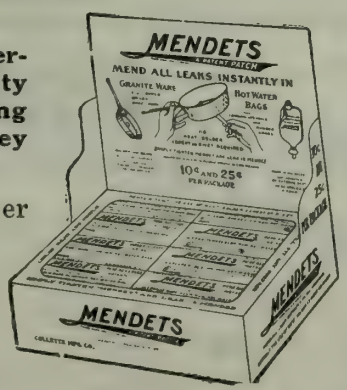
MENDETS
A PATENT PATCH

Listen!
There's a Big Demand for Them Right In Your Locality?

Every year Mendets save thousands of dollars in preventing the necessity of buying new utensils. Graniteware, Aluminum, Hot Water Bags, Brass, Iron, Sheet Iron, Cooking Utensils, Rubber Goods, etc., are instantly mended without use of heat, solder or cement.

We want a live merchant in your locality to supply the buying public with what they want.

Order a container from your jobber.



THE COLLETTE MFG. CO.
Collingwood, Ont.
Canada

CANE'S Clothes Pins



NOT "Just Clothes Pins"

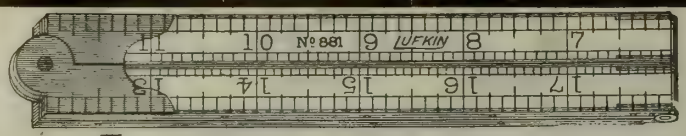
Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

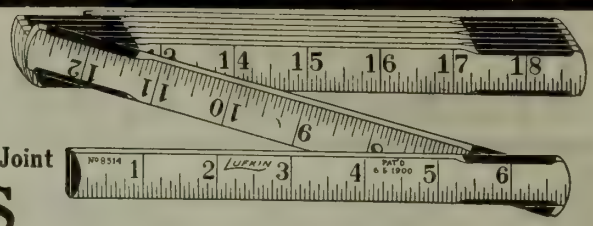
Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario

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MEASURING TAPES

ALL SOLD UNDER THAT BROAD, DEFINITE GUARANTEE, ABSOLUTE SATISFACTION TO DEALER AND USER.

Complete Lines.

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More-Profit Pumps ---Real Profit

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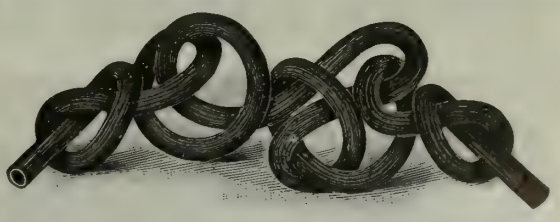
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We manufacture all kinds of lumber tools. Light and Durable.

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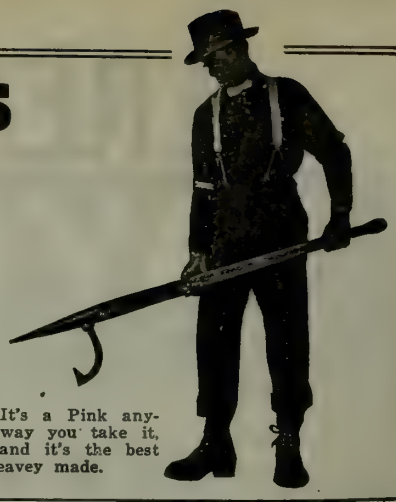
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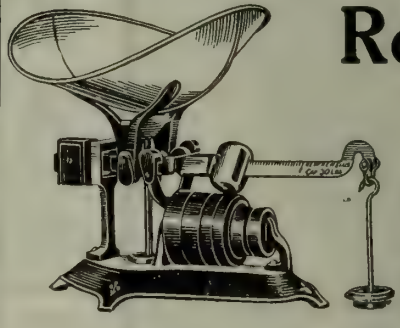
Reed's Economy Rotary Ash Sifter is of the same dependable standard famous in other Reed Products.

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Renfrew

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Head Office and Works, Renfrew, Ont.

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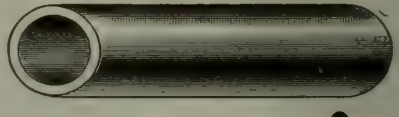
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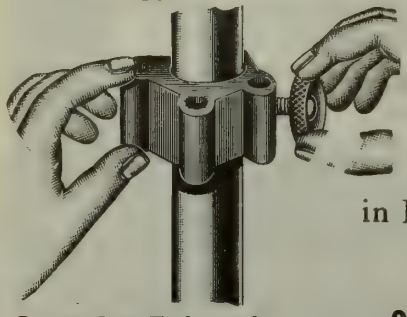
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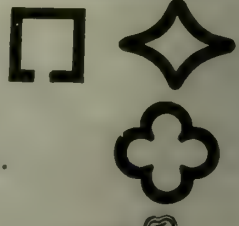


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SHOP WINDOW FITTINGS MANUFACTURERS

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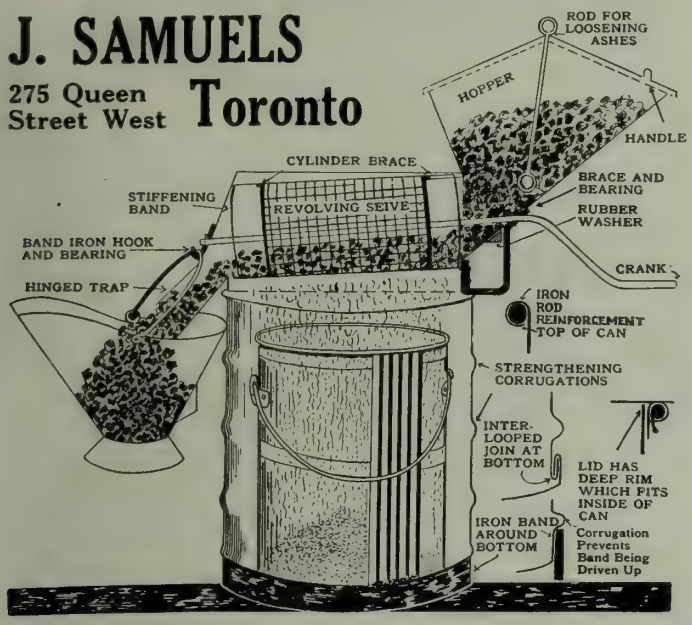
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They are specified by many of the leading shops in the metal-working industries as well as by the Government for use here and over there.

They embody the improvements suggested by the use of earlier models and are a particularly attractive line to the dealer because of the strong consumer demand.

Remember, they are backed by the unconditional guarantee of a manufacturer who has been making and finishing Drop-Forgings and Drop-Forged Tools for nearly half a century.

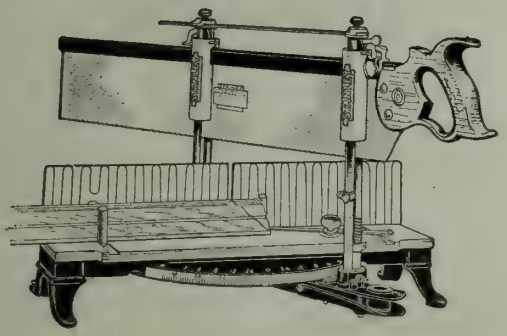
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The Drop-Forging People

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Stanley Tools



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Every mechanic that visits your store would be interested in a STANLEY MITRE BOX. They are strong, durable and accurate, and have a number of striking features that appeal to those who handle tools.

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COTTON AND WOOL WASTE AND COTTON WIPERS, WASHED AND STERILIZED

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6 Grades White Cotton Wiping Waste.
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They Are Both Thinking Alike—

You can read the thought that is passing through their minds and through the minds of hundreds of your customers to-day—

USEFUL GIFTS are the order of the day, and very naturally the suggestion comes to men and women to give as a Christmas Gift to men at home or abroad the

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Every sensible dealer will realize this and prepare to turn it to his own advantage. Give Gillette Razors and Blades a prominent place in your Christmas window display.

Don't let the people walk past your store, and spend five dollars elsewhere that you could have had.

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"Member Audit Bureau Circulations."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, NOVEMBER 16, 1918 No. 46

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, NOVEMBER 16, 1918 No. 46

Business Men Confident of Future

Coming of Peace Finds Canadian Firms in Good Shape to Deal With All Problems—No Drop in Prices Likely—Conservative Buying of Well Selected Stock Has Been General and Hardware Trade is on Substantial Basis

THE advent of peace, welcomed by all good Canadians, has placed Canadian manufacturers, wholesalers and retailers face to face with new problems. Those who had felt that the bottom would fall out of business with the conclusion of peace are liable to be disappointed. This does not mean that we should minimize the necessity of taking immediate steps to grapple with after-the-war problems. The outlook is, however, most encouraging at the present time, provided our government and manufacturers, with the assistance of wholesalers and retailers, make the most of the opportunities now presented.

The fact that Germany has been forced to make an almost unconditional surrender is one of the brightest spots on the horizon at the present time. Canada is prosperous and despite her war bills is in good financial standing.

No Cancellation Flood

That there is confidence on the part of the retail trade is evidenced by the fact that the big flood of cancellation orders expected by some manufacturers and wholesalers has not been forthcoming. The retail trade to-day is in better shape than ever before with clean, well-selected stocks. There appear to be few cases of over-stocking on slow selling lines. There are more retail hardware businesses being conducted on a cash basis than ever before in the history of the trade. Peace was anticipated within a few months and the trade had prepared for it.

What About Prices?

One of the questions asked on all sides is: "Will prices go down immediately?" There may be a few declines here and there, but generally prices should remain at least stationary for some time. It is true that munition orders are being cancelled; that steel mills have this week received orders to discontinue the production of shell steel. It is probable that much of the shell steel now in the hands of munition makers will be returned to the mills for transformation into steel for other purposes. Steps are already under way for taking care of this situation. It is doubtful if Canadian steel mills are going to be called upon to supply any great quantities of steel for rebuilding purposes in the war-ridden countries. Some of the best authorities in the trade do not expect to receive a great share of this business. Where, then, are Canadian mills going to sell their output? The capacity of their plants has been greatly increased during the past four years.

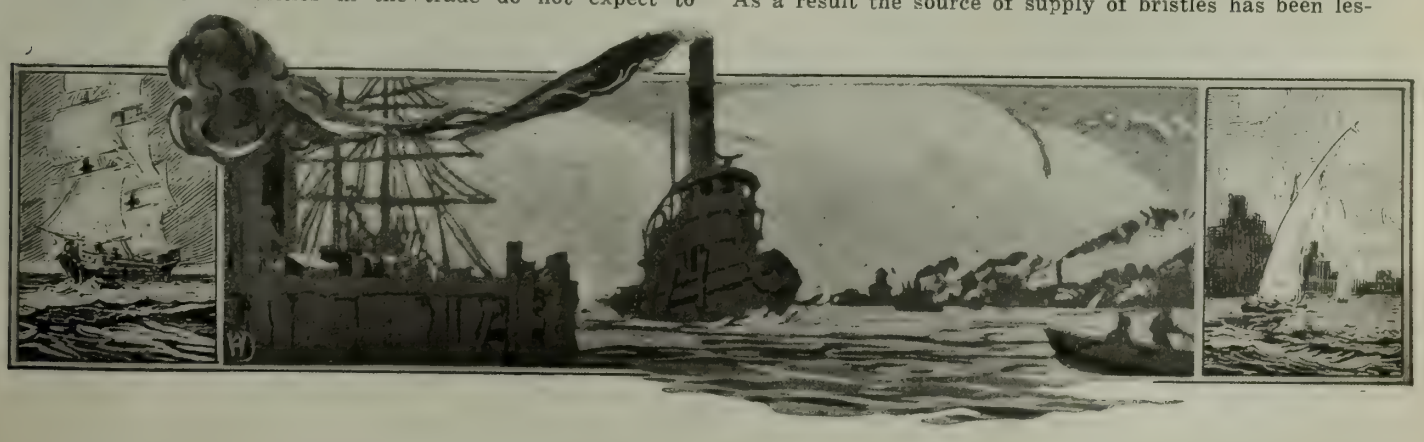
It is anticipated that the Canadian government's railway programme will call for huge quantities of steel for some time, in fact if present plans are carried through, Canadian steel mills will be kept busy for many months.

Other developments more or less in the infant stage at present indicate that there will be a heavy home demand for steel products. As to price, it is probable that no immediate decline will be forthcoming immediately, as steel mills have thousands of tons of ore and scrap which have been purchased on a high market. Only developments unseen at present are likely to cause any great declines from present levels. Much depends on the outcome of several conferences which are being held at Ottawa this week.

SAYS HIGHER PRICES LIKELY FOR BRUSHES

INSTEAD of lowering the prices of brushes the coming of peace is likely to increase them according to a Toronto manufacturer. The whole situation, he stated to HARDWARE AND METAL, centres around the production of bristles. The finest bristles in the world come from China and Russia. In both these countries the people do not like pork until it is three or four years old. Good bristles are only to be had from mature animals and some of the best come from boars' necks. These bristles are often six inches long and of excellent quality.

"Before the war all buyers of bristles used to get them from Leipsig, in Germany, when the great annual fair was held," he stated to HARDWARE AND METAL. "A small cask of fine bristles may represent an investment of $15,000. Since the war Russia has been out of the business and the world has depended upon its supplies from China, purchasing them through London, England and New York brokers. Owing to the shortage of food in China the people have been killing off many of the animals for food. As a result the source of supply of bristles has been les-



sened. There is little hope of any being secured from Russia for some time and there are no substitutes for hog bristles."

NO DROP IN PRICES IS VIEW OF OIL MEN

The oil and gasoline manufacturers while among the first to feel the effects of the ending of hostilities are most optimistic regarding the future of their business. A few hours after the word came that the armistice was signed one of the big firms which has been supplying huge quantities of gasoline for the aviation camps received notice that no more would be required. On top of this was the prospect of losing very shortly the business from munitions factories which have been buying great quantities of crude oil for fuel.

"We do not look for any drop in prices or for any great decrease in the general volume of business," said one official to HARDWARE AND METAL. "The prices were all set by the United States Fuel Administration which has always had in mind stabilizing the business and preventing wild catting by speculators. It will be two years at least before the big producing oil fields of Russia, Roumania and Austria-Hungary can be put in working order again. Many of the shafts have been completely ruined and others will have to be drilled. Much of the machinery has been completely destroyed and it will take a very long time to replace it and transport and get it in running order. In the meantime the world is dependent upon America for oil and gasoline supplies largely. There is a tendency just now for many of the small buyers at home to buy in small quantities in expectancy of lower prices coming so that they will not be stocked up with goods purchased at war prices. It would seem, however, that prices will not go down. None of the men in the oil trade are looking for that."

MONTREAL FIRMS REGARD FUTURE OPTIMISTICALLY

THAT there will be no general or immediate disturbance in the prices of various hardware lines, is the consensus of opinion expressed to HARDWARE AND METAL by hardware men, manufacturers and steel importers. That there may even be further advances is suggested by several. In any case the keynote is one of confidence and of optimism, with trade moving along on a steady and undisturbed basis still.

Past Buying Light

In the opinion of George Caverhill, president of Caverhill, Learmont & Co., the ultimate distributor, the retail hardware man has been buying with care for some time. To the man who has been watching his stock and buying accordingly there need be no misgiving as to the readjustment from a war to a peace basis. His stock has been purchased on the basis of his selling and where this was done present stocks will not be excessive.

Mr. Caverhill also is confident of the effect that government assistance to the steel development in Canada will have in a broad and big way on the steel situation. This assistance will have served to stabilize this great industry so that business in steel goods may proceed with a confidence that might otherwise be less manifest. The big development at Sydney will mean a stabilizing of conditions that is now very important, and as the government is seeing this scheme through there will be no difficulty.

Orders were coming to hand and travellers were expected to convey to the customers in the country and elsewhere that confident outlook which a broad view of the situation inspired within the manufacturer and the jobber. If there was any uneasiness regarding prices and their future, this feeling should be dissipated.

An Optimistic View

James G. Lewis, of Lewis Bros., Limited, wholesale hardware, said that he was, by nature, an optimist. "As far as we are concerned," said Mr. Lewis, "business is coming along right to-day as well as it was last week and the week before, conditions are unchanged."

The retailer had been buying very carefully for some time, continued Mr. Lewis. He had sometimes bought in twelfth of a dozen lots where he would before buy much more generously. This condition was quite general and thus indicated the condition of stocks carried throughout the country. With little excess merchandise, the retailer had little to fear and no cause for anxiety. Prices would probably decline somewhat later on. In the meantime, however, there was nothing to indicate that there would not be further advances. Goods had been produced by the manufacturer on the basis of high production costs and they would have to be disposed of with due regard to this important consideration.

Mr. Lewis is of the firm opinion that Canada will enter upon an era of prosperity within the next two years such as she has never known.

Confident of Future

Col. Wm. Starke, of Starke-Seybold, Ltd., stated that their customers throughout Quebec would be unaffected by the recent big news. Solid and steady, they were dependable and would proceed in their work and in their selling with the same spirit as before. Said Mr. Starke: "I was talking with my banker recently and he inquired how we found business. I replied that it had been active and promising and he then told me that we had one of the best districts here in all Canada in which to conduct business." In a general way, Col. Starke did not expect any undue effects to follow the signing of an armistice, and looked forward with confidence.

W. S. Leslie, president of A. C. Leslie & Co., Ltd., said matters are likely to adjust themselves in time and that there is no cause for any alarm. There will be a gradual readjustment, he believes, but owing to careful buying of the majority for some time past stocks are light. The dealer who has bought carefully will not need to worry. Material is scarce and any readjustments to be made will necessarily be deferred for some months at least.

H. Kearns, managing director of B. & S. H. Thompson & Co., Ltd., feels that it is early to make estimates but that it must be borne in mind that the big steel companies have enormous orders on their books still unfilled. These it will take many months to execute, four or five months at least. Then there is a great depletion of stocks in Europe and these will have to be made up. In a general way the trade will be quite able to adjust itself satisfactorily over the period of time that must elapse while short stocks are being overcome.

Labor Will Be Absorbed

Edward Goodwill, manager of the Thos. Davidson Manfg. Co., Ltd., stated that at least six months will be required in which to effect any radical change from the present basis. It may take longer. The big mills of the United States will require a long time in which to make the change from a war to a peace basis, from war production to commercial production. In the opinion of Mr. Goodwill, the munition and other workers that may have to seek other employment can be readily absorbed. So short has labor been in some industries that there ought to be no difficulty in making full use of any labor that seeks a change.

In a general way the feeling among Montreal business men is confident and hopeful. There is little indication of any but a promising outlook and a readiness to take care of the development that is sure to come in many ways. Time will tell the tale. In any case, and in view of the fact that general housing conditions in Canada are acute, future activity bids fair to stay confidence now. And with immense resources still but touched upon the development to be cannot even be forecast with any degree of accuracy.

Much confidence has been further established through the important announcements made this week by the Hon. C. C. Ballantyne, Canadian Minister of Marine, regarding steel shipbuilding.

PAINT FIRMS EXPECT TO GET SUPPLY OF TIN

PAINT manufacturers and others interested in obtaining supplies of tin for cans and other purposes are expecting word at any time that large quantities of tin which have been held for war purposes will be released. If this is done it will solve a problem in reference to containers which has been giving many firms a good deal of anxiety. While sufficient supplies of tin are expected to be kept to meet all requirements for sending food to the men who will have to be kept overseas, it is anticipated that there will be ample supplies of plate to look after the demands of the paint trade.

WEST IS IN GRIP OF SPANISH INFLUENZA

THE West is now passing through an epidemic of Spanish influenza that is as bad if not worse than that which disorganized business in Ontario and Quebec so completely. Manufacturers showed HARDWARE AND METAL letters from their travellers stating that already 150 towns are quarantined and business at a complete standstill. The death rate, while high, so far has not been as high as that of the East. Many Eastern firms as a result of the temporary tie-up of business in the West are recalling their travellers and will send them into other territory until the epidemic is past.

MERCHANTS WANT LIGHT FOR STORE WINDOWS

MODIFICATION of the drastic orders which have been in effect prohibiting the illumination of store windows is expected very shortly. Now that power will not be needed for the munitions factories, merchants all over the country are taking the question up with the Government and are urging that changes be made in the regulations dealing with lighting restrictions as soon as possible.

TURPENTINE PRICES ARE FIRST TO JUMP

ONE of the first commodities to feel the effects of peace conditions has been turpentine. A big jump in prices has occurred this week and indications are that further increases are not unlikely. There are those who believe that another advance may take place next week. Two weeks ago turpentine jumped three cents and this week an advance of twelve cents was made. The latest report from Savannah regarding market conditions says:—

"Turpentine is feeling the stimulating effect of peace. The markets of the world outside of the United States are as bare of turpentine as they are of rosins, and the stocks in this country, while much larger in proportion to demand than rosins, are strongly held. For five months to come the receipts will be inconsequential. After that they have little or no prospect of being any larger than they were this season. Already the market has advanced to the highest point it has seen in many years. How much higher it will go is problematical. Those who refused to have faith in turpentine under conditions of peace can plainly see the error of their judgment. It and rosins are among the commodities that inevitably must be greatly stimulated by the re-opening of trade with the world at large.

"The advances of the current week were marked in turpentine. The market is excited, dealers eager for supplies not only at Savannah but at other ports and in the woods. Consumers needing supplies face months of minor receipts, with the market strongly controlled by natural laws and firmly held stocks."

MAY REMOVE BAN ON PRODUCTION OF AUTOS

IMPORTANT orders which will remove the restrictions on automobile manufacturing across the line are expected at any time. These will have an immediate effect in Canada. The order curtailing production resulted in booming business in old cars all over the country this fall. As a result of the sudden collapse of the war huge quantities of steel and other materials which had been set aside for war work will be available for auto manufacturers and millions of dollars' worth of motor trucks and autos which they were making for the Government will not now be needed.

INFLUENCE OF WAR ON SPORTING GOODS

BASEBALL equipment for 2,000 teams in England is one of the novel demands brought about by the presence in that country of American and Canadian troops in immense numbers. In taking up the bayonet and the machine gun, the gas-bomb and the grenade, the irrepressible westerner has not abandoned his favorite pastime.

While England has seen the domestic demand for athletic goods such as the Briton ordinarily uses fall off some 60 per cent. incident to the war, the demand for baseball outfits, boxing gloves and footballs has shown an increase, indicating the war-time trend to games that cultivate the fighting spirit.

A large London sports store to date in 1918 has imported $57,500 worth of baseball equipment as against $10,000 worth in the whole year of 1915.

BUSINESS IS BRISK ON THE PACIFIC COAST

THE revivals of shipbuilding on the Western Coast continues. Contracts have just been awarded for approximately fifty steel wooden ships of various sizes. In Vancouver it is very difficult to obtain houses and it is expected that building will have to commence again very shortly to meet the requirements of those coming to the city. Business in general it is stated is good and prospects are for it to continue good. Indications point to a great deal of mining development also, in which British and American capital is interested.

Trade Renounces German Toys

Rejection of the Famous Shipment of German-made Toys Which Arrived in the United States—How Are Toys to Be Disposed Of?

WITH the armistice signed, and peace almost an assured fact, the trade naturally wonders what efforts will be made by Germany to regain a standing in the world's commerce.

The business world was surprised to hear last week of the arrival in the United States of a big shipment of German-made toys. Many guesses were made as to the probable disposition of the shipment. *"Printers' Ink,"* New York in this week's issue deals fully with the subject, and as the Canadian hardware trade is deeply interested in the question the following report from the above paper will prove particularly interesting at this time, especially as some of the firms concerned are well known to the Canadian trade.

German manufacturers had a striking object lesson last week of what they may expect in their attempt to reintroduce their goods into America.

Several large consignments of German made toys and china came over on a Dutch vessel. They had been bought and paid for in 1914 by various American importers and had been sent to Rotterdam for ocean shipment. There they had been held because, owing to war-time conditions, they could not get through.

A few days ago Butler Bros., Sears Roebuck & Company and other importers were much surprised at being notified that large shipments of toys and china consigned to them had come in on the *Nieuw Amsterdam* and were held subject to their order. They would have been little more amazed had they been informed that the Kaiser had arrived to pay them a personal visit.

The biggest shipment in the lot, consisting of about 7,000 tons of merchandise, belonged to Butler Brothers.

Butler Brothers flatly refused to take the goods even though they had been paid for in 1914. Walter Scott, vice-president of the firm and manager of its New York house, promptly notified the customs officials that the house would not under any circumstances receive the toys and china.

There will be a loss of quite a number of thousands of dollars for Butler Brothers in this procedure—or rather there already has been such a loss. Many months ago the amount paid for the toys and china was charged off the books and forgotten.

There is a duty of around 35 per cent. due the government. In view of Butler Brothers' refusal to accept the goods they remain in the government's custody. What will be done with them has not been decided. The usual method is to hold shipments for a year and then sell them at auction for the payment of the duty and other charges. It is interesting to imagine what might be the fate of such an auction a year from now.

"We simply refused these goods because we positively will have no German made goods in our stock," said Mr. Scott. "We bought them and paid for them long before America entered the war. We had to leave them in Rotterdam for the very sufficient reason that we could not get them through the British blockade. Then after America entered the war we did not want them. So we charged off our loss and forgot about the whole proposition.

No Compromise for Butler Brothers

"Then all at once the goods came across. We did not order them sent and had no idea they were coming. We don't like to cause the customs officials all the bother our refusal to accept the goods will entail, but we can't help it. Nobody asked us about the shipment. If our wishes had been consulted our part of it never would have come over.

"American children should have American toys. Working to this end we have during this war-time period been encouraging American toy manufacturers. They are making amazing progress and should be protected against such insidious attempts to undermine them as this seems to be. America does not need German made goods and so far as Butler Brothers are concerned, America will not have German made goods."

It was declared that the *Nieuw Amsterdam* made the trip under a guarantee of safe conduct from the German Government. No submarines molested the vessel. It was apparent that Germany was going to take no chance on the goods failing to arrive. Big business men generally regard the whole transaction as another example of sharp German practice and as the opening wedge of Germany's expected effort to rehabilitate herself in the American market.

The country-wide furore that arose over the transaction showed very conclusively that Germany is going to have her troubles getting Americans to use her goods even though the goods can get over here.



Secretary Lansing regarded the agitation as important enough to issue a statement branding as untrue the charge that these goods were brought over on the *Nieuw Amsterdam* to the exclusion of Belgian made products. Newspapers quoted Secretary Lansing as saying that the State Department had helped to get the goods out of Holland because they were the property of American business men. But no matter why the shipment was brought about, the objections were manifold and pronounced.

Newspapers Commend Butler's Stand

New York newspapers discussed the matter under such editorial headings as "Bloody Toys." One New York paper declared that every American should be glad and proud that the toys were rejected, as to permit any part of them to find their way into the hands of American children would be a sin and a crime.

"There was the baby spitted on a German soldier's bayonet," said this newspaper. "There was the French boy levelling his toy gun, shot down for his impudence. Never has there been a slaughter of the innocents so wanton and so brutal. And it was these toys made by these bloody hands that would be allowed to become the playthings of American children."

People in all walks of life were shocked and wrathful that the toys were admitted. Within a few days after the news had been telegraphed over the country Butler Brothers began hearing from their customers by wire and by letter. The messages expressed the customers' pleasure over the incident as well as their indignation over the arrival of the goods.

"We won't have German goods in our store under the name of German or any other name," said one letter. "Any jobber who imposes on us in the slightest degree in this matter will never again get another dollar's worth of our business."

A *Printers' Ink* representative had the pleasure of reading some of these letters from retailers. They were of a type that make thrills of pride chase each other up and down your backbone. If anybody has the idea that American retailers are going to consider dollars before patriotism he ought to read these letters. It is plainly apparent that if any distributor tries to work off German goods on American retailers under the name of Swiss or Swedish they are in at once for all kinds of concentrated and double-distilled trouble.

Public Up In Arms

And even if the retailer would be complacent for the sake of the dollars involved

the consumer would not be. New York women talked of organizing another Boston tea party to get rid of this shipment. The Printers' Ink representative, after reading these letters from the retailers, asked several people at random on a suburban train what they thought of the toy incident.

A verbatim report of their language would not be permitted here. It is safe to say that their resentment was emphatically and sufficiently expressed.

One of the men approached on the train, a lawyer, said:

"This apparently is the beginning of Germany's new after-the-war commercial offensive. The American people are going to sit down on it hard. There is going to be all kinds of crookedness in this direction after the war. Germany is going to sneak these goods in here if she can. She will have plenty of people to aid her at that. But the American people won't buy the goods if they know it."

Sears Roebuck & Company also received a large shipment of toys on the *Nieuw Amsterdam*. These toys had been bought and paid for and practically forgotten.

Sears-Roebuck Offers Proceeds to Red Cross

Albert H. Loeb, vice-president of Sears Roebuck, announced that the firm would not under any circumstances take any profit from the sale of these goods. But he took the position that the toys were property and should not be destroyed. He therefore made a proposition to the American Red Cross that the toys be placed on sale as German made goods and the profits given the Red Cross.

"If the Red Cross wants to do this," Mr. Loeb said to *Printers' Ink*, we shall issue a special catalogue offering the toys for just what they are and explaining that they are being sold for the benefit of the Red Cross. Of course, we are not worrying about the loss that would be involved to us if they were not sold. So far as that is concerned the whole shipment can be dumped into the lake. We don't care anything about it. But it seems to me that to destroy property in this way is very much like playing into the hands of the German manufacturers.

"The United States confiscated a number of German ships. These ships are helping our nation win the war. Would it not be foolish on our part to refuse to use them just because they were made in Germany? Would it not be ridiculous to destroy these ships—valuable and indispensable property—simply because they were of German origin?

"The goods coming over on that ship should not be considered in the light of their German origin. They represent property that belongs to American importers—property that was bought and paid for long before America entered the war."

Mr. Loeb said his firm had not decided what disposition to make of the goods in case the Red Cross refused to accept the proposition.

The American Defense Society, a patriotic organization with 75,000 members, is conducting an active propaganda against permitting the German toys in the *Nieuw Amsterdam's* cargo to get into the hands of American children. Richard M. Hurd, chairman of the German boycott committee of this organization, is directing active efforts along several lines to this end. The seven firms which owned the toys, and the three firms to whom 3,000 cases of china were consigned, have been interviewed and urged not to permit the introduction of these blood-stained Hun products into America. Louis Wolf & Co., of New York City, has consigned its shipment to the care of the United States Government for the present, by making a warehouse entry. So far as could be learned, the other importers of toys, two of whom are Philadelphia firms and the rest New York, have gone ahead in selling of their shipments. One house reported an eager demand for the goods, and another importer said that the financial loss involved in sacrificing the goods would bankrupt him. A Philadelphia house, which is believed to be planning to sell the goods, is also reported to have placed heavy orders for additional toys to be made in Germany after the war. No reports have yet been made on the disposition of the chinaware, which constituted three-sevenths of the total cargo.

Might Furnish a Precedent

"The American Defense Society is proceeding cautiously and will do no harm to innocent people if it can possibly be avoided," said Mr. Hurd to a representative of *Printers' Ink*. "At the same time we propose to leave no stone unturned in our fight against this ingenious German scheme to creep back into the American market. There is every reason to believe that there are additional-pre-war German goods probably to the value of many millions of dollars, in Holland and other neutral countries. If Germany succeeds in getting this first cargo of toys distributed in America, it will establish a precedent very valuable to her. Moreover, the argument that the goods have been paid for anyhow, and might as well be used, seems to us fallacious. Removal of these goods from Holland simply creates an opportunity for more German goods to be sent to that country to replace them.

"The ideas which have been suggested about the disposition of these goods are various, but not all are practical. To create a popular fund, buy the toys and burn them or dump them in the ocean would cost more than people realize. This one cargo is valued at more than $200,000. We couldn't go on doing that indefinitely—and, anyhow, Germany wouldn't be in the least displeased to have us do so Possibly the solution will be to sell goods of this class in neutral countries, or return them to Holland.

"If all the importers would follow the example of Butler Brothers, and if the United States Government would waive its 35 per cent. import duty, we could put these goods on barges and dump them in the ocean. But the important thing is to show the retailers and jobbers that the American people are thoroughly aroused about this matter and will not tolerate goods from the land of the Huns."

An active campaign will be started at once all over the United States to secure, through committees of women, pledges from department stores that they will not sell any German goods at all. Stores agreeing to conform to this policy will be given an official placard to post in their windows, saying, "No German Goods Sold Here." Miss Elizabeth Marbury is chairman of the Women's National Committee, American Defense Society, which will have this work in charge.

The American Defense Society has asked Secretary Lansing to grant no more licenses for importation of German goods; it has requested the Holland-America line to ship no more, and has also requested marine insurance men not to insure such cargoes in future. An effort is being made to have Congress investigate the whole matter.

BRITISH ENTERPRISE IN ITALY

Subsequent to the prohibition of export of tungsten and tungsten alloys from England French makers were allowed to supply Italy, but on terms which evidently did not satisfy the Italian consumers and Government. It is interesting to note, says the Liverpool "Journal of Commerce," that by the enterprise of a well-known English metallurgical firm this unsatisfactory position has been altered and Italy made entirely self-supporting as far as her tungsten supplies are concerned. Mr. H. A. Blackwell, chairman of George G. Blackwell, Sons and Co., Ltd., of Liverpool (who are official smelters of tungsten ores to the Ministry of Munitions), arranged, with the entire concord of the Italian Government, the erection of a works and plant at San Querico, Genoa, for the manufacture by his process of ferro-tungsten and other alloys. These works are now completed and in full operation, producing large quantities of highest grade ferro-tungsten. The productive capacity of the works is in excess of the entire Italian requirements on a war basis, and the Italian Government is so satisfied with the progress made that the works were declared a 'Stabilimento Ausiliario." In addition to the manufacture of ferro-tungsten, plant has been put down for the production of various other ferro-alloys, and also all the alloys of copper and aluminum with the rarer metals.

Joint stock companies incorporated recently include the following: Ru-Ber-Oid Felt Manufacturing Company, Limited, Montreal, capital $200,000; the Belleville Rubber Company, Limited, Belleville, capital $1,000,000.

How Advertising Boosted Xmas Sales

Large Western Hardware Firm Conducts Energetic Campaign Every Year—Is One of Biggest Features of Year—Plans Carefully Laid—Cutlery and Sporting Goods Figured Prominently—Consistent Advertising Worked Wonders

THE Ashdown Hardware Company of Calgary has looked forward with increasing interest to the Christmas holiday season for many years, for its retail sales have so increased during the weeks immediately preceding Christmas that plans are carefully laid each year to take care of even a better business than was done the year before. There is no hit-or-miss programme followed, but on the other hand the management arranges its campaign with much forethought. The writer has personally assisted in the big rush during two seasons, and because the plans followed have consistently "brought home the bacon," HARDWARE AND METAL readers may find much in them of interest.

Use Printer's Ink

Time was when this store used but little newspaper space. Calgary was a promising field for a live retail hardware store, and with its rather rapid growth the Ashdown store has kept pace. In fact it has set the pace in many ways from the fact that its stock has been developed greatly to anticipate the needs of the buying public.

Anticipating that the buyer in a Western city is likely to follow a good lead, W. J. Illsey, manager of the Ashdown store, has made extensive additions each year to the stock that would very probably prove real sellers, and, most of all, which would yield that profit which special goods ought to yield. So many lines of a staple nature have to be carried in the hardware store that require selling at a moderate advance that the specialties are entitled to return a good margin of profit. But even though this is consistent, the sales here have been brought to the point where a large profit has been made out of quick turnover rather than having individual sales carry large profits.

The Advertising

Calgary has had three daily papers for some time. One of these is a morning paper and it is used to some extent. The nature of the advertising carried in it is that pertaining more particularly to the sporting goods department, and of this line sales bulk large at the Christmas season. Since the morning paper is credited with a large circulation among the sporting element its value in carrying the advertising pertaining to the sporting goods department has been looked upon as greater than other mediums used for various other lines sold. Space used for the advertising of these goods varies from a few inches to half a page.

For the most part, cutlery of various kinds, razors, flatware. silver tableware, aluminum ware, nickeled goods, and so on, are advertised in the evening papers. The value of this comes from the fact that the woman of the house will read the evening paper and also her husband. A detailed account as to the offerings of the store enlists much attention and eventual response. sales being constantly traceable to the advertising used.

When to Advertise

The timeliness of advertising has been figured out. Smaller space is used about three weeks before Christmas, and this is gradually increased as the holidays are approached. From a space of probably an eighth page at the beginning, or even less, according to the message embodied, this is increased during the last ten days of selling to a third a half, and several times to a full page.

The ads are well illustrated by the free use of electros. These vary in size, but are usually small, so that there is ample room for the reading matter. The latter is clear and direct, giving the reader such information as is required in the fewest words possible. Too much emphasis cannot be placed upon the importance of the illustrated advertisement for it arrests attention where that which is not so made up will fail of its object in pulling trade. During the last week the advertising is pressed to the limit, and no issues of the daily paper are missed. Sometimes both evening papers are used, but not always. Due regard is given circulation.

The Value of Windows

In the Ashdown store, effective, striking window displays are a definite and important phase of merchandising. The windows have proved their worth. Several times they have been altered to meet the growing demands of an increasing trade. It is just about a year and a half since elaborate plans were effected whereby the windows were deepened, and their selling value much increased. Reference to this was made in HARDWARE AND METAL some time ago.

No expense is spared in procuring effective cards to accompany the goods on display. Such displays are made the beginning of each week, and it is the duty of one of the clerks who shows a bent for this to take charge of and make all displays. In this way the ability of the window dresser is developed and he knows just what is expected of him. Given a considerable scope in the preparation of his displays he is able to create the effective, selling value windows that are desired, and in hooking up the advertising with timely displays this double-barreled plan serves to bring trade to the store. It assuredly does this.

A Typical Display

That the trade-pulling power of the windows may be clearer, a typical window is here described.

The glass is cleaned at all times and kept as near spotless as possible. This is indispensable. Plans are made beforehand as to what each window shall contain. If sporting goods, then selections are confined to these articles alone. This permits of attention being drawn, on a large card, to the big stock carried. "Quality Sporting Goods Have Their Home Here. See Display Third Floor," may be found on one card. Then small cards are used always, carrying the price of the line to which they refer.

Pedestals are used effectively for holding plate glass shelves about twelve inches in width and from two to three and a half feet long. These pedestals are varied in height from one foot to two and one half feet, so that when placed in various parts of the window they give a gradual "stepping" effect from front to back. Covered with the same material as that used for the background, the smaller goods are placed on these glass tables and look well.

The Background

The Ashdown windows would not be so effective if the attention given to building up backgrounds were lacking. It is always the most important feature, for whether built of the goods themselves, of a combination of lithographs supplied by the advertiser, crepe paper, or crepe paper alone, the character of the window, when finished, depends upon the time that was spent in making a good backing. The writer has himself spent many hours in making a suitable setting for the finished window, and it always paid well to spend this time.

Crepe paper was much used since the cost of cloth increased. This may be had by the box at wholesale price, and a variety of shades such as green, blue, purple and yellows afford a good selection. The one color scheme is always used and the background and floor of the windows always are covered.

With the arrangements just described completed, the window is ready for the goods. These are placed about the floor and arranged effectively across the back and one end. As the passerby comes along he is attracted at once and secures a good impression of the store and stock.

Interior Displays

The store interior is not forgotten. Tables are effectively used on which the various Christmas goods are shown. These are placed within the main store so that the eye of the customer entering will be readily attracted. They are long and narrow, and are covered with red cloth or baize. This is a good color and nickeled and aluminum goods, electric irons, chafing dishes and carpet sweep-

ers, etc., stand out well over this color.

The same idea is carried out on the second floor. Here the housefurnishings are carried. There are many lines that can be shown to advantage, and the displays bring actual results. There is nothing more effective than a good display to work on the mind and produce a decision upon the buyer's part.

On the third floor the sporting goods are carried. So important a department is this at the Christmas season that its sales within a couple of weeks often eclipse those for many weeks previous. They even are larger than for several of the remaining months of the winter.

Among the lines accorded this department are footballs, baseballs, roller skates, games, thermos bottles, athletic underwear, sweaters, boxing gloves, guns, rifles, velocipedes, carts, barrows, wagons, toy autos, etc. In the latter lines a large trade has been developed. One of the biggest items is that of ice skates. So large has the trade for these been during the week preceding Christmas that five to six men had to attend to the clamoring customers and attach skates. Hockey boots are of course sold in large quantity.

Suitable Decorations

The Christmas spirit is made apparent by introducing timely and seasonable decorations. These are varied and neat, the trimming not being overdone. Festoons of green and red rope, Christmas bells properly placed, holly and mistletoe grace the tables and pillars, and hang from the ceiling in effective arrangement. Sometimes artificial autumn leaves are pleasing for use as a background, and these also are used in the windows at times. The idea is to create and foster the Christmas spirit.

War Has Put British Steel Trade on a More Substantial Basis

THE German-made war has given the British steel trades a remarkably big, new, and long lease of life. Up to 1914 it was in the iron, steel, and engineering group of industries above all others that the Germans were offering the strongest and most successful competition. They were making almost giant strides while England was merely marking time. At the prewar rate of progress England would very soon have been relegated to a very inferior position in the steel trades by Germany. Now the whole situation is revolutionized, the outlook is transformed. Britain has doubled her output, while German production is decreasing. Britain is acquiring and developing fresh supplies of raw material, while Germany will certainly lose some of her supplies. Britain is organizing her resources and improving her methods, and her goods will have preference after the war. Germany is losing her grip on the world's markets, she is losing man-power in far greater proportion than England, and she will certainly suffer some measure of boycott. After the war, as a direct result of Germany's mad plunge, which has awakened England, Great Britain will again take the first place as an iron and steel exporting nation.

Grew Rapidly

In the fifteen years before the war Germany increased her exports of iron and steel and manufactures thereof from 1,000,000 tons a year to 6,000,000 tons, and more than kept pace with the world's rapidly-growing demand for these goods. England only increased her exports from 4,000,000 to 5,000,000 tons, and even this was offset by increased importations. England neither kept pace with the world's demand nor with her rival's progress. Nearly all the world's increased trade in iron and steel went to other nations, chiefly to the Germans. The Germans produced on a large scale; they organized and specialized, they had Government assistance in the shape of preferential railway rates on exports and subventions for the ships carrying the goods abroad, and their exports were lavishly bounty-fed by the syndicates. England took no effective measures to meet this organized and subsidized competition and develop her own trade. In twenty-five years Britain increased her output, in terms of pig iron, only from 8,000,000 tons to 10,000,000 tons a year, against Germany's increase from 3,000,000 tons to 19,000,000 tons. Britain clung to old methods and policies, and it is probable that but for this German-made war would never have awakened in time to save one of her chief productive industries from decline and ruin.

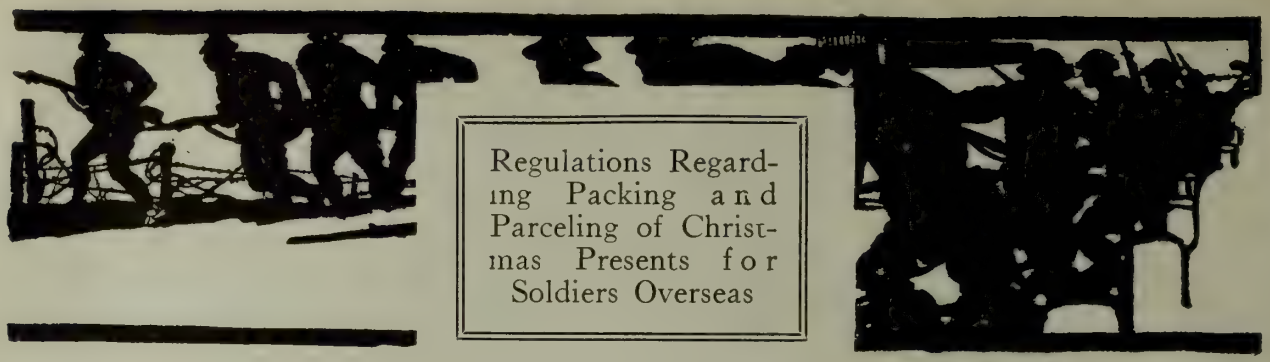
Jumped 50 Per Cent.

Under the exigencies of war, and chiefly to meet the demand for munitions, she has in less than four years increased her steel output by more than 50 per cent., in spite of heavy enlistments. This is an amazing record. The return of peace finds her with a productive capacity twice as large as she possessed upon the outbreak of war, and in the meantime Germany's output has already declined by nearly one-third. With a hugely increased works capacity, a largely increased and better-trained labor supply, and a new spirit of co-operation among British manufacturers, they will have a much greater surplus of goods available for export than they dreamed of before the war. Not only will England be practically independent of the 2,000,000 tons of iron and steel formerly imported annually, but she will be able to export at least 8,000,000 tons a year against her previous 5,000,000 tons. German trade will be restricted by shortage of labor and materials, and by measures against her subsidized export policy.

The United States, her next largest rival, will never offer the keen, bounty-fed, State-subsidised, undercutting competition that Germany has practised. It is not the American policy. Besides, the home demand for steel in the United States is so abnormal that ordinarily there is very little available for export from that country. It is a remarkable fact that although the American productive capacity is roughly equal to that of Britain and Germany put together, American economic conditions are such that (the war apart) that country has never been, and perhaps never may be, a really great exporting nation in the heavy iron and steel trades. In the United States the ore is deposited so far from the coal, and the furnaces are so far from seaboard, whilst wages and other costs are so high, that the country must always labor under great disadvantages in international competition in steel. Relatively to labor supply and works output, American manufacturers have such a good market at home that they need not trouble much about exports. In this respect they occupy a position totally different from that held by their British and German rivals. Basic, natural, geographical, and economic conditions kept the United States far behind Britain and Germany in exports before the war, and similar conditions may prevail after the war.

A Vast Market

There need be no doubt of England's ability of finding markets abroad for some 8,000,000 tons of her iron and steel products annually after the war. There is a world's famine of general commercial iron and steel goods—railway and structural material, agricultural and mining implements and tools. The world depends for these things almost entirely upon three countries: Britain, Germany, and the United States, and will have to do so for many years to come—with the possible addition of France. Out of a world's export in steel of some 18,000,000 tons a year before the war, these three countries did about 14,000,000 tons. Throughout the war the Germans have been out of the business. British commercial exports have been steadily reduced until they are now less than 25 per cent. of the normal figure. America has made great efforts, but even her exports have fallen far short of making up the deficiency. Last year the United States managed to do a record trade of 6,000,000 tons of iron and steel exports, but such a large proportion was war material that little was done to relieve the general steel famine. Nearly every country in the world is simply hungering for steel, and eager to place enormous orders as soon as circumstances permit. Besides all the arrears of ordinary construction to catch up, and all the losses and wastages of war to make good, there will be a huge new demand for steel on account of the great agricultural revival that the high price of food is stimulating; vast new areas will be opened out and will need railways and the shortage and high cost of labor will cause a big demand for machinery and mechanical appliances.



Regulations Regarding Packing and Parceling of Christmas Presents for Soldiers Overseas

ALL parcels which are intended for the soldiers in France or England should be mailed before December 1, if the boys are to be reasonably sure of getting them in time. Hardware men report many inquiries for various useful articles for the boys overseas and have been doing a splendid trade in these lines.

From the Post Office Department HARDWARE AND METAL has obtained the following information regarding the posting of parcels for the soldiers overseas. This will be of value in enabling merchants to assist their customers in sending off their packages.

"Parcels posted for delivery to soldiers in France for Christmas, 1918, should be posted in time to permit of their despatch from Canadian ports not later than November 23.

"The address should be as follows: (a) Regimental number; (b) Rank; (c) Name; (d) Squadron, Battery or Company; (e) Battalion, Regiment or other unit; (f) Canadian Contingent; (g) British Expeditionary Force; (h) Army Post Office, London, England.

"Unnecessary mention of higher formations, such as Brigades or Divisions, is strictly forbidden and causes delays.

"Parcels for troops known to be in the United Kingdom are subject to the parcel post rate for the United Kingdom which is 12 cents per pound or fraction thereof. The limit of weight for the United Kingdom is 11 pounds.

"Parcels for the Expeditionary Forces in France and Flanders are subject to the following rates:

For parcels weighing up to 3 pounds ..... 24 cents
For parcels weighing over 3 pounds and not more than 7 pounds ..... 32 cents
The limit of weight in this case is 7 pounds.

"Parcels for the Egyptian and Salonika Expeditionary Forces are subject to the following rates:

1 lb.	32 cents	4 lbs.	74 cents
2 lbs.	40 cents	5 lbs.	82 cents
3 lbs.	48 cents	6 lbs.	90 cents
		7 lbs.	98 cents

"The limit of weight in this case is 7 pounds.

"It is absolutely necessary that all parcels for troops should be very carefully and securely packed, as, owing to the conditions of transit, parcels not packed with more than ordinary care run great risk of damage or loss of contents.

"Thin cardboard boxes such as shoe boxes, and thin wooden boxes should not be used, nor does a single sheet of ordinary brown paper afford sufficient protection. It is also found that cylindrical tin boxes are very liable to damage.

"The following forms of packing are recommended:

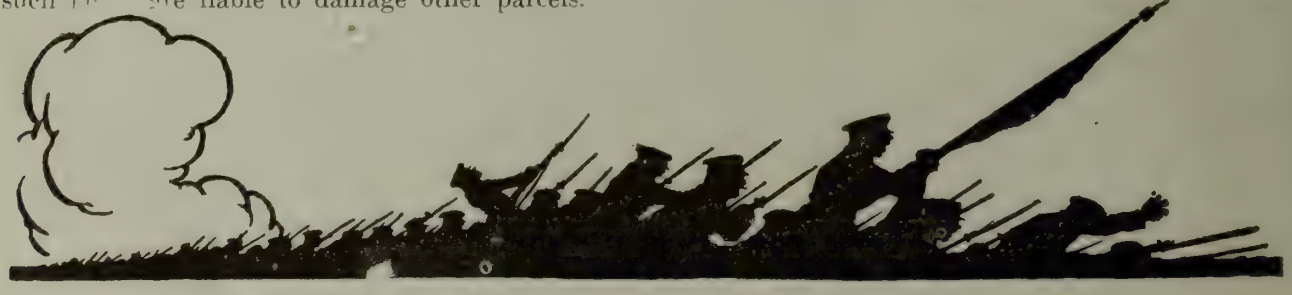
1. Strong double cardboard boxes, preferably those made of corrugated cardboard having lids which completely enclose the sides of the boxes.

2. Strong wooden boxes.

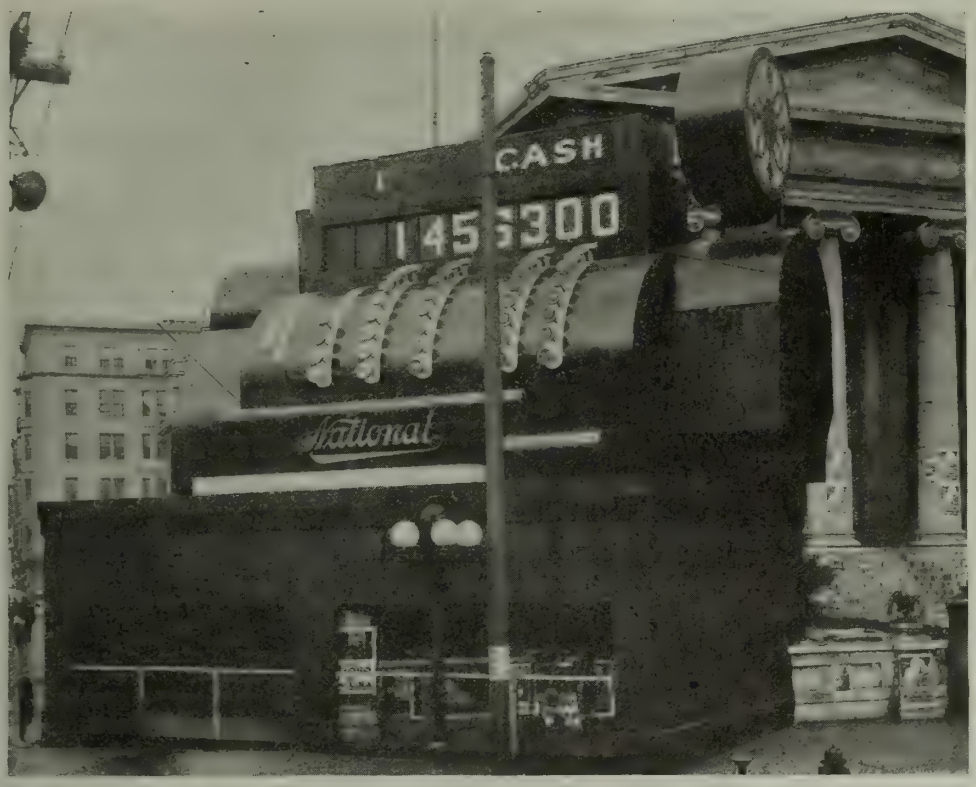
3. Several folds of stout packing paper.

"Additional security is afforded by an outer covering of linen, calico or canvas securely sewn up. It is recommended that all parcels be strongly and securely packed in covers of this nature.

"In the case of parcels for the Egyptian and Salonika Expeditionary Forces not only must every parcel have an outer covering of strong linen, calico, canvas or other textile securely sewn up, but these parcels should be as nearly round as possible, and well padded with shavings, crumbled paper, or other protective material, particularly if wooden or metal boxes with square corners are used, as such boxes are liable to damage other parcels."



Current Events in Photograph



A RECORD CASH REGISTER

The huge cash register, standing 38 feet high and 38 feet wide, was built through the patriotic contributions of citizens of Dayton, Ohio, and placed on one of the prominent corners of that city to register the city's subscription to the Liberty Loan. It holds the palm as the largest machine of its kind ever built.

Make Your Xmas Window a Winner

You Can Capture One of the Cash Prizes Offered by Hardware and Metal and Also Boost Your Profits by Exercising a Little Care and Ingenuity —Get Busy Now With Plans

THERE is always one very important thing to keep in mind when arranging a window display, that is to make it a business producer. At Christmas time this is especially important because probably ninety-five per cent. of the people who will be attracted to your window are out for the purpose of buying. They are trying to decide just what they will give, and if you can show them something that they will appreciate, and of value, the chances are they will walk right into your store and make the purchase. Almost anyone can arrange a window so that it will look pretty. From a business standpoint this, while not useless, has little real value in dollars and cents. It simply means that a prospective customer attracted by a pretty arrangement, or some striking feature comes to look in. Seeing nothing there to interest him in the way of goods he passes on to make his purchase in some store where he finds what he wants.

Sale Is What Counts

In preparing for the big window display contest for which HARDWARE AND METAL is offering eight cash prizes, it is well to keep in mind the Christmas sales possibilities. The hardwareman has splendid chances to offer to the buying public at all times goods that are of value. At Christmas time no merchant has better opportunities for drawing trade by means of his windows than the hardwareman. His success depends upon his selection and arrangement of goods, and just this is what makes one window display better than another. The chance is wide open for every hardwareman in every part of the Dominion, and HARDWARE AND METAL has eight cash prizes all ready to hand over to those who are adjudged the most proficient window trimmers.

Makes No Difference

It makes absolutely no difference where you live, you have an equal chance in the contest. The youngest clerk in the smallest hardware store in Canada can if he has the ideas produce a window display that will win. There is no limit to the possibilities offered by the contest. The only condition is that goods for the Christmas trade must be shown. Remember that what will appeal to the trade, say in a mining town, would not be of interest to the people in a farming center, except in a general way. In a country the size of Canada there are so many comunities, each with its own needs, that the window dresser has endless opportunity for developing originality. The possibilities of window dressing have never been, and probably never will be exhausted. There are so many good ideas and attractive arrangements that will boost sales at Christmas, that it is an easy matter to arrange a window that will "pull." Your clerk may have the idea that will mean hundreds of dollars in additional sales to you this Christmas. Give him a chance to try, it may mean splendid profits for you and encouragement and a cash prize from HARDWARE AND METAL for him. Dressing the window will be splendid training for him in every way. It will give him a better understanding of values, and a chance to exercise his ingenuity in a way that may prove most gratifying to everybody. You have six weeks in which to let him experiment and try out his ideas or your own. Enter the window display contest and you will be surprised at the results you can obtain.

EDITORIAL COMMENT

EDITORIAL BRIEFS

THERE'S three things you can't beat, the race horses, the stock market and the booze.

* * *

MERCHANTS and manufacturers who have stood the tests of the past four years need not worry about the future.

* * *

DON'T imagine you're a great patriot because you buy a war bond. It's a gilt edge security, and non-taxable. In fact it's the best investment in sight, and buying them isn't nearly so risky as fighting at $1.10 per day.

A TRIUMPHANT ENDING.

"THE whole empire pledged its word not to sheathe the sword until our end was achieved. That pledge is now redeemed. The end of the struggle finds the Empire still more closely united by common resolve, held firm through all vicissitudes, by suffering and sacrifice, by dangers and triumphs shared together. The hour is one of solemn thanksgiving and of gratitude to God." This in part is the message of King George to the people of the British Empire upon the conclusion of the greatest war in the history of the world. That it ended with the Kaiser a fugitive in Holland, with the Prussian militarists standing hat in hand humbly asking for the Allies' terms of Armistice from Marshal Foch and with the troops of the Entente everywhere smashing to victory is indeed most gratifying. It is especially pleasing to Canadians that the last fighting before the armistice was signed took place at Mons when the boys from the Dominion recaptured the city where the British troops started the war four years ago. The future of Germany seems decidedly uncertain. The people are starving and everywhere revolution is spreading . In Austria the same conditions prevail and Emperor Karl has followed the example set by the Kaiser and given up his throne. Many big problems still confront the Allies and that of supplying food to millions in Europe who are on the verge of starvation is not the least of them. There will, it seems, be the most urgent need for everything Canada can produce, food, materials for reconstruction, ships and other things. Leaders of Canadian business do not look for any serious troubles in connection with the transition from a war to a peace footing. It is realized fully that there will have to be some readjustments, but they say there is nothing on the horizon to cause apprehension as to the future.

EXPECT STEADY BUSINESS

THE war is over and Canadian retailers are just entering the era of reconstruction. There are many problems of readjustment to face. Some of these are apparent now and others will develop. Those in closest touch with the commercial life of the Dominion do not look for any serious disturbances. While trade in some lines is expected to be quieter because of the cutting off of the war orders there will unquestionably be an increased demand in many others just as quickly as supplies are available. Many millions of tons of steel which have been held for war purposes will probably be available shortly for other uses. Two of the first industries to benefit by this will be automobiles and agricultural implements. Manufacturers in these lines are far behind in their orders. A brisk demand for building material seems assured and as quickly as help is available many projects are likely to start. Men who have been working in munitions factories can find immediate employment in factories, on the farms and on the railways. A reduction in the high wages of the war will follow, but there will be plenty of work for all at good wages. Manufacturers do not look for prices to drop in many lines for a long time, and many merchants express the same views. Many manufacturers are almost out of raw materials. Even though the war is ended they cannot buy any cheaper. They expect though to be able to get the materials, which is a good deal more than they looked forward to a month ago. There may be delays even here as reports from various markets state that huge orders are being placed by British and French firms. British interests for instance are said to have arranged for large shipments of turpentine in the South. If the supplies are shipped overseas, they cannot be replaced for some time and other orders will be held up. Some manufacturers state that they already have orders on hand that will keep them working for two years. Their problem is to get the men and materials now. Altogether retailers are looking forward to a period of steady business.

LET THE CLERK DO HIS SHARE

THERE are many merchants who seem to think that the business would fall into ruin if they took their hands off the wheel even for a moment. Ask them why they do not hand over certain work to their clerks, and they will look horrified and reply "Oh, I have to look after it myself to see that it is well done." That is of course following out that good old misguided maxim: "If you want a thing done well do it yourself." That maxim sounds wiser than it really is. The business that is limited by one man capacity for doing things must of necessity be small. Business grows by the syndication of responsibility. Marshal Foch may know best how to carry out his own commands, but he couldn't win the war alone. He may retain the direction, but he must depute the work to others.

Moreover, the merchant who adopts the policy of doing all the important things himself must be contented with the half-hearted service on the part of his clerks that this policy engenders. Responsibility is the best tonic that a clerk can have. There are few men who will not grow with enlarging opportunities. If the clerk cannot be trusted to shoulder some responisibility, he is hardly worth keeping, and the logical conclusion of this policy is the one man store.

LONG TERM BONDS POPULAR

THE objective of half a billion in Canada's Victory Loan campaign is being steadily reached and from indications will be surpassed. In one important particular the subscriptions to the latest loan are different from those of other years in that calls for bonds of longer maturity, fifteen years, predominate. Last year a great percentage of the subscribers took five-year bonds. Those taking the long term bonds have freely expressed to canvassers their opinion that the bonds will go to a premium in a few years. The great majority of the larger investors took the long term bonds. This is in striking contrast to those who wanted bonds of $50 and $100 denomination. Practically all of these were short term bonds. This is significant. It indicates clearly that in most cases the smaller subscriptions were given in ignorance of the greater potential value of the long term bond and also that the subscribers went into the loan with the idea of helping only to raise the amount required. One gratifying fact in connection with the whole campaign is that the investment principle of the bonds has strongly impressed the public, and more than ever before the people of moderate means.

READY FOR THE FUTURE

BECAUSE it has forced them to study conditions and business methods more closely than ever before, the war has proved of inestimable value to hundreds of retailers in Canada. Conditions have been so entirely different to any that have prevailed that the merchants had nothing to guide them but their own judgment. They have had to figure out their own problems and lose or win according to whether their decision was right or wrong. Hardwaremen seem to have been particularly successful in handling this difficult situation and there are many indications that the hardware trade is on a broader and firmer basis now then ever before. It is for this reason that the hardwaremen are looking forward to the future with the utmost confidence. They have learned many valuable lessons in the past four years and they are ready to apply them in the time that now seems to be very near, when Canadian business must change back from a war basis to that of peace. Peace will bring its own problems, probably many of them, but profiting by the close attention they have been giving to business problems for some time, hardwaremen are ready to give the same careful study to the new questions. This will continue to make for better business as the closer any merchant gets to his merchandising the better he will understand it and the better he will be able to manage it.

IS YOUR NAME BASCOM SMITH?

"BASCOM SMITH liked his supper promptly at fifteen minutes past six, the fifteen minutes being for thirty years his regular allotment to glance over the day's receipts of the Murratown Leading Hardware Store, lock the store after his two clerks had gone, and then walk, at a deliberate gait, the four blocks east from Main Street to his square, flat-roofed, white house."

Ida M. Evans writes the above as her opening paragraph of her story in a recent issue of the *Saturday Evening Post.*

The story is supposed to be fiction, but is it fiction that this is the procedure of many of the smaller business men? Just imagine, only fifteen minutes to "glance over the day's receipts," lock up the store and walk four blocks at a deliberate gait. In other words, about ten minutes or less devoted to one of the most important parts of the business day, seeing what had been accomplished and planning for the future. Only ten minutes spent in analyzing the problems of ten hours. Only ten minutes to check up receipts and expenses, to examine invoices and make sure that charge accounts were correct. Only ten minutes to attend to the thousand and one little things to which successful merchants devote hours of patient endeavor each week. If this picture of Bascom is correct even in any small details, it contains a lesson that should make many retailers get a whole lot closer to their business than they have been getting.

EVENTS IN THE TRADE

Business Changes.

Montreal.—The Main Hardware and Paint Store has been registered.

Obituary

The death occurred at Yamachiche, Quebec, of P. G. Bellemare.

The death occurred at Medicine Hat, Alberta, from influenza, of William W. McNeely, who formerly operated the Alberta Linseed Oil Mills.

The funeral of Walter A. Tait, traveller for the Ashdown Hardware Co., Calgary, who died after one day's illness with pneumonia, was held at Campbellford, Ont., from the home of his father, T. S. Tait, of the firm of T. S. Tait & Son, hardware merchants.

Personals

Fred G. Funston has severed his connection with the Kennedy Hardware Co, Toronto, to accept the position of purchasing agent with the Vokes Hardware Co., Ltd., Toronto. Mr. Funston returns to his old firm with whom he was formerly associated for a period of sixteen years.

Montreal News

O. Anderson Barker, with Willis H. Simpson, Inc., New York City, was in Montreal this week.

Edw. W. Charlton, of Brandram-Henderson Ltd., has resumed his duties after a short illness.

A. G. Bowman, with Russell and Erwin Mfg. Co., New Britain, Conn., was in Montreal during the week.

S. G. Manheimer, with Kaufmann Bros. and Bondy, 33 East 17th Street, New York, was in Montreal this week.

George Henderson, president of Brandram-Henderson, Ltd., Montreal, was in Toronto for a few days and returned early in the week.

Trade Notes

S. L. Adolph, hardware merchant, of Listowel, has started a motor truck delivery. Besides the regular delivery work he is using it for hauling freight from freight sheds and also is making special deliveries in the surrounding country.

Ratepayers of Bowmanville, Ont., carried a by-law to loan $50,000 to the Canadian Can Company. Operations are to begin at once. The new company will absorb the J. F. Ross Can Co., and the Hygienic Containers Co., Toronto.

Owing to the epidemic of influenza the annual convention of the National Paint, Oil and Varnish Association, which was to have been held in New York last week, has been postponed until December 2.

The plant of the Chatham Brass Works at Chatham, Ont., has been purchased by the Denby Motor Truck Co., which plans to use it for the manufacture of axles and transmissions.

Notes From Regina

G. Y. Smith, of the Metal Specialty Co., has returned from the United States and is working for Armstrong, Smyth and Dowswell.

F. Moore, of Marshall Wells, stove specialty salesman, was in the city this week.

Mr. McLaughlin, representing the Marshall Wells Hardware Co,. was in the city this week.

Paint Salesmen To Meet Next Monday

The annual convention of the Sherwin Williams Company's Eastern Canada salesmen will open in Montreal on Monday, November 18. A general discussion of trade conditions, especially relating to the return to a peace basis, will take place. The salesmen's convention will last until Thursday. A gathering of the Sherwin Williams Company's Western Canada salesmen will be held at a later date.

MONTREAL MOTOR SHOW

Arrangements have been concluded whereby Montreal will have a big exhibition of used passenger cars, trucks, and motor cycles. A large building with 25,000 square feet of floor space has been obtained in the centre of the city, and the dates of the big show are fixed for April 5 to 12, 1919.

No older make of car than 1916 will be admitted, and it is proposed to have an auctioneer hold an auction sale of the cars on the floor every evening.

A special feature will be rebuilt cars, or used cars that have been taken to pieces and rebuilt, thus carrying practically the same guarantee from the builder as new cars have from the manufacturers. There will be no new cars shown. Several makes of tractors will be on view and there will also be a special accessory section.

McARTHUR, IRWIN, LIMITED TO ENLARGE PLANT

Announcement is made to HARDWARE AND METAL this week that McArthur, Irwin, Limited have decided upon expansion to their Montreal business. They have purchased the plant at Rockland avenue and C. P. R. tracks, Outremont, Montreal, and will immediately equip it for the manufacture of Paris green and other insecticides.

The buildings on this property, which has an area of about 6,500 square feet, comprises two stories and also a power house. The firm plans to use this property in increasing the output of their present dry color plant and paint factory.

PLAN TO CLOSE EARLY DURING THE WINTER

There is a movement under way by many of the merchants of St. Thomas, Ont., to have a new early closing order enforced in that city during the coming winter months, by which their light and heat bills would be greatly reduced. The new scheme in favor is an "open at 8 a.m. and close at 5.30 p.m." rule. It is pointed out by those behind the project, by closing at 5.30 they would be staying open half an hour longer than they did during the summer months. This new rule would not apply to nights before holidays and Saturday nights.

MONTREAL'S VICTORY ARCH MAY BE PERMANENT

Of all the outstanding features of Montreal's Victory Loan effort, none drew more favorable comment than that concerning the fine Victory arch that graces Phillips Square on the St. Catherine Street side. Interest in this attractive feature is added from the fact that its cost was defrayed by the retail merchants of Montreal. Its presentation on Monday night last to the Victory Loan committee was made by Messrs. Dupuis and Birks.

The present arch is of lath and plaster and was effectively designed and cleverly executed. On the sides and front of it suitable inscription directs attention to historical villages and towns in France and Belgium where Canada's sons covered themselves with glory.

In making the dedication and presentation, the suggestion was made that a permanent arch of marble might be erected to the memory of the fallen heroes.

Dealers Suggest 20 Per Cent. as Reasonable Basis For Gasoline Profits

SOME modification of the ruling of the Fuel Controller's regulation limiting prices of gasoline to ten per cent. for retailers is expected in the next few days. Strong representations made to Ottawa from all parts of the country urging that ten per cent. is too low a basis resulted in the Fuel Controller sending out notices that it would be unnecessary for dealers to take out licenses for ten days. In the meantime an investigation is being made into the situation.

A great number of letters have been received from hardware men, garage men and others handling gasoline, and the majority suggest that twenty per cent. would be a more reasonable margin of profit than ten, and that they will not make very much even at that figure when all expenses in connection with handling are considered.

Decision Shortly

Mr. Petersen, the deputy controller, has been absent in the West on duties connected with his office, and a great deal of business accumulated in his absence. He is now back in Ottawa, and as soon as he can take the matter up, which will be within a week or ten days at the outside, the whole question will be thoroughly gone into. Representatives from the dealers in gasoline will be invited to confer with the fuel department and the choosing of the delegates will probably be left in the hands of the Retail Merchants' Association.

The regulations in the matter of the profits to be allowed on the retail sale of gasoline were worked out by Dr. McFall of the cost of living branch of the Labor Department. He states that fully four weeks before the regulation was promulgated the public was advised through the press of action contemplated, and no complaints were received regarding the same.

Wants to be Fair

The Fuel Controller states that there is absolutely no desire on his part to deal unreasonably with those selling gasoline, and fully two weeks ago, when the matter was brought to his attention, he decided to have a thorough investigation as soon as Mr. Petersen returned.

In discussing the matter with HARDWARE AND METAL, Mr. Magrath said: "In issuing regulations governing the control of any commodity in abnormal times, it would be quite unwise to wait until all factors can be thoroughly balanced in order to be absolutely secure on the ground taken to protect the public. It seems better policy to use the best judgment one can, and if it is found there has been an injustice, then to have a reconsideration in order that we may be fair to all interests. It seems to me that the dealers might have waited until the investigation promised them could have been held. They were told that this would be done as soon as Mr. Petersen returned. It does not look good to me that any group of business men should undertake to say at a time like this that they would refuse to do business on a ten per cent. basis. We have heard a good deal of criticism of labor for threatening to strike, but it does not seem to me to be any worse than this attitude."

Complaints have been made that, while the profits of retailers have been limited to ten per cent., there has been practically no limit placed on the profits of wholesalers. This complaint and all others will be taken up, and every opportunity given to clear up the situation.

Not Handling It

In the meantime several garage men in various parts of the country have locked up their tanks and refusing to sell gasoline until they know just what is to be done. This is causing some inconvenience. In other places the garage men have refused to sell to anyone but physicians and mail men whose work they consider of such importance that it should not be delayed.

HARDWARE LETTER BOX

"Alaska" Handles

The C. Norsworthy Co., Ltd., St. Thomas, Ont.—Where can we purchase "Alaska" handles, about 4 inches in length overall, suitable for furnace doors?

Alaska handles, such as you want, are procurable from: Canada Foundries & Forgings, Ltd., Jas. Smart plant, Brockville, Ont.; McClary Mfg. Co., London, Ont.; Hamilton Stove & Heater Co., Hamilton, Ont.; Andrews Wire Works of Canada, Watford, Ont.; Stover Mfg. Co., Freeport, Ill., U.S.A.; Cassady-Fairbank Mfg. Co., Chicago, Ill., U.S.A.—Ed.

Roofing Tins

James Simmonds, Ltd., Halifax, N.S. —Where could we get roofing tins?

Manufacturers of roofing tins are: Sheet Metal Products Co., Toronto; Thos. Davidson Mfg. Co., Montreal; American Button Co., Montreal; Dominion Button Works, Montreal; Iron & Metal Supply Co., Montreal; MacDonald Mfg. Co., Toronto; Ammidon & Co., Baltimore, Md.; W. F. Robertson Steel & Iron Co., Cincinnati, Ohio; Consolidated Fruit Jar Co., New Brunswick, N.J.—Ed.

Gasoline Lighting System Supplies

H. Gustin, Innerkip, Ont.—Where can I buy supplies for the Pitner Gasoline Lighting System?

Supplies can be secured from H. W. Knight & Bro., 86 Richmond st. E., Toronto.—Ed.



Pte. Ernest Brown, aged 22, formerly with the Ryan Hardware Company, at Amherstburg, Ont., was killed in action recently. He went overseas with the 99th Essex County Battalion.

Signaller William Jackson, aged 21, son of W. B. Jackson, hardware, St. Thomas, Ont., was killed in action on October 11.

CATALOGUES and BOOKLETS

"Guide To More Tire Mileage," is the title of an attractively printed tire repair booklet issued by the Miller Rubber Co., of Akron, Ohio. In view of the large business in tires done by hardwaremen, it contains much of interest to the trade. The hardwareman who is most successful in selling tires is generally the one who knows most about the tire troubles, and can give his customers good advice concerning them. The booklet contains much valuable information along this line and is well illustrated.

RECLAIMED FRANCE WILL NEED WINDOW GLASS

Because of effects of bombardment through many battles in the French territories affected by the war, a correspondent of American papers cables, one of the greatest needs is for window glass. Such need will be felt for a long time, too, because of the difficulty of transporting the heavy, fragile commodity.

French families are seeking a substitute for glass that may be used to admit light but keep out the cold.

Trade Inquiries

769. **Enamelled Ware.**—A manufacturers' agent in Barbados desires to get in touch with Canadian manufacturers of enamelled ware.

773. **Iron Nuts.**—An American mercantile company having branch offices in Japan, China, Australia, Mexico, Argentina, Rio de Janeiro, Havana, Caracas, Cape Town, Madrid, Milan and other centres wishes to secure supplies of Canadian standard hot pressed iron, hexagonal tapped nuts with raised washer top, Whitworth thread, assorted as follows:

20 tons ⅜-inch, 20 tons ½-inch, 50 tons ⅝-inch, 50 tons ¾-inch, 50 tons ⅞-inch, 50 tons 1-inch; 30 tons 1-inch, ⅛-inch, 30 tons 1-inch, ¼-inch—300 tons.

774. **Axe Handles.**—A large Newfoundland hardware company wishes to secure a carload of axe handles.

THE CLERKS DEPARTMENT

GETTING THINGS DONE BY GETTING MEN TO DO THEM

• Continued from last issue)

Maybe the reason he has always made a lot of money is that he never was too blamed anxious to make a lot of it. He enjoys doing a big or difficult job far more than he enjoys any monetary reward."

No Use For Theorists

The emphasis General Du Pont places on results led me to hint that he is not partial to theorists.

"No. I want practical men, men who show they can deal with things and men rather than figures on paper," he replied vigorously.

"Do you give preference to college men in looking for young aides?"

"If a man has ability and ambitions, a college education will help him," he replied. "But here also I want to look into results. Was he a nonenity at college? Did he make no impression while there? Or was he singled out by his college mates for distinction and honors? Was he made captain of any athletic teams? Was he elected president of his class? Or did he carry off signal honors at his exams? Did he do anything to make his mark in one direction or another? Was he a mediocre nobody, or did he demonstrate he had something worth-while in him?

"Between a college man of ability and little ambition and a non-college man of ability and whole-souled ambition I prefer the latter every time. No amount of education will make up for a lack of never-say-die ambition. Ambition is what drives a man forward. It forces him over all kinds of hurdles. The fellow with one hundred per cent. ambition, even though he may not have transcendent ability, will go further than the fellow with ability but who lacks ambition."

Picks the Leaders

General Du Pont, it should be explained, does not as a rule personally select candidates for the less responsible positions in any of his organizations; his forte is picking lieutenants, men whom he can place in charge of an enterprise, men who have already had business experience. It is his success in this direction that has enabled him to control and run half a score of important enterprises at one time, enterprises as diverse as coal mines and the largest powder plant in the world, street railways and the largest office building in the world, thousands of farming acres and the largest hotels in the land.

"Tell me," I said, "just how, for example, you hit upon the man you did hit upon to manage the various coal companies you acquired down South."

Mule Driver to Mine Manager

"Certainly. Long ago a young fellow drove mules for me. He was the best mule driver I ever had. His father before him was a good man. The young fellow—his name is Shelby J. Gish—sent himself to college after three or four years in the mine. At college he played good football, rode bicycle races and the like. Later he began buying coal lands for himself. Although he started with nothing, he finally owned and operated a coal mine. He then commenced developing oil and gas in that country—Kentucky—which field had never been touched by any of the many capitalists interested in oil and gas lands. It wasn't hard for me to see that a man with that amount of originality and developing and constructive ability, with his practical knowledge of coal, was the right man to run all my coal properties. And results showed that I made no mistake."

Found—A Financial Wizard

The Chemical National Bank of New York, for many years the largest and most influential in America, controlled by the oldest and most aristocratic families in New York, and later by Hetty Green, decided a little more than a year ago that it needed an infusion of new blood, preferably from out of town, so as to widen the institution's connections. General Du Pont was consulted and he recommended a thirty-seven-year-old Southern banker, Percy H. Johnston. When this young financial genius stepped into the senior vice-presidency, the bank's deposits totalled $35,000,000. In twelve months they had soared to $75,000,000, a gain of three-quarters of a million dollars every week! Johnston is now looked upon as one of the most notable "comers" in the whole financial community.

"I first met Johnston," the general explained in reply to my queries, "when he joined the Citizens' National Bank of Louisville as a clerk. His fine physique, his excellent manners, the way he handled himself, impressed me, though he was then a very young man and had had no opportunity to make a record for himself. The next time I went down he had been promoted. The bank's deposits meanwhile had gone up. I learned that he was a hard worker. Next time I went down he had been elected vice-president, and the deposits were still rising. I made it my business to know him at close range, and I was convinced he was big enough for New York."

Boomer—Hotel Booster

Next I asked about the qualities of the man General Du Pont installed to run the Waldorf-Astoria, Lucius Boomer.

"Boomer has made good in every hotel proposition he has ever been responsible for," said the general, with typical directness. "He is very able, most practical, a good business man, an honest, hard worker, scrupulously fair, always."

General Du Pont, it may not be known, is perhaps the largest hotel owner in America. He built the imposing Du Pont Hotel at Wilmington; he controls the Claridge Hotel and the Hotel McAlpin, New York, the latter among the larger in the world. His chief reason for acquiring the Waldorf was that he had in Boomer a man who could run it successfully both from the public's and the profit standpoint. "Men make an organization; not its bricks or its machinery," is a favorite Du Pont maxim.

High Priced Men Best

He applied this principle when he took over the direction of the Du Pont Powder Company.

"We then engaged," he said, "the best men we could find. We paid six men very large salaries, and results proved they were the cheapest labor we had, for their brains made many thousands for the company annually." How successfully this system of choosing the right caliber of men worked out is illustrated by the fact that the business of the company was developed from a few millions to over three hundred million dollars annually. These six executives, as well as the rank and file of the Du Pont skilled workers, were placed on a bonus system, reflecting the general's invariable rule for giving his co-workers a fair share of the results earned.

"I never engage an executive who isn't fair," he remarked.

"What do you mean by 'fair'?" I asked.

Fairness to Labor

"I mean that he must deal fairly and squarely with everybody and that, in particular, he must have the right attitude toward labor. There is a lot of talk about possible trouble of a serious and wide-spread nature between employers and employed after the war. I personally am not alarmed, for if labor is treated as it should be treated, it will have no real occasion to kick over the traces. I have always managed to get along pleasantly with labor, and I will never select a lieutenant who is not so constituted that he cannot help but treat his workers fairly and uprightly. The man who has not learned how to get along smoothly with workers is not the type of man to place in a responsible executive position.

"In addition to being fair, the man I want must, of course, have other qualities. I want a man who is fearless; courage, self-confidence, self-reliance are very important essentials. The business game cannot be played aggressively and successfully by a molly-coddle. Then the right type of a man is democratic. He must not consider himself a superior sort of personage. He must actually feel democratic; it is not enough that he try to pose as democratic—he must be democratic, otherwise the veneer—the sheen—would wear off, for you can't fool a body of intelligent American workmen for very long. He must ring true.

Health Counts Immensely

"Another point—I always want a man who looks after his health. A strong, upstanding, square-shouldered fellow, whose muscles are whipcord rather than

putty, is usually apt to forge ahead against all sorts of odds. The man who is of inferior physique and who doesn't look after his health properly is less likely to succeed. Good health, in a sense, is at the base of all business achievement, for the pace nowadays is too gruelling for weaklings. The time a man's best effort is most needed is when a crisis has to be faced; and unless a man is thoroughly fit physically, the extra strain and stress and emotion are apt to play havoc with him at the crucial moment. Year after year I kept myself so strictly in trim that my weight did not vary five pounds from what it was when I left college.

"To win in the business game—or any game, including the game of life itself—you must enjoy it. There is something wrong with a man who does not enjoy his work more and more as he gets o'der This is not only my experience, but I find it is the experience of a number of successful men with whom I have talked. A man should grow happier as he grows older, and he can grow happier—I don't see how he can fail to grow happier—if he is on the right terms with his work.

"Here again, however, the question of health enters. To enjoy business, to enjoy life, to be fit to carry our hard or big things, a man must be in sound physical condition. Therefore, any young man who aspires to become a leader in his line should early realize the vital importance of strengthening, building up and tuning up his physical machine. I have emphasized the necessity for having ambition; but ambition is not likely to get a man anywhere unless he has a head, a body and hands capable of carrying out his ambition. Mere wishing gets a man nowhere. He must back up his wishes with action, and action is dependent in no little measure upon a man's physical stamina."

"'Don't misunderstand me. I am not a stickler for what is ordinarily understood by the term 'hard work.' Once I place a man in charge of something, I don't care a rap whether he works ten hours or only one hour a day—although I confess I have never known a man who could produce the right results by one hour's effort a day. I never try to keep tab on his going or coming. But I do watch the results. If he produces satisfactory results, what does it matter whether he spends a lot or a little of his time in his office, or whether he plays golf often or seldom?

Men to Command Must be Free

"The higher type of man can produce the best results if given an entirely free hand. He must be allowed freedom to do things his own way. Also, the responsibility of making decisions must be left to him. I never decide things for any of my lieutenants. They must make their own decisions. How, otherwise, could I hold them responsible for results? But don't you see that under this system a man knows and feels, if success is achieved, that he is entitled to the credit, not me? This develops a man as nothing else can.

"Of course, not all men are capable of filling positions which carry the responsibilities of making important decisions. Some men can work wonderfully for other people; they are ideal tools, or implements, when guided by others. But they lack initiative, originality, self-courage. They are capable, faithful, valuable followers, but not leaders."

"How can you tell which type a man is, and whether he can develop into a first-rate executive, resourceful, daring, progressive?" I asked.

Intuition Guides

"You have a feeling, a—" The general, for the first time, hesitated. He appeared puzzled. "I don't know what you could call it except 'intuition;' you sort of feel sure—something inside tells you—that a certain man has the right material in him and that he will develop into a big winner, a great result-getter."

"What are some of the characteristics that inspire this intuitive feeling?" I prodded.

"Brightness, alertness, pleasantness, on-the-toe-ness. Evidence of being practical, a doer, not a theorist or dreamer. A fine physique and robust health are important and attract. But, first, last, and all the time, ability as proved by results. What has been his record as youth and man? What impression, what mark, has he made?

"From the very start a youth begins to shape his whole future career. What he does or fails to do to-day governs to a large extent what he will do or fail to do to-morrow. Business men—at least in business matters—are sternly practical. What they want to know about a man is, What has he done? Each man writes his own answer. The sooner every young man in the country realizes this, the greater will be his chances of recognition, advancement and final success."

"Success," I asked, "real success, does not, apparently, consist of making enough money on which to retire, for you re-entered the business stage after quitting once."

No Time to Retire

"No. This idea that so many people have that they will have a glorious time after they can retire, and that until then they must simply wrestle along somehow, in a rather joyless fashion, is wrong—as wrong as it can be!" General Du Pont declared with fire. "If you haven't sense enough—or philosophy enough—to order your life and work so as to get genuine satisfaction and fun out of it as you go along, you certainly will not get any bumper measure of enjoyment when the day comes—if it does come—when you can step out of everything. There is more fun in producing, in creating something, whether it be a great building or an industry or only a dog kennel, than there ever can be in idleness. The person, therefore, who fails to derive satisfying happiness from his daily endeavors will enter only a fool's paradise when he quits work to enjoy—or, rather, suffer—leisure. Happiness in work not only goes hand-in-hand with success in work, but hand-in-hand with success and happiness in living. The retirement idol that so many people set before them is a delusion, a myth. If your work doesn't yield you satisfaction, money never will."

GREEDY Hun Fined And Sent to Prison

Even the boasted efficiency of German military government was not proof against profiteerin. One of the big steel men in the ex-Kaiser's kingdom, Herr Anton Adels, managing director of the Mannesmann Munition Works of Remschied, charged with fraud in making returns of his income for taxing purposes, has been sentenced to a fine of 1,552,000 marks (about $388.000) and six months' imprisonment. The amount of tax of which he was found to have defrauded the revenue was 12,000 marks ($3,000) in 1916, and 46,666 marks ($11,665), plus 240,000 marks ($60,000) for excess profits in 1917. The court did not admit the plea put forward by the defence that certain sums of money received by defendant from his co-director Zilzer and other business associates, amounting in Zilzer's case to one half of the latter's earnings, were "presents." On the contrary, a letter from Zilzer to Adels showed that the payment was blackmail paid by Zilzer to Adels for procuring him a position in the Mannesmann Company. The court refrained from imposing the maximum penalty on the ground that Adels, by his knowledge and energy, had brought the Mannesmann Works to a state of great efficiency, which had enabled them to render valuable war services. Defendant pleaded for the remission of the one remaining month's imprisonment (five months having been served already), but this was refused on the ground that Adels' business knowledge, his connections and financial investments abroad, and the fact that he was still protected by Herr Mannesmann and others, might enable him to escape from the country. Moreover an action for bribery is pending against Herr Adels. In the year 1913 Adels, then in a subordinate position, was earning $1,500. With the outbreak of the war his fortune advanced rapidly; in 1915 his salary was raised to $8,750, and in 1917 to $13,750, besides commission to the amount of $33,750. But not satisfied with this, he misused his new position as a director to appoint subordinates on condition that they handed him back half their salaries as presents. This and other corrupt practices he carried out on so large a scale that during the first three years of the war they brought him in $1,375,000. The greater part of this money he invested abroad, and none of it he declared for taxing purposes. Not long ago he was decorated with the Cross of Merit for War Work.

Mesopotamia Offers Trade Opportunities

British trade journals are calling attention to the great opportunities for trade with Mesopotamia after the war. It is predicted that it will become one of the world's great agricultural countries and that there will be an immense demand for manufactured goods.

In spite of war conditions this year's harvest is expected to be the greatest since the days of Nebuchadnezzar. The British are reported to have dug out more than one hundred canals formerly used for irrigation purposes in connection with the river Euphrates, but disused for many years. Some 320,000 acres have been brought afresh under cultivation—truly a wonderful achievement, doing great credit to the British local government.

The change that has come over the city of Bagdad since the British entered the town is reported to be simply marvellous. At that time the town was dead and moribund, while now it is full of life, building and construction work being carried on from early to late, with thousands of workmen repaving the streets and installing electric light and sanitation. A fire brigade and a police force have been organized.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

MARBLE'S MATCHBOX

Accompanying is an illustration of a new display carton in which Marble's waterproof matchbox is now being packed. Each carton contains one dozen match-boxes, each packed in its own individual carton. When open the lid



Match Box

is so hinged that it lifts up the back end of the box so that the contents are visible and easy to get at. The inside of the display carton is printed in two-color poster effect as shown. Information may be obtained from jobbers or from Marble & Mfg. Co., 5,350 Delta ave., Gladstone, Mich.

BLOWOUT PATCH

The Perma Loc Blowout Patch for cord and fabric tires is made by the Perma Loc Mfg. Company, of Wilkesbarre, Pa. Flexibility is claimed as a big feature of the patch, also extreme lightness and great tensile strength. The patch is cut full, with a large flap and it is stated this gives the user a grip which makes it very easy to put the patch on. Patches are made in sizes

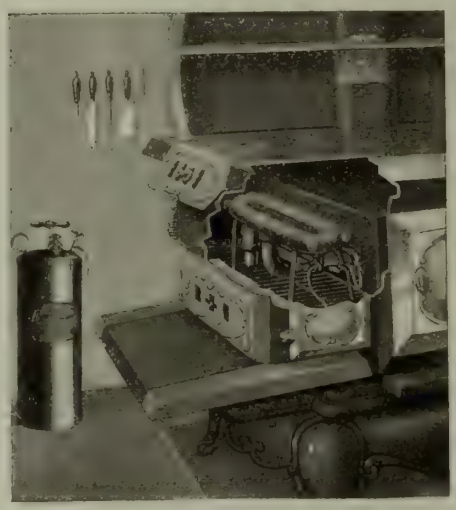


Blowout Patch

of 3, 3½, 4, 4½ and 5 inches, and it is claimed in each respective size they will cover a larger bruise than any other patch on the market.

"KERO" GAS BURNER

The "Kero" gas burner, which is manufactured by Hiram Walker & Sons' Metal Products Limited, Walkerville, Ont., utilizes coal oil for heating and cooking. The oil is converted into gas and is burned without wicks. It is claimed there is no smoke and no unpleasant odors. The claim is made that Kero is absolutely safe and cannot explode. It is stated that with four per cent. of oil 96 per cent. of air is burned, and that a smokeless blue flame of intense heat is produced.



Gas Burner

ELECTRIC HEATER

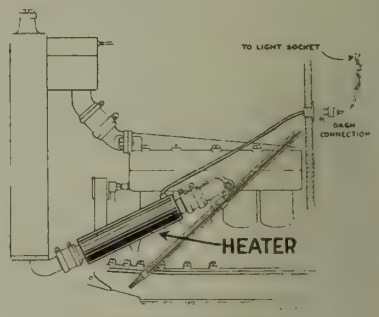
"Heato" a new device made by The Autocetra Co., Winnipeg. This device replaces the radiator to engine junction pipe, and contains an electric heating element wound on the outside of the pipe and jacketed by asbestos and metal covering.

Wires are carried back to a connecting receptacle on the dash, and the heater is connected to the lighting socket by an extension cord the same as an electric iron is connected.

The device, it is claimed, will heat the circulating water hot enough to start the engine on the first turn in the coldest weather in about fifteen minutes, putting an end to all winter starting troubles.

The circulating water need not be drained off, but may, it is stated, be kept hot over-night by the "Heato," or if Anti-Freeze is used, be heated up in a short time in the morning.

"Heato," it is stated, is invaluable to medical doctors and others who receive hurry calls at all times of the



Electric Heater

day or night, and are obliged to store their car in a cold garage.

Fire risk, it is claimed, is considerably reduced by adopting "The Heato," in place of coal oil stoves and other open flame heating devices that are being used by many in private garages, and are forbidden by the fire underwriters on account of being so near gasoline and oil.

ELECTRIC CLOCK

The Thompson Electric Clock manufactured by the Thompson Electric Clock Co., of Memphis, Tennessee, is made to operate on either dry cells or storage batteries of any voltage. The clock it



Electric Clock

is stated winds automatically at stated intervals, is dust proof and water proof. Simplicity, economy and efficiency are claimed for it. The movement in the case it is stated is mounted on springs and it is claimed all vibration and rattle are positively overcome.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

A SHARP advance in turpentine is recorded this week, amounting to 12c per gallon. This may be termed one of the first lines to reflect conditions which have followed signing of armistice and is in line with situation as outlined in HARDWARE AND METAL during the past few weeks.

There is no indication that the peak has yet been reached. Government reports from the United States show production for the past season is no more than required for United States needs. It is further pointed out that next year's production will not be any larger than for the past season. With the heavy demands to be met from overseas, it is not hard to determine how prices will go. It is also true that users face a situation which may develop into one of decided seriousness, due to shortage which may arise.

Linseed oil is another line which has undergone revision upward. Advances of four to five cents have been registered, and indications point to even higher levels as well within the realm of possibility. Prices on seed have been recovering from recent depression during the past two weeks, and since Monday of this week sharp advances have been made. This may be a speculative flurry, but feeling is general that from now until close of navigation seed will continue high.

Another line of horse nails is included in the list to go to higher levels, prices to-day being up just 1c per pound over former figures. Lace leather has gone higher, prices to-day being up about 25c per pound over previous quotations. The steady decline in available supplies of all leathers is a factor extending to this class of goods and resulting in increased prices.

Other lines included in the list to follow the upward trend this week are school crayons, carpenters' chalk, post drills, blowers, forges, mouse and rat traps, charcoal and wheelbarrows. An advance of about 5 per cent. is reported also in stocks and dies, screw plates, pipe taps, hand taps, reamers, etc., immediately effective. Vises, hand soap, mauls and gimlet bits have also gone to higher levels.

The trade as a whole looks forward to a period of marked prosperity for Canada. No reason for depression is expressed over the approach of peace, rather is the feeling in evidence that having faced four years of war, in which many dark days were strewn, prosperity should now come, and every effort to keep conditions bright exerted. No immediate recession in values is looked for. Stocks are low and replacement is impossible for some time to come with the majority of lines. This will probably mean a steadily maintained basis of quotations.

MONTREAL MARKETS

MONTREAL, Nov. 14.—Changes of price this week include advances for mouse and rat traps, horse nails, planes, ice cream freezers, and sandpaper is likely to advance, lists having been withdrawn.

The general feeling in the trade is one of confidence and even of optimism. Realizing that the readjustment from a war to a peace basis will require time, and in view of the fact that most supplies are scarce and far away, retailers and jobbers, as well as manufacturers, are viewing the future with well-defined hope. Changes will come. This is generally recognized, but it is also pointed out that they cannot be expected to manifest themselves in a large way for many months. Careful buying has been the rule for some time, and this will be the guiding thought still, both on the part of the jobber as well as on that of the retail dealer.

Ice Cream Freezers Are Advanced

Montreal.

FREEZERS.—A new range of prices are announced for ice cream freezers and this applies to Blizzard make. The quotations are as follows: No. 1, $2.35 each; No. 2, $2.70; No. 3, $3.15; No. 4, $4.15; No. 6, $5.35; No. 8, $6.85; No. 10, $9.10; No. 12, $10.40; No. 14, $11.50; No. 20, Jumbo, with fly wheel, $26.50, and Toy Gem, each, $2.25.

Horse Nails Higher; Some Planes Advance

Montreal.

HORSE NAILS, PLANES.—Advances in the price of Capewell horse nails are made amounting to $1.00 per 100 pounds. Prices appear in current market quotations. Planes, other than those on which changes have already been announced, are made on Monty and Bench Moulding styles. The list is now subject to an advance of 20 per cent., the old price being net list.

Sandpaper to Change; Mouse, Rat Traps Up

Montreal.

SANDPAPER, TRAPS.—A revised price list will be issued shortly on sandpaper and this is thought to presage an advance of price. Present lists are withdrawn in the meantime.

Rat and mouse traps are higher, the increase approximating about 10 per cent.

Gasoline to Hold; Coal Oil, Too

Montreal.

GASOLINE, COAL OIL.—The market is a steady one, and one of the biggest companies operating in Canada

stated to HARDWARE AND METAL that there was little likelihood of a change from the present basis, not of a declining nature at least.

Gasoline sales are lighter at 34c per gallon, while coal oil is steady at 19c for Royalite and 22c per gallon for Palacine and Electroline.

Rope Sale Seasonable; Quite Unchanged

Montreal.

ROPE, CORDAGE.—The situation is one of continued fair sales. These are not large, but they are steady and seasonable. Those catering to shipping demand have reported a fair volume of business right along, but the same is always more or less uncertain.

Pure manila basis is still 39c; British manila 33c and sisal 27½c.

Stove Movement Good; Supplies Fair

Montreal.

STOVES, WARES.—The heavy movement of heaters has continued and makers have reported an active season. The trade has really been fortunate in getting supplies as well as they have, for the difficulties of importing steel and iron have kept the maker guessing. Ranges, as well as heaters, have moved on a satisfactory basis and have been in better supply than some thought possible a while ago.

Wares of various kinds were active during the week, lines that were made up recently being sold promptly, and this continuing.

Nail Basis Steady; Wire Sale Light

Montreal.

NAILS AND WIRE.—Changes are absent in any sense this week and seasonable delivery of nails has been going on. There is no new feature in either wire or cut nails, the former being based at $5.50 per keg and the latter at $5.85.

Wire is slow. The sales of this have not been large for some time and the continued base price is unchanged at $6.25 per 100 lbs.

Lead Products May Decline Somewhat

Montreal.

LEAD PRODUCTS.—There is but little to indicate extensive changes of price, but an easing from present quotations is not improbable in the near future. Solder seems likely to reach lower levels ere long, but the lead market has made no change this week. Lead sheets and pipe have been quiet and easy.

Lead pipe, lb.	$0 15	$....
Lead waste pipe, lb.	0 16	....
Lead traps and bends	Net list.	
Lead wool, lb.	0 15½	0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs., sq. ft.	0 12½	0 13

Cut sheets, ¾c lb. extra, and cut sheets to size. 1c. lb. extra.

Solder, guaranteed, lb.	0 52
Solder, strictly, lb.	0 45
Solder, commercial, lb.	0 41
Solder, wiping, lb.	0 41
Solder wire (8 gauge)—	
40-60	0 53
45-55	0 57½
Zinc sheets, casks	....
Do., broken lots	....

Note—The above prices for solder are for full boxes of 100 lbs. Jobbers will charge several cents more for small lots.

Iron and Steel Move on Fair Basis

Montreal.

IRON AND STEEL.—There is little new and movement is fair and seasonable. Some sizes are short from time to time, but the market has been fairly well supplied until this time with regular stock sizes. Prices are steady and without change.

Common bar iron, per 100 lbs.	$4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 22

Sheet Prices Hold; Little Available

Montreal.

SHEETS.—There is very little new in the situation, prices being maintained for stocks are not in good shape. It is thought that there will be no immediate revision of prices, for the outlook as to supplies being improved soon is not encouraging.

	Per 100 lbs.	
BLACK SHEETS—		
10 gauge	$9 75	$11 50
12 gauge	9 65	11 00
14 gauge	9 00	8 20
16 gauge	9 15	8 25
18-20 gauge	9 25	8 30
22-24 gauge	9 60	8 35
26 gauge	9 75	8 40
28 gauge	9 90	8 50
GALVANIZED SHEETS—		
10¾ oz.	$12 00	$12 35
28 gauge	11 65	11 90
26 gauge		11 35
22 and 24gauge		11 15
20 gauge		11 05
18 gauge		10 95
16 gauge		10 85

NOTE.—These prices are for full bundles, an extra charge of 25c per 100 lbs. is made for broken lots.

Old Material Held; May Be Declines

Montreal.

OLD MATERIAL.—While there is no immediate prospect of a change, the market is uninteresting and little movement has been reported. The feeling is an easing one, but one of the biggest buyers here stated that he did not anticipate a big drop. However with the present situation it is possible that there will be an easing to some extent with lower prices effective soon.

Dealers' Buying Prices:		
Tea lead		0 05½
Heavy lead pipe		0 07¼
Yellow brass		0 13
Red brass		0 23
Light brass		0 08
Scrap zinc		0 06¼
Heavy copper	0 24	....
Wrought iron, No. 1, per gr. ton	26 00	27 00
No. 1 machinery cast	38 00	40 00
Heavy melting steel	22 00	23 00
Pipe scrap	18 00	20 00
Stove plate, per ton	26 00	28 00
No. 2 busheling	13 00	14 00
Old rubbers, boots and shoes	....	0 07¼
Overshoes, lumbermen's rubber boots	....	0 05
Bicycle tires	0 04½	0 05
Automobile tires	0 04¾	0 05

Antimony Now 13c; Ingots Are Dull

Montreal.

INGOT METALS.—Antimony has weakened and is quoted down two cents to 13c per pound. This is the only feature of the week, the general market ruling dull and with weakening tendencies. Slight declines may be made in spelter and probably another line or two very soon.

COPPER.—With price fixed on this in the States, there has been no change and local trading is done at 30-31c per pound, according to quantity and grade.

TIN.—The position of tin is uncertain, and the outlook somewhat clouded. Markets are generally quiet, with some speculation as to what movement the Government will make regarding prices. Local quotations are 90-92c per pound. There may be a decline soon.

SPELTER.—Although the feeling is easier, no change has been made. Prices locally are unchanged at 10½c to 11c per pound.

LEAD.—No decline in lead has been suggested, and any change that may be brought about will come, it is thought, gradually. Price here 10½-11c per pound.

ANTIMONY.—This has weakened somewhat and local prices now are 13c per pound.

ALUMINUM.—No change is made. The market is quiet and uninteresting with price based at 48-50c per pound.

TORONTO MARKETS

TORONTO, November 14—Higher prices are still the order of the day and the consensus of opinion seems to be that little, if any recession from present levels can be expected for some time to come. Advances have been made in post drills, blowers and forges along with charcoal, mauls and wheelbarrows. Indications point to an advance in sand paper, though definite advice is not yet forthcoming.

Other lines to record increases in price are: hand soap, lace

leather, gimlet bits, school crayons, mouse and rat traps, charcoal and vises. The attitude of the trade is that markets will be steady and business good.

Horse Nails Register Advance

Toronto.

HORSE NAILS. — An advance amounting to 1c per pound in the list has been made in Capewell horse nails. The situation in regard to steel, its scarcity, along with mounting manufacturing costs, have been factors contributing to this advance. New list prices are as follows: No. 5, 23c per pound; No. 6, 22c; No. 7, 21c; No. 8, 20c; Nos. 9 to 12, 19c, subject to a trade discount of 10 per cent.

Lace Leather Goes Higher

Toronto.

LACE LEATHER.—After a long period of inactivity, new prices have been issued on lace leather which provide for substantial increases. The situation in regard to all kinds of leather has been drawing more acute as time has gone on, and as a result supplies are down to a comparatively narrow basis. No immediate improvement in conditions is looked for, as it will take some time before readjustment to a normal basis can be expected. Oak tanned cut laces are being quoted at from $2.00 to $2.20 per pound; the rawhide cut laces range in price from $2.00 to $2.15 per pound.

Charcoal Up; Files, Vises Revised

Toronto.

CHARCOAL, FILES, VISES.—Higher prices are being asked on charcoal. The price to the trade in paper bags is now $2.10 per dozen.

A revision in the discounts on files has been made, the Heller Bros. line now being quoted at a discount of 37½ per cent. from list.

A change to higher levels has been made in Yankee vises; the 990 is now quoted at $2.35 each, the No. 1993 is quoted at $7.10 each.

Sand Paper To Go Up? Crayons, Bits, Higher

Toronto.

SAND PAPER, CRAYONS, BITS.—There is some indication that an advance in sand paper may be effected in the near future. Definite advices not yet forthcoming as to just how much it may be, but some announcement is expected at an early date.

Higher prices have been named on school crayons, quotations which are now being made to the trade for the white school crayons bring 38½ cents per gross, and on the white enameled school crayons, 30 cents per gross.

Gimlet bits have been revised, sizes from 3 to 8/32 inch now being quoted at $1.50 per dozen, a higher level than price formerly in effect.

Mouse Traps Advance; Soap Too

Toronto.

MOUSE TRAPS, SOAP. — Higher prices are now out on mouse traps and rat traps. The present basis of quotations provide for an advance of about 10 per cent. over former levels.

Cleanall soap is now being quoted to the trade, the small size in cases of 3 dozen selling at $4.00 per case; the smaller quantities are being sold at $1.50 per dozen.

Post Drills, Blowers, Forges Higher

Toronto.

DRILLS, BLOWERS, FORGES. — Quotations just issued on post drills, blowers, and forges, show that these lines have reached higher levels. Quotations which are now being named to the trade are given as follows: Post drills, No. 99, $22.50 each; No. 152, $12.60; blowers, No. 400, $36.45 each; forges, No. 625, $34.65 each; No. 631, $37.60; No. 651, $39.60; No. 224, $50.40 and No. 151, $11.70.

Barrows Up, Mauls, Refrigerators Too

Toronto.

BARROWS, MAULS, REFRIGERATORS.—An advance has been recorded in the Klondyke wheelbarrows, these now selling to the trade at $7.25 each. Last week mention was made of a decline in some lines of wheelbarrows and whereas these prices were lower than those shown before, this change was really a revision in price as costs had previously been figured on the wrong basis.

An advance has been in Smart's mauls No. 72, Oregon pattern. These now being quoted to the trade at 22½ cents per pound, which represents an advance.

An advance in refrigerators has been made, the Sanderson Harold line of household refrigerators being quoted at a discount of 40 per cent. from list and the grocers' refrigerator at 35 per cent. from list.

Coal Oil Moving Freely; Gasoline

Toronto.

OILS, GASOLINE.—Sales of coal oil are being maintained at an exceptionally high level, and there is no indication that an easing away in the demand can be looked for. Supplies are ample to take care of the immediate demand, and prices are holding firm without change at 18½ to 21½ cents per gallon according to grade.

Sales of gasoline have been maintained at a very satisfactory level. This does not reach the high point recorded a couple of months ago, but is still sufficient to represent a very large gallonage. The price is unchanged, quotations being made at 33 cents per gallon.

Nails Holding Firmly; Wire Steady

Toronto.

NAILS, WIRE.—The situation is without any particular change this week. Sales are within rather narrow limits, a natural condition at this time of the year, and outlook generally is considered fairly satisfactory. Quotations are being firmly held and there is no indication of any immediate recession in values. Wire nails are still quoted at $5.50 per 100 pounds base, and cut nails at $5.85.

Smooth steel wire is still pursuing its normal trend. This means quietness and an unchanged list of quotations; the price to-day is $6.25 per 100 pounds.

Stove Outlook Fair; Wares Firm

Toronto.

STOVES, WARES. — Manufacturers report that stocks have been pretty well cleaned up and indications seem to point to a steady, firm market. The feeling amongst the trade seems to be strong that any recession from present values will be a gradual one rather than otherwise and there seems no reason for excitement.

The opinion expressed by one manufacturer of sheet metal ware was that only change likely in wares would be an advance. Indications are that stocks are down to a pretty low point and by the way the trade is now buying the outlook is for a market maintained at firm levels.

Cordage Holds; Twines Unchanged

Toronto.

CORDAGE, TWINES.—There seems to be comparatively little to say about cordage. The demand is pretty small, and the supplies are ample to take care of any business that is offered. Prices show no disposition to change as yet, being held without revision at the following levels: Pure manila 39 cents per pound base, British manila 33 cents and sisal at 27½ cents.

The twine situation is without any particular feature. A sharp decline in the cotton market was recorded yesterday, but there is no indication that this is going to be continued. If further declines are effective and low basis is maintained, this will in time be reflected on the manufactured products. However, in the meantime there is nothing new to be said.

Little Movement of Bars; Firm

Toronto.

IRON AND STEEL.—Sales are within rather narrow limits, and the bulk of orders coming to hand now are being

taken care of fairly well. Stocks are not heavy by any means. Prices are without change at the following levels:

TORONTO—	Per 100 lbs.	
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Sheets Unchanged; Stocks Small

Toronto.

SHEETS, PLATES. — Most of the houses doing a warehouse business in steel are in good shape. That is they are fairly well cleaned out of material that has had a period of very high and inflated value during the period of war buying. Dealers do not look for a slump in the price of the basic article, steel. They anticipate a higher level than is paid at United States points of production now.

There seems to be a tendency all through the market to look for good business ahead. The trade is willing to admit that there may be a period of quiet trade, but the fact that the war is over and the Allies are more than conquerors is enough to counterbalance this many times over. One importer has been offered sheets from a United States mill already it is intimated but the question of delivery was not definitely fixed. The interpretation placed on the offer was that the mill was looking ahead to the time when they would be in a position to take care of their old customers.

BLACK SHEETS—	Per 100 lbs.
10 gauge	.... $10 00
12 gauge	$9 60- 10 00
14 gauge	8 40- 8 90
16 gauge	8 50- 8 55
18-20 gauge 8 05	8 30- 8 80
22-24 gauge 8 10	8 35- 8 85
26 gauge 8 15	8 40- 8 90
28 gauge 8 25	8 50- 9 00
3-16 inch plate	.... 10 00
¼ inch boiler plate	.... 10 00

Prices shown are for full cases. An extra charge of from 25c to $1 per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—			
10¾ oz.	$11 00	$12 00	$13 50
U.S. 28	10 70	11 70	12 75
U.S. 26		10 40	11 40
22 and 24		10 25	11 25
18 and 20		10 10	11 10
16		9 95	10 95
14 gauge		9 85	10 85

Prices shown are for full cases An extra charge of from 25c to $1 per 100 lbs. is made for less than case lots.

Little Moving in Corrugated Sheets

Toronto.

CORRUGATED SHEETS.—The market seems to be rather quiet and little movement to the trade is noticeable. Quotations have shown no change and range nominally at figures given below. Stocks are only fair but sufficient for immediate requirements.

TORONTO—	Per 100 Sq. Feet	
Corrugated Sheets—	Gal'zed	Painted
No. 28 gauge	$ 9 00	$ 7 50
No. 26 gauge	10 00	$ 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No. 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7½ per cent.

Supplies Boiler Tubes at Vanishing Point

Toronto.

WROUGHT PIPE, BOILER TUBES. —Stocks of boiler tubes are at the vanishing point, in fact it is intimated that it would be hard to imagine supplies on a smaller scale than exists to-day. Conditions as applied to wrought pipe are very little better and no immediate improvement is looked for. Prices show no change from figures given in current market quotations on pipe and those below on boiler tubes.

Toronto—	Per 100 feet Cold drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Solder Steady, Lead Products Firm

Toronto.

LEAD AND ZINC PRODUCTS.—The trade seems to be waiting for developments. There has been no change in the situation this week and what may happen seems problematical. The demand is considered very fair for solder and prices are steady. Lead products are moving along same channels at unchanged basis of quotations.

Old Materials Waiting; Little Trading

Toronto.

OLD MATERIALS.—The attitude is one of waiting. A general revision downward has been looked for during the past two or three weeks but now there is nothing said. One dealer believes higher prices must come, the next one that declines must result. The outlook is uncertain. Trading is at a standstill and quotations nominally range at following levels:

Dealers' Buying Prices—		
Tea lead	$0 05¼	....
Heavy lead pipe	....	0 08
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 22	0 23
Stove plate, per ton	....	25 00
Old cast iron, per ton	....	30 00
Overshoes, trimmed Arctics	....	0 06½
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	15 00

Metal Markets At a Standstill

Toronto.

INGOT METALS.—Trading seems to have come to a complete standstill. This is undoubtedly a result of the signing of the armistice, but that a resumption of activity will soon be noticeable is the feeling amongst the trade. There is absolutely nothing new to report in any of the metal markets.

COPPER.—The trade seems to be sitting back and waiting for developments. Production is still proceeding quite briskly and quotations are held nominally at around 30 to 32 cents per pound.

TIN.—Waiting and watching seems to be the attitude of the buyers to-day. The result has been that there is very little movement recorded, and until something is known of what future conditions may bring about, it is hard to judge just what way the market may go. In the meantime quotations are held at around 90 to 95 cents per pound.

SPELTER.—There is no interest in this metal whatever. Trading is at a standstill and is expected to stay this way for a little while. Prices range around 11 cents per pound.

LEAD.—Supplies show no improvement, but the trade doesn't seem to be interested particularly in what there may be available. The attitude of waiting is noticeable in this metal too and there has been no reason to change the nominal quotation of 10½ to 11 cents per pound.

ALUMINUM.— Whether the signing of the armistice will be followed by peace and the signing of peace followed by the removal of restrictions which have surrounded aluminum is still a question. In the meantime there is nothing to say commercially, though quotations may be said to range around 50c per pound basis.

ANTIMONY. — Antimony being essentially a war metal, any peace developments will probably mean prices will reach lower levels. This week however, there is nothing to say outside of the fact that prices are holding at around 15c per pound.

LONDON MARKETS

LONDON, Ont., Nov. 14.—A sharp advance in turpentine has featured the markets this week, and an advance of 4c per gallon is noticeable in linseed oil. Carpenters' chalk and school crayons are also higher in price.

The merchants of London express their complete confidence in the future business outlook, and are buying freely for their present needs. Sales of guns, rifles, shells, and metallic cartridges are good, and other lines that are active are ash sifters and weather strip.

Carpenters' Chalk Up; Crayons, Too

London, Ont.

CARPENTERS' CHALK, CRAYONS.—Higher prices are the order of the day on carpenters' chalk this week. Revisions have been made which provide for substantial advances, as will be noted in quotations now available as follows: White, $1.45 gross; red, $1.65 gross; blue, $1.65 gross.

School crayons have also gone to higher levels, the common white crayons being quoted at 25c per box and the white, yellow enameled, 27c per box.

Oil Heaters Active; Shovels, Scoops Steady

London, Ont.

OIL HEATERS, SHOVELS, SCOOPS—A splendid sale of oil heaters is being maintained and supplies continue ample to meet demands of the trade. Prices are firm and unchanged, the Perfection line still being quoted at following list prices: No. 525, $7.00 each; No. 530, $8.25; No. 630, $10.25, less 25 per cent.

Snow shovels are firmly held and orders have been coming along in anticipation of later needs. Prices ruling today are: Common Jap'd., $4.65; Prince or No. 20, $9.55; King or No. 40, $12.75; Moose or No. 50, $15.95. Furnace scoops are steady and rule at unchanged prices, the Socket D handle and long handle being quoted at $10.65 per dozen.

Ash Sifters Move Freely; Weather Strip

London, Ont.

ASH SIFTERS, WEATHER STRIP.—There has been an exceptionally good sale of ash sifters this season, the idea of getting all the heat possible out of the coal being firmly planted in the average householder's mind. Prices have held firmly, the Banner being unchanged at $3.45 each; the Rocker, No. 1, at $5.50 each, and common wood side at $2.50 dozen.

Weather strip is active and sales have been very satisfactory. Quotations rule at following levels: Frost King, $4.40 doz. pkgs.; Swan Hardwood, 75c set; Wood and Felt, (list), No. 60, 5c ft.; No. 61, 5c ft.; No. 61½, 7c ft.; No. 64, 10c ft, less 60 per cent.

Nails Hold Firm; Lanterns Unchanged

London, Ont.

NAILS, LANTERN.—The market on nails is firm and rules on a very steady basis. Sales are within narrow channels just now, a seasonable condition and prices unchanged, wire being quoted at $5.50 per 100 pounds, base, and cut at $5.85.

Lanterns are held without change and a fair movement to the trade is reported. The plain tin cold blast are selling at $12.50 per dozen. Lantern globes are steady in 1 dozen cases selling at $1.00 per dozen; in 3 dozen cases at 95c per dozen; in 6 dozen cases at 90c per dozen.

Putty Steady; Glass, White Lead Firm

London, Ont.

PUTTY, GLASS, WHITE LEAD IN OIL.—There has been no change recorded in putty during the week. Sales have been very fair and prices rule at following figures: Standard, 100 lb. drums, $6.75 per cwt.; 25 lbs., $7.00 per cwt.; Pure, 100 lbs., $8.75 per cwt.; 25 lbs., $9.00 per cwt.

Glass is very firm and outlook one of decided strength. Stocks are fair, but higher prices would not be surprising. Discount on single and double diamond in boxes is 25 per cent.; cut lights, 10 per cent.

Quotations on pure white lead in oil hold steadily at $17.80 per 100 lbs. in ton lots and $18.15 in smaller quantities. Pure Elephant in ton lots is quoted at $18.30 per 100 pounds, and in smaller quantities, $18.65.

Linseed Oil Goes Up 4 Cents

London, Ont.

LINSEED OIL.—An advance of four cents per gallon has been recorded in linseed oil during the week. This follows closely on the heels of a seed market, which has shown considerable strength during the past two or three weeks and has even gone up sharply since news of signing of the armistice was received. Whether this is just a flurry or not is hard to determine, but opinion is general that seed will remain fairly high and the effect on oil will be the same. Quotations to-day are: Raw, 1 to 2 bbls., $1.87 per gal.; boiled, $1.90 per gallon. Raw, 3 to 5 bbls., $1.86 per gal.; boiled, $1.90 per gal. Raw, 6 to 9 bbls., $1.84 per gal.; boiled, $1.87 per gal. Less bbls. add 10 cts. gal.

Sharp Advance in Turpentine; Up 12c

London, Ont.

TURPENTINE.—A sharp advance in turpentine has been recorded this week. This follows closely on heels of signing of the armistice early in the week and is in line with predictions made in HARDWARE AND METAL. To-day's prices show an increase of 12c per gallon and there is no indication that the peak has been reached. Prices to-day are as follows: 1 bbl. lots, $1.15 per Imp. gal.; 2 to 4 bbl. lots, $1.14 per Imp. gal.; 5 gal., $1.25 per Imp. gal.

WINNIPEG MARKETS

WINNIPEG, November 14—Prices are still moving up, this week's changes being numerous. Such staple lines as planes, stocks and dies, pipe taps, boiler taps, pipe reamers, carpet sweepers, brass butts and clothes wringers are included in the list to advance.

Business is still reported very quiet as many towns throughout Western Canada are still closed to all travellers, owing to sickness prevailing, and until the bans are lifted no rush is looked for.

Stocks and Dies, Taps, Reamers Go Upward

Winnipeg.

STOCKS AND DIES, TAPS, REAMERS.—Advances in manufacturing costs have, it is stated, been instrumental in the present advance in Butterfield's stocks and dies, screw plates, boiler taps, hand taps, pipe taps, pipe reamers and burring reamers which move up approximately 5 per cent. To-day's prices on some lines are as given below:

Blacksmiths' Stocks and Dies—No. 23A, $5.25; No. 27, $6.80; No. 34, $4.75; No. 37, $4.45; No. 37A, $4.45; No. 37B, $4.45; No. 41A, $3.40; No. 100, $20.40; No. 105, $26.15 set.

Reece's Screw Plates—No. B, $26.35; No. C, $24.75; No. CC, $24.75; No. EE, $37.80 set.

Taper Boiler Taps—½-inch, 75c; ⅝-inch, $1.00; ¾-inch, $1.40; ⅞-inch, $1.75; 1-inch, $2.35 each.

Hand Taps, Taper—Plug and Bottoming—3/16-inch, 25c; ¼-inch, 32c; 5/16-inch, 35c; ⅜-inch, 39c; 7/16-inch, 42c; ½-inch, 42c; 9/16-inch, 56c; ⅝-inch, 63c; ¾-inch, 84c.

Patch Bolt Taps—½-inch, 70c; ⅝-inch, 88c; ¾-inch, $1.19; ⅞-inch, $1.58; 1-inch, $1,96 each.

Pipe Taps—⅛-inch, 43c; ¼-inch, 52c; ⅜-inch, 68c; ½-inch, 86c; ¾-inch, $1.20; 1-inch, $1.88; 1¼-inch, $2.25; 1½-inch, $2.95; 2-inch, $4.50 each.

Burring Reamers—No. 5, $3.60; No. 33, $1.35 each.

Pipe Reamers—⅛-inch, 43c; ¼-inch, 52c; ⅜-inch, 68c; ½-inch, 86c; ¾-inch, $1.20; 1-inch, $1 88; 1¼-inch, $2.25; 1½-inch, $2.95; 2-inch, $4.50 each.

Tap and Reamer Wrenches—No. 10, $3.30 each.

Tubular Rivets Go Higher

Winnipeg.

TUBULAR RIVETS.—A further revision is recorded during the week covering prices on tubular rivets which again move up in price. To-day's selling prices are as follows: 100 in a carton, 4-16 inch, $1.75; 6-16 inch, $1 85; 8-16 inch, $2.15; 10-16 inch, $2.45; 12-16 inch, $3.00 per 1,000. Tubular rivets assorted, ¼ to ⅝ inch. $1.00 per carton. Clinch rivets, assorted, No. B9, $1.35 per carton.

New Prices Out on Sweepers

Winnipeg.

CARPET SWEEPERS. — The Bissell carpet sweepers have just been revised, new prices representing a further increase. This it is intimated is in a large measure due to increased manufacturing costs along with scarcity of

raw materials. The new resale prices established on a few of the more familiar lines are given here: Carpet sweepers, Grand Rapids, japanned, $3.75 each; nickeled, $4.25; Vacuum sweepers, Superba, $10.75 each.

Higher Prices Reached on Planes

Winnipeg.

PLANES—New prices are now effective on Stanley planes. This advance was predicted by HARDWARE AND METAL in a recent issue. Increases just announced show an increase of from 5 to 7½ per cent. over former quotations, making to-day's prices as follows:

No. 3-3C, $3.85 each; No. 4-4C, $4.20; No. 4½-4½C, $4.80; No. 5-5C, $4.80; No. 6-6C, $6.20; No. 7-7C, $7.05; No. 24, $2.50; No. 35, $3.25; No. 26, $2.85; No. 27, $3.25; No. 27½, $3.30; No. 28, $3.60; No. 31, $3.90; No. 32, $4.15; No. 603-603C, $4.35; No. 604-604C, $4.70; No. 605-605C, $5.40; No. 606-606C, $6.80; No. 607-607C, $7.85; No. 99½, $1.95; No. 16, $2.20; No. 18, $2.45; No. 131, $2.40; No. 75, 62c; No. 140, $2.60; No. 113, $5.90; No. 50, $8.95; No. 444, $12.82; No. 55, $26.90; No. 45, $13.10; No. 71, $4.23; No. 78, $3.20; No. 190, $2.50; No. 191, $2.50; No. 192, $2.50.

Stanley Plane Irons, single—2-inch, 55c; 2⅛-inch, 61c; 2¼-inch, 63c; 2⅜-inch, 65c; 2⅝-inch, 70c each.

Stanley Block Planes—No. 101, 37c; No. 103, $1.00; No. 110, $1.00; No. 130, $1.46; No. 220, $1.46; No. 102, 71c each.

Monty Wood Planes—No. 4, $1.18; No. 16, $1.40; No. 18, $1.53; No. 24, $2.05; No. 40, $2.45 each.

Five Per Cent. Advance in Clothes Wringers

Winnipeg.

CLOTHES WRINGERS.—Advancing prices in raw materials entering into the manufacture of wringers has it is said again been the means of further advances of approximately 5 per cent. over former prices. New selling prices now effective are given herewith: Universal, $39.75 dozen; Royal Canadian, $57.95; Crest, $55.25; Eze, $62.55; Emperor, $105.90; Signet, $60 50; Eureka, $49.00; Reliance, $73 70

Brass Butts Register Advance

Winnipeg.

BRASS BUTTS.—Prices on narrow, middle and broad brass butts which have shown very little change during the past few years have advanced during the week and are now quoted at the following figures:

Brass Butts—	Per Dozen Pairs.		
Inch.	Narrow.	Middle.	Broad.
1	.48	....	....
1¼	.69	....	.81
1½	.78	.90	$1.02
1¾	$1.02	$1.14	1.26
2	1.20	1.38	1.56
2¼	....	1.95	2.25
2½	2.10	2.55	3.00

Fibre Ware Goes Up Ten Per Cent.

Winnipeg.

FIBRE WARE.—Fibre ware which has been steadily increasing during the past year, has again been revised showing an increase of about 10 per cent. Tubs and pails are the lines affected and are now selling at the following figures: Fibre tubs, No. 3, $15.95; No. 2, $18.80; No. 1, $22.65; No. 0, $26.40 dozen. Nests of tubs, Nos. 1, 2, 3, $4.90 per nest. Fibre pails, No. 1, $5.75 dozen.

Linseed Oil Steady, Turpentine Holds

Winnipeg.

LINSEED OIL, TURPENTINE—Linseed oil prices show no change during the week, despite the fluctuation in the price of flax seed which has gained heavily during the week. Prices now ruling are herewith confirmed as follows: Raw linseed oil, $2.20 gal.; Boiled linseed oil, $2.23 gal., single barrel lots.

Turpentine prices are reported to be holding very firm on the local market, stocks it is intimated being well below normal. To-day's ruling prices are confirmed as follows: Barrel lots, $1.15 gal.; ½ barrel lots, $1.18 gal.; 5 gal. lots, $1.20 gal.; 1 gal. lots, $1.20 gal., plus the usual extras for coneainers.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Nov. 14.—Pig iron production in October fell off about 1.3 per cent. from the September rate and steel ingot production about 3.2 per cent. This is contrary to precedent, as October, with its favorable weather conditions, usually shows exceptionally heavy production rate. This year there were two special factors. In the first place September production was very heavy, showing a sharp gain over the August rate, while in the second place the influenza epidemic very considerably reduced working forces at blast furnaces and steel mills. The production of coke was materially reduced, but it appears that the blast furnaces suffered from depletion of working forces more than from shortage of coke.

The production of steel ingots in October was at the rate of about 45,250,000 gross tons a year, and that is in itself a favorable showing, comparing with actual outputs of about 43,700,000 tons in 1917 and 41,400,000 tons in 1916. Productive capacity, with all conditions favorable, is fully 47,000,000 tons a year, perhaps more, but in these war times conditions have not all been favorable. There has been some shortage of labor, and in a few cases inefficiency of labor, while there has been a shortage of good grades of scrap. The total tonnage of scrap has been fairly large, but it has run to the lighter grades, really standard heavy melting steel being in poor supply.

Cancellations of War Contracts

It goes without saying that the cessation of hostilities means a great decrease in the total amount of steel required for war and near-war purposes, and many contracts have to be canceled. Already there has been worked out a definite plan for such cancellations as may be necessary, to cover the case of contracts that do not carry their own cancellation terms, and the majority of contracts do not. The government will accept and pay for all material finished at the time of the cancellation, and will also buy all material in process, at prices including a pro rata of profit. The term material in process will be interpreted liberally, to include material secured for the purpose of filling the contract, even though no actual work has been done on it. This plan has been submitted to leading holders of contracts and meets their approval. The Government having purchased material of various sorts will be in position to sell it at the best price obtainable, as values will run under the new conditions, and in most cases the material will no doubt be sold back to the contractor. The government has established a board of military men to hear and adjust complaints under these contract cancellations, so as to avoid what would otherwise be tedious delays in adjustment.

The first cancellations will doubtless be of contracts for shell steel for the Allies, the next of contracts for shell steel for the government. At all times there is a large quantity of shell steel in transit and in process of manufacture, and even the instant cessation of all rolling of shell steel would allow for a large supply of shells for emergencies during the period between the cessation of hostilities and the final assurance of absolute peace.

Ship Steel

The Shipping Board continues working out its policy of retrenchment, but this is retrenchment in expenditures, the introduction of economies, rather than any material reduction in the quantity of ships to be built. Relations with inefficient yards will be discontinued, and various contemplated shipyard extensions have been abandoned. The program to build 15,000,000 tons deadweight of vessels, of which about 2,500,000 tons has been completed, is left intact.

To the steel trade, especially as regards conditions during the next few months, the important item is a decision not yet officially announced, but quite well known in the steel circles immediately involved. That is, to reduce the weekly quota of ship plates called for to an amount not exceeding the quantity of plates that is at the same time actually passing into vessel hulls. This will effect a reduction in weekly deliveries of plates of from 30 to 50 per cent. For several months past the plate mills have been held to a schedule of 50,000 net tons weekly of plates for account of the Fleet Corporation. This would cover approximately 700,000 tons deadweight of steel shipbuilding per month. The actual average of steel hull launchings in the past few months has only been be-

tween 300,000 and 400,000 tons. As a consequence, plates have accumulated. There must be a large tonnage in transit and in course of fabrication, but the accumulation apart from that is now understood to be about a million tons. When it was important, regardless of expense, to complete every vessel possible, it was right to have a surplus at every point along the line, even though shortage in some particular retarded the use of the material or facilities. Thus the "bottle neck" for months past has been the supply of engines, boilers and other appurtenances. Now, when money must not be spent so lavishly, these extreme factors of safety are not desirable. Hence plate deliveries are shortly to be curtailed, so that there will be no further accumulation, and the present accumulation may even be reduced. The reduction, however, will only be temporary, as Director General of Shipbuilding Schwab has just stated that the present objective is 700,000 tons deadweight of vessels per month, and this rate is expected to be reached next Spring. That rate, or even a greater rate, will be continued for a long time when once it is attained. The rate would require about 50,000 net tons of plates a week, the quota recently in force, so that the former rate of deliveries is eventually to be restored. Meanwhile, there will be more plates for other purposes. Foreign buyers are keen to secure plates and there are indications that they are ready to pay very high prices, above the present Government limits. It appears even that some such purchases have been made. Plates in the domestic market, on the other hand, are expected to rule at less than the present level.

Price Control

The War Industries Board is making progress in its plans for continuing control of industry after the war. Its life is assured to the President's proclamation of peace, which will necessarily be months hence, but legislation is to be sought covering a further period of six months. This plan meets with general approval among iron and steel manufacturers, who expect that without such control there would be a period of light demand, while the market finds itself for extended period of prosperity that nearly all expect to follow the war. In that period the market would presumably slump to a level far below that subsequently to be established, and this would cause disorganization.

There are some iron and steel manufacturers, however, who apparently would prefer the slump. Doubtless their idea is that there is so much to be done by way of reducing costs that a period of slackness would be useful in helping this cost readjustment. They are thinking of wage rates among other items, but it is really doubtful whether wages can be reduced much, if at all. A couple of years or so ago the trade was almost a unit in expecting, and desiring, a general "shake-out" after the war, to get costs down, believing this to be imperatively necessary, but a great many have changed their minds meanwhile, and expect wages, commodity prices and practically everything to continue on a much higher level after the war than obtained before, probably for years afterwards and perhaps for an indefinite time.

Liquid Fuel May Be Produced in England

The question of the production of fuel oil from home sources has been investigated by a British Committee appointed by the Minister of Munitions, and under the chairmanship of the Marquis of Crewe. The report states that the best method is the carbonization of cannel coal in existing vertical retorts at gas works, although no very largely increased quantity of oil can be obtained from this source during the war owing to difficulties of labor, coal transport, etc. The Petroleum Research Department has recommended the erection of batteries of a form of low temperature retort for the carbonization of cannel coal, but an experimental investigation of low temperature processes by the Ministry has proved that the suggestion was impracticable on the grounds of expense, shortage of labor, time involved, and the fact that the mineral is not available in the quantities which the first investigations indicated. The Committee indicates other sources of supply as available in the future. These sources include boring for oil in Great Britain, the further development of the Scottish shale oil industry, and the increased carbonization of raw coal. In this latter connection the report states that some 1,250,000 tons of fuel oil might be obtained from every 20,000,000 tons of coal carbonized.



In the period of reconstruction which must come in Canada. The tool department will again be a busy place. This shows an attractive corner in a hardware store featuring mechanic's tools.

WEEKLY PAINT DEPARTMENT

What Does Peace Mean to Paint Trade?

Indications Are That There Will Be No Big Drop in Prices, But a Very Gradual Readjustment—Revival in Building Trade and Commencement of Work Held Up by the War Should Mean Steady Business

WHAT does the coming of peace mean to the paint dealer? This is a question now that is a live one throughout the trade as it may mean a big profit or a big loss in the next twelve months. Will there be an immediate drop in prices? Will there be a general reaction in trade due to readjustment in general business and financial conditions? Is it wise to buy now or to hold off buying until a better idea can be obtained of what may develop?

In the paint business as in most other lines the difficulty has been in the past two years not to sell the goods, but to get the goods to sell. Some dealers this fall have, owing to late deliveries, quite a lot of last spring's stock still on their shelves. A few still have portions of old stocks bought at lower prices on hand. Still others have been buying closely with a view of taking care only of their immediate needs. This is especially true of those dealers located close to manufacturers.

WHAT MAY HAPPEN

It is perfectly good business for any dealer to hold off buying if there is any real foundation for expecting lower prices. Interviews with leading manufacturers which have appeared in HARDWARE AND METAL from time to time would not appear to indicate however, that there is any chance of the bottom dropping out of prices. For one thing materials are too scarce. Now peace is here there will be a wild scramble for materials of all kinds. There will be a dearth of ships for some time and that will not help the situation. It would seem that while prices are likely to come down eventually, the process as far as paints are concerned will be a gradual one. Just what peace will bring no one can tell. One man's guess is as good as another's. There seems little question as far as Canada is concerned that business will be good. The world will need supplies of all kinds and Canada has them. This should mean big development and steadily growing business.

A WISE COURSE

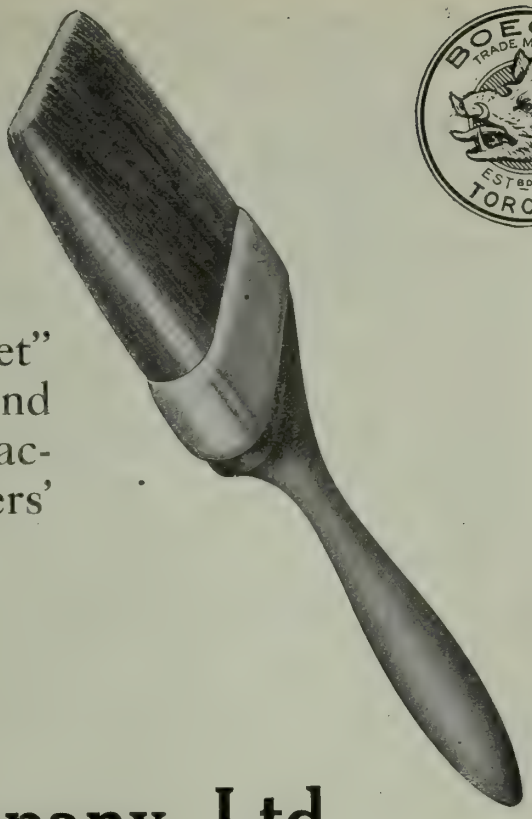
No one can blame any merchant for not wanting to be overstocked with goods purchased at high prices. Such a course would neither be wise from a business standpoint nor from a financial view. As far as the paint trade is concerned, however, there seems little question that most dealers are not overstocked. They have taken advantage of the general shortage to unload any dead stock that they had and turn it into money. They have not placed big orders in replenishing their stocks and they have been forced by the general move toward standardization to eliminate many lines they generally carried. This is generally regarded as a move in the right direction and will make for better business in the future. It has shown the dealers and manufacturers that there was no need for making so many lines that were not necessary to meet trade requirements. This and the unloading of dead stocks has put the paint trade on a firmer basis.

LITTLE TO BE GAINED

It would seem then that there is little to be gained by holding off buying. Many of the best firms are adopting the policy of getting the goods they will need for their trade. They are not speculating and not buying anything they will not need, but they are not looking for any drop in prices immediately.

As far as trade in general is concerned, the outlook for the paint business of the future is good. There are indications that a large amount of building will go forward as soon as the help can be secured. Millions of dollars worth of work has been held over by railways and other large corporations because of the war and much of this will be undertaken as soon as possible. From the standpoint of the private individual, the farmer and the citizen, there is no question that a great deal of much needed painting has been held over. From now on this will be done and will create a steady demand for material.

A Canadian Brush Sold and Used All Over Canada!



Boeckh "Steel Grip Rubber Set" Brushes are built to serve and last—to give absolute satisfaction and hold your customers' trade.

There's an all-Canadian Boeckh Brush to suit every purpose for which a brush is used in Canadian industry.

The Boeckh Company, Ltd.

TORONTO, ONTARIO

Victory Comes High, But We Must Have It!

THIS is no time to count the cost of Victory—when hundreds of thousands of our own Canadian boys are charging, full speed ahead, with the Huns on the run.

This is no time for loyal Canadians to stop and consider the terrible price, in blood and tears, this war has already cost the world.

When the word goes forth over there to CHARGE, every man is on his toes—straining every muscle—eyes front—head up—bayonet fixed—to sweep the German hordes back out of Belgium—out of France—back, ever back—until they throw up their hands with "Kamerad! Kamerad" on their cowardly lips.

Here, in Canada, when the word goes forth to "LEND," let us all be worthy of the gallant boys who have given up home, and comfort, and even life itself for the cause of Victory.

We, at home must furnish the funds that will keep the victorious Canadian troops supplied with food and clothing—with guns and ammunition—with tanks and shell and airplanes.

Victory is within our grasp. Continue the great offensive and the War will be won.

Every dollar you have, or can borrow, is needed to bring back the boys VICTORIOUS.

Canada needs your money, but Canada is willing to pay for the use of it.

Every dollar invested in Victory Bonds will be returned to you with interest.

BUY VICTORY BONDS

This space donated to the Victory Loan 1918 Campaign by

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WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Nov. 14.—Paint market changes this week are confined to a stiffening in the price of turpentine. This is very scarce and the various jobbers have little to offer—some have none at all.

Linseed oil is quite unchanged and supplies are light. The delivery of seed has not been good and general opinion seems to indicate that there will be little improvement in the near future. One paint man stated that present prices were altogether too low. Transportation is still, and will continue to be the big problem. Putty, white lead in oil, and mixed paints are steady and unchanged.

Linseed Oil Steady; Has Greater Spread

Montreal.

LINSEED OIL.—A greater spread is made this week for linseed oil, but the market has held with very little change of any kind. Seed is scarce and this situation is not expected to improve immediately. The supplies coming forward from the West are limited and even at the quotations of to-day some feel that the product should bring more money, the margin being small.

Linseed Oil—	Raw Imp. gal.	Boiled Imp. gal.
1 to 2 barrels ..	$1 75-$1 84	$1 77½-$1 87
5 to 9 barels ..	1 74-	1 76½-
10 to 25 barrels .	1 73-	1 75½-

Add 10c per gallon in smaller quantities.

Turpentine at $1.02; With Light Stocks

Montreal.

TURPENTINE.—At $1.02 per gallon, prices are higher than those of last week by four cents. Even at this some have none to offer, one jobber reporting that he had withdrawn from the market for the present entirely. There is no immediate prospect of improvement here and for what turpentine there is, little trouble is experienced in finding buyers at full prices.

Turpentine.	Per Imp. Gal.	
1 to 4 barrels	$1 02	$1 12
5 barrels and over	....	....
Small lots	1 05	1 17

(Packages extra)

Putty Very Steady; Will Rule So

Montreal.

PUTTY.—For the next two or three weeks at least putty is expected to rule on present basis. There is a steady and firm undertone, the demand is active, and whiting none too plentiful. Under the present arrangement, prices are expected to rule until the end of this month, at least.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

White Lead in Oil Sells Steadily

Montreal.

WHITE LEAD IN OIL.—The position of white lead in oil is steady and the same is moving on the usual seasonable basis. No change is anticipated at this time and the supply, while not short altogether, has been none too large for some weeks. Immediate requirements are going forward now on the basis of $17 per 100 lbs. for five ton lots; $17.50 per 100 lbs. for ton lots and for smaller quantities, $17.85.

Orders Mixed Paint Are Satisfactory

Montreal.

MIXED PAINT.—Orders have been coming to hand very well, and in a steady manner. The trade has indicated its willingness to buy on the basis of anticipated needs, and the undertone is steady. Present business is, of course, not heavy, but a fair seasonable volume of trade has been reported.

TORONTO

TORONTO, Nov. 14.—Turpentine has advanced 12c per gallon and there seems to be no indication that the peak has yet been reached. Linseed oil has advanced 4c per gallon and just which way the market will swing seems uncertain. The feeling prevails that seed will remain high for some little time. Orders continue to come along quite well for mixed paint and at present there is no indication of any recession in any line. Glass is very firm and outlook one of decided strength.

Linseed Oil Goes Up 4c

Toronto.

LINSEED OIL.—An advance of from four to five cents per gallon has been recorded this week. This is a direct result of the strengthening seed market during the past couple of weeks, accentuated this week apparently by the signing of the armistice. Flax seed did anything but break on news that hostilities had ceased; the effect was the reverse, but whether this is just a flurry or brought about by conditions unseen at this time is just a question. The epidemic of influenza throughout the Northwest has been very serious, many towns being closed to outside traffic, and whether this has curtailed harvesting of the crop is just a possibility. The feeling prevails that higher prices will come before lower are effective. Range of quotations to-day are as follows:

Linseed Oil—	Raw Imp. gal.
1 to 2 barrels, gal.	$1.82-$1.87-$1.92
3 to 5 barrels, gal.	1.81- 1.86- 1.91
	Boiled Imp. gal.
1 to 2 barrels, gal.	$1.84½-$1.90-$1.95
3 to 5 barrels, gal.	1.83½- 1.89- 1.94

Add 10c gallon in smaller quantities.

Turpentine Jumps Up 12c Gallon

Toronto.

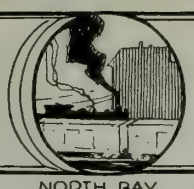
TURPENTINE.—One of the sharpest advances yet made in turpentine is that recorded this week. Prices have advanced 12c per gallon with every indication that even higher levels would be recorded. This is one of the first lines to be affected by news of the signing of the armistice and is in line with information given out in HARDWARE AND METAL for some weeks past. United States Government reports now out show that production, which has been very light this year, is really no more than what is required by users in the United States. It is further reported that next year's production cannot be any larger, if as large. With the demands which will be forthcoming from overseas it is not hard to determine how prices will go, and it would seem that users face a situation that has a very serious side to it. Range of quotations to-day follows with indications that lowest price shown will be revised upward before Saturday.

Turpentine—	Imp. gal.
1 barrel (barrel included)	$1.10-$1.15
2 to 4 barrels (barrels included)	1.09- 1.14
5 gallon lots	1.20- 1.25























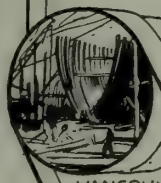


















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These technical experts are not merely salesmen, *they know belting* and its requirements thoroughly and their services are at your command, without charge, whether you are a customer or not.

Put your problems up to the Dominion Rubber System experts—*place your belting equipment in their care—they will shoulder the responsibility* for giving efficient service in all your belting, no matter what it is used for.

They are able to "speed up" your production—reduce your manufacturing or belting costs or eliminate unnecessary delays and "shut-downs."

The Dominion Rubber System is not only the largest but the oldest organization of its kind in Canada and has specialized in belting for more than fifty years—its entire facilities and Dominion Wide Service are at your command.

If you are in trouble or in doubt about a belt, 'phone, wire or write our nearest branch and *let us prove that our Belting Service means more than just selling belts.*

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If interested tear out this page and place with letters to be answered.

Orders Coming For Mixed Paint

Toronto.

MIXED PAINT.—Orders continue to come along quite well from retailers. Already it is indicated that aggressive selling campaign is being outlined by many merchants to further the use of paint and the question of price is not one which enters into their campaign so prominently as with others. Manufacturers are working on high-priced materials and replacement of many lines is a matter of months, so it is felt that no recession from present values is likely for a considerable period. The conclusion of the armistice does not mean that supplies of raw materials are automatically available for use—the question of securing these must be taken into consideration and that probably means months.

Firm Position Holds in White Lead

Toronto.

WHITE LEAD IN OIL.—There has been no tendency shown towards a break from present values and indications are that the market will hold pretty steadily. It is possible that before many months has elapsed that corroders will be in a position to secure lead much more liberally than during the past year; this should help materially. In the meantime prices hold steadily, pure white lead in oil selling at $17.80 per 100 pounds in ton lots, and $18.15 in smaller quantities.

Glass Strong; Putty Unchanged

Toronto.

GLASS, PUTTY.—The glass situation remains one of strength. There is nothing to indicate that declines may be looked for, rather is the reverse the case. The demand has been rather light and stocks, though not generally heavy, have been sufficient for requirements. Discounts are unchanged but indications point to a revision upward.

Putty is without change this week, the demand being only fair and prices steadily maintained.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

MUST CONSERVE TIN

The urgent need of conserving tin was emphasized at Milwaukee at a meeting of the American Institute of Mining Engineers when representatives of the Government and many of the country's largest firms conferred. Advice was given to substitute other metals for tin whenever possible.

Fine Chance for Canadians to do Big Export Trade With Japan

"THERE is a fine opening for Canadian firms to capture trade in Japan," said Rev. Dr. D. R. McKenzie, of Tokio, Japan, to HARDWARE AND METAL. Rev. Dr. McKenzie has been working in Japan for thirty years and knows the situation thoroughly. He is home on furlough until next March.

"From the standpoint of trade the Germans were insane to start the present war," he said. "They were gaining ground so rapidly all through the Far East that it was only a question of a short time when they would have dominated. They made rapid progress in cornering the trade because they adapted themselves to meet the needs of the people. The old established British houses were too conservative. They would not change their styles of goods for instance. Lines which they had been making for years to meet the requirements of certain conditions in England or some other market were not always suitable for trade in Japan or China. There was no question about the quality of the goods, but the Germans same along and would make lighter, cheaper styles than appealed to the people. The British merchants refused to change and as a result they were losing ground. The Germans had an immense business in the East, and as it is gone perhaps for ever, for many, many years for certain, that trade is going to go to people who go after it. Canada has as good a chance as anyone and should do a big business with Japan owing to the steamship connections she has. The United States will be Canada's great competitor, and is already busy with plans for securing a lot of after the war trade. The British firms are also busy.

The Japanese themselves are extremely ambitious to develop their home manufactures and their export trade. At the present time seventy-five per cent. of the people are farmers, but they are getting more and more into commercial life. Many big changes are being made in Japan and more of the Western spirit is being absorbed. It is not so long ago that business men and those engaged in manufacturing were regarded from a social standpoint as only one degree above outcasts This resulted in the men engaged in business always wanting to get revenge upon the upper classes for the insults they received. It made the business men not always scrupulously honest, and inclined to sharp practice. This spirit is being eliminated, and being engaged in business is now regarded as a more honorable occupation. The Japanese are ambitious for the future. They want to trade with other nations. One of their greatest troubles has come from their inexperience. Take. for instance. hardware. They try to copy the British or American goods. As far as looks go, some of their lines of cutlery, for instance, are a fair imitation. The test comes though when the goods are put into use. A Japanese pocket knife that was used once had the edge turned. The Japanese started making bicycles. One of the first, and worst, mistakes they made was in the bearings. The steel balls were all too soft and trouble resulted. The Japs, however, are learning all the time. They are trying now to engage in the manufacture of autos. They are having the same trouble here as in other lines. Their lack of experience results in goods being produced that will not always stand up to the tests. But they are learning and improving."

Rev. Dr. McKenzie was asked regarding Japan's attitude for the future in regard to making war.

"The Japs," he said, "are a peace loving people. They fought China and Russia because they were forced into it. They will not make war without great provocation. They are not looking for trouble. The Yellow Peril one hears so much about in the United States is, as far as Japan is concerned, a myth. The Japs want to be at peace with their neighbors. They have the very highest respect and esteem for the British, and this feeling is enhanced if anything by the present war. They want to develop their trade with Canada and other British colonies, and will be inclined, everything else being equal, to perhaps show a preference for anything from Britain or her colonies. Now is the time for Canadian firms to get busy and lay the foundation for after the war business."

METAL SCARCE IN GERMANY

Just how badly off the Huns are for metal may be gathered from the fact that the Metal-collecting Office at Berlin has drawn up a list of the monuments to be melted down in Frankfort-on-the-Main. They include the manument to Sommering, the inventor of the electrical telegraph, the War Monument of 1870-71, and the Bismarck and Heine monuments. The Frankfort municipal authorities have asked for the exemption of the last two.

Too Late For Classification

HARDWARE TRAVELLER RECENTLY DISCharged from Canadian Forces desires position at once or beginning of new year, with wholesale hardware, manufacturer or paint firm. Previous to enlisting represented wholesale hardware in Western Canada for six years. First-class references. Box 122, Hardware and Metal.

5 DOZ. REED'S B. LANTERN BURNERS, $1.50 doz.; 100 doz. Banner A. Lamp Burners, Job, 70c doz.; ½ doz. Conductor's Lantern, Job, $7.00 doz.; 1 lb. Asst. Size Clean Mica, $9.75 lb.; 25 doz. No. 0 Lantern, Job, $4.75 doz.; 2 gro. Wire Frame Goggles (tin box), $7.75 gro. Samples on request. Box 121, Hardware and Metal.

Chief Canadian Trade Commissioner in Russia requires Industrial Number of The Financial Post for Reference

Ottawa, Nov. 9th, 1918.

To the Publisher,
THE FINANCIAL POST,
Toronto.

Dear Sir:

Will you please send me by return of post, a copy of your Annual Industrial Number, of last week, Nov. 2nd, as I would like to have it by me for reference purposes in Siberia. I enclose 15 cents (stamps) for the cost.

Yours faithfully,
C. F. JUST,
Chief Canadian Trade Commissioner in Russia

For reference purposes in connection with all matters of Canadian Industrial growth and Trade Expansion at this important epoch,

The Annual Industrial and Reconstruction Issue of The Financial Post

is invaluable. It contains the very latest views of experienced business men, and industrial leaders on the Outlook for Canadian Industry and Business, and the needs of the hour, and of the days ahead.

Send for a copy, but send quickly, for a large edition is becoming rapidly exhausted. You can have THE POST every week from now till January, 1920, for $3.00, and copies of the Industrial Number are being specially reserved for those ordering subscription on this form:

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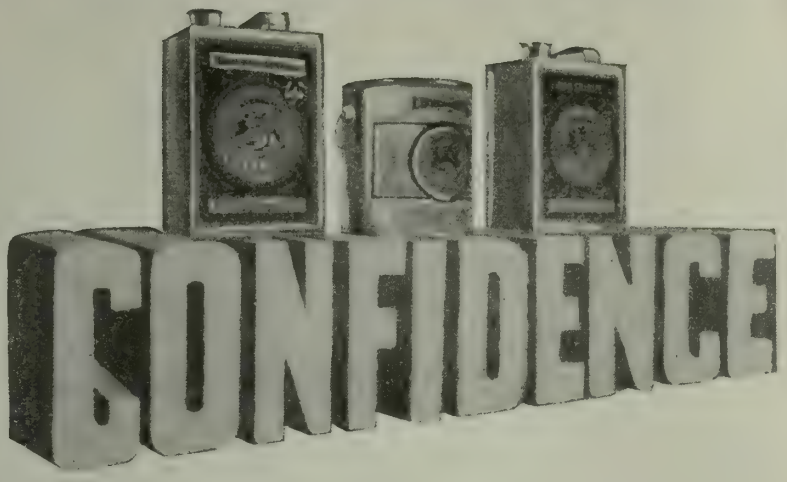
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CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box) $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz	12 50	13 20
No. 3, doz	13 50	14 20
No. 4, doz	14 50	15 25

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to $1.15 a lb.

BARS, CLOTHES

No. 4, dozen	$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb. $1.70-$1.90
Cut Lace Leather, lb. $2.00-$2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb	$ 4 00
No. 2 x 50, lb	5 00
No. 3 x 60, lb	7 50
No. 4 x 100 lb	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net lists.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 12-14c
F.O.B. Montreal, London, Toronto

BRASS

Spring sheets, 24 gauge and heavier, base $0 44
Rods, base ½ to 1 in., round 0 41
Tubing, seamless, base 53-50
Tubing, iron pipe size, base ¾ in. and up to 3 in. 45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in. 0 57
F.O.B. Montreal and Toronto

BOILERS (Range)

30-gal., extra heavy $14.50-$17
30-gal. Standard 14 00

BOARDS (Wash), Zinc

	List Doz.
Pony	$2 25
Improved Globe	4 90
Neptune	4 90
Standard Globe	4 90
Original Globe	5 40
Jubilee	5 50
Newmarket King	5 50
Western King (enamel)	7 00
Beaver (brass)	7 00

List plus 5%. F.O.B. Newmarket.
F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	Fire Proof Coil Mont'l	Fire Proof Coil Tor'to	Welded B.B. Mont'l	Welded B.B. Tor'to
3-16 in.	$22.75	$17.00	$.....	$.....
¼ in.	16.75	14.50	21.75	23.70
5-16 in.	14.15	12.50	19.00	18.35
⅜ in.	13.00	11.50	15.90	14.00
7-16 in.	12.75	11.30	15.65	13.80
½ in.	12.50	11.15	15.50	13.65
5/8 in.	12.35	10.95	15.25	13.45
¾ in.	12.25	10.70	15.10	13.20
⅞ in.	12.05	10.60	15.00	13.10
1 in.	11.90	10.50	14.85	13.00

	Electric Welded B.B.	Electric Welded B.B.B.
3-16 in.	$18.00	$19.00
¼ in.	14.95	16.00
5-16 in.	12.55	13.50
⅜ in.	11.35	12.25
7-16 in.	11.10	12.00
½ in.	10.95	11.80
5/8 in.	10.70	11.55
¾ in.	10.40	11.25

Montreal and Toronto

	American Proof Coil Chain B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
5/8 in.	12.25	.....

Electric Welded B.B.B.—Chain. ¼ in., $13.75; 5-16 in., $12; F.o.b Toronto.

Cow ties, 5, 10%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl. $2.80-$2.95 in car lots; $3.40-$3.50 bbl. in small lots Paris plaster, five-barrel, lots $4.00; single barrel, $4.50; F.O.B. Toronto.

CHURNS

List price hand churns—No. 0 $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. Wood Drills, 37½%.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.
St. John, N.B., 20%.

CHOPPERS, FOOD Universal (doz.)

No. 0	$19 25
No. 1	23 30
No. 2	28 35
No. 3	36 45

F.O.B. Montreal, Toronto.

Russwin—

No. 0	$19 20
No. 1	23 40
No. 2	28 20
No. 3	36 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$7 80
17—7-strand, 50 ft. lengths	8 00
18—6-strand, 100 ft. lengths	5 40
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER .. ... Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.	$43 50	$43 00
Plain sheets, base, 16 oz. and heavier	48 00	50 00
Copper sheet, tinned, 14x60 in., 14 oz.	49 00	.....
Copper sheet, planished, base 16 oz. and heavier	58 00	50 00
Braziers' in. sheets, 6x4 base	46 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets	$11 75 $ 9 50
Do., 60 sheets	9 65

	Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	.....
IX, 20x28 base (nominal)	...
IXX, 20x28 base (nominal)	..
IXXX, 20x28 base (nominal)	

F.O.B. Toronto

Raven and Murex Grades—

IC, 20x28 base, 112 sheets	..
IX, 20x28 base, 112 sheets	..
IXX, 20x28 base, 56 sheets	..
IXXX, 20x28 base, 56 sheets (Nominal)	

f.o.b. Montreal.

TERNE PLATES

I. C. 20x28, 112 sheets $30 00

F.O.B. Toronto.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheets $28 00

F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.

Goods Well Displayed Are Half Sold

Every Hardwareman who sells

BABBITT METALS

May have a handsome Show Stand FREE

Write us for particulars



We Manufacture

Babbitt
Solder
Lead Pipe
Sheet Lead

and we have large stocks of

Ingot Metals

Write our nearest Branch for prices.

THE CANADA METAL CO., LIMITED
HEAD OFFICE - TORONTO

BRANCH FACTORIES:
HAMILTON 34 Jackson St. E. MONTREAL 50 Brennan St. WINNIPEG 301 Chambers St. VANCOUVER 1428 Granville St.



TIME SAVED

in knowing, not experimenting, is Money earned.

Our "Warranted Pure"

LINSEED OIL

is the last word in Reliability.

The Canada Linseed Oil Mills, Limited

MONTREAL and TORONTO

If interested tear out this page and place with letters to be answered.

DOORS,

See Screen Doors.
F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	25-27½%
Black Diamond	25-27½%
Delta Files	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 15-20%; cast bushings, 15-18%; unions, 30%; plugs, 10-15% off list. Net prices: Class B, black, 27-28c lb.; Class C, black, 18-19c lb.; galvanized, Class B, 37-39c lb.; Class C, 27-28c lb.
Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36.
F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz. pairs.	Tee Doz. pairs.
4-inch	$2 70	$2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 25%.

F.o.b. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $10 50 11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller Less 20c
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heav yiron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Fetherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight(front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2, and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	$23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2.30-2.40
Mrs. Potts, handles, japanned, doz.	1.50-1.65
Sad irons, common, plain, 3, 4, and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders Per ft.

Crescent	0 19
Household	0 19
Standard, 4-12 ft.	0 21
Electrician	0 30
Heavy duty	0 47
Extension	0 35
Perfect, 6 to 10 ft. only	$0 31
Hercules, 4 to 10 ft.	0 33
Hercules, 12 to 14 ft.	0 28
Faultless, 4 to 10 ft. only	0 29
Ontario, 4 to 10 ft. only	0 26
Shelf Lock, 4 to 8 ft. only	21

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Extension Ladders Per ft.

Up to 32 ft.	0 23
36 to 40 ft.	0 26

F.O.B. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	7 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.z; 6 dozz. cases, 90c doz.

Cold blast, genuine ruby $4.75

F.o.b. Toronto, London, Hamilton, and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$1 90-$2 05
Steel Thumb, No. 3	2 50- 2 75
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	$10 00
Dowswell	10 00
Noiseless	15 50
Hamilton	12 00
Ottawa	10 50
Peerless	10 50
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	107 00
Seafoam, engine drive	49 00
New Idea, electric	134 00
Sunshine	9 50
Popular, No. 1	10 50
Popular No. 2	10 00
Economic	12 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	50 50
Do., do., electric	108 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	55 50
Perfection, engine drive	15 50
Gem	16 50
Winner, plain	13 50
Connor Improved	19 00
Jubilee	9 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 25
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, doz.	$38 10 39 60
No. 8, doz.	46 40 48 60

MOPS

O-Cedar, doz, net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 00 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	6 90

F.o.b. Montreal, Toronto, Hamilton. London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1¼ inch	1	3¼ inch	10c
1½ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.50 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.55 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $5.62½.

Sault Ste. Marie, Port Arthur, Fort illiam, $5.55 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.85 base; Toronto, $5.85 base; London, $5.85; Hamilton, $5.85; no equalization of freights.

Roofing Nails—American, large head, keg, $9.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%.



Increased Turnover

and

Complete Satisfaction

are assured the Dealer Agent who stocks

MARTIN-SENOUR
PAINTS AND VARNISHES

Made in Canada—Sold on Merit

MARTIN-SENOUR Paints and Varnishes are the easiest and most profitable to sell because of their unsurpassed quality—because our message of quality and service reaches and is read by nearly every possible user in Canada, through the mediums of largely circulated daily and weekly press, magazines, farm and religious journals, etc.—because our sales help and co-operation consists of most effective features of interior and exterior displays, mailing campaigns, follow-up systems, and direct help of salesmen.

Satisfied customers are your best sales promoters.

It will pay you to get full particulars re our exclusive agency proposition. Write us now.



The MARTIN-SENOUR Co.

LIMITED

PRODUCERS OF PAINTS AND VARNISHES

MONTREAL

WINNIPEG TORONTO HALIFAX



If interested tear out this page and place with letters to be answered.

"M.R.M." BRAND

No.	Net Lengths	Price List Per box of 25 lbs
3	1⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch...	10 50	36 inch...	$15 00
30 inch...	12 75		

½ inch mesh and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	$10 00- 10 50

F.o.b. Montreal, Toronto

OILS	Montreal	Toronto
Royalite, gal.	0 19½	0 18½
Palacine, gal.	0 22½	021½
Gasoline, net, gal.	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 18½
Black oil (Winter)	0 20½0	19½
Imperial Kerosene Tractor	0 55	
Capital cylinder	0 62	0 61
Machine oil, regular grades	33½-42½	32½-41½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 29	0 28

List, less 15% on above.

Polarine Oil, list	0 90	
Polarine Oil, heavy, list	0 90	
Gargoyle Mobiloil, list	1 15	

List, less 25% on above.

Fuel oil, bbls. net	0 14½	01 3½
Fuel oil, tank cars, net	0 13	0 12

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 30
Tarred Fibre, No. 2 roll	0 83
Surprise Fibre	0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	0 15
Carpet Felt, 16 oz., per 10 lbs.	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50

Rock—

7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 37

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	$.....
¼ in..	5 22	7 35	5 52	7 65
⅜ in..	5 22	7 35	5 52	7 65
½ in..	6 63	8 20	7 06	8 71
¾ in..	8 40	10 52	8 97	11 09
1 in..	12 41	15 56	13 26	16 41
1¼ in..	16 79	21 05	17 94	22 20
1½ in..	20 08	25 16	21 45	26 54
2 in..	27 01	33 86	28 86	35 71
2½ in..	43 29	54 11	.....	.....
3 in..	56 51	70 76	.....	.....
3½ in	71 76	88 78	.....	.....
4 in..	85 02	105 19	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$31 82	$38 30	$33 70	$40 20
2½ in..	47 97	58 21	50 90	61 10
3 in..	62 73	76 12	66 66	79 90
3½ in..	78 20	96 14	82 80	100 00
4 in..	92 65	114 00	98 10	119 00
4½ in..	112 00	137 00	125 00	149 00
5 in.	130 00	159 00	145 00	174 00
6 in..	169 00	206 00	188 00	226 00
7 in..	219 00	268 00	243 00	292 00
8 L in..	230 00	281 00	255 00	306 00
8 in..	265 00	324 00	294 00	353 00
9 in..	317 00	388 00	.....	.....
10L in.	294 00	360 00	326 00	392 00
10 in.	379 00	464 00	420 00	505 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

List plus 15%.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Medium and extra heavy pipe, 2 to 6 inch	15%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	Net list

F.O.B. Toronto, Montreal

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 40
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Black Diamond tarred felt	4 10
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal. in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ¼c; 9-16 to 7-16 in. inclusive 1c; ⅜ in., 1¼c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	48
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Italian rope basis	On application
Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	75 77¼
¼-in. and up	74 76¼

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 5% to 15% on list.

B. & A. emery cloth, 5% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%: Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	15 50

F.o.b. Toronto, London.

SCREEN DOORS

Kasement, No. 1, 2 ft. 8 in., $28.80; 2 ft. 10 in., $30.00; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	**72½**
Wood, R. H., bright	**67½**
Wood, O. H., bright	**67½**
Wood, F. H., brass	**87½**
Wood, R. H., brass	**82½**
Wood, O. H., brass	**82½**
Wood, F. H., bronze	**27½**
Wood, R. H., bronze	**25**
Wood, O. H., bronze	**25**
Square cap	**20**
Hexagon cap	**20**

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	**$7 00**

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs	
10¾ oz.	$11 00	$12 00
U.S. 28	10 70	11 70
U.S. 26	10 0	11 40
22 and 24	10 25	11 25
18 and 20	10 10	11 10
16	9 95	10 95
14	9 85	10 85

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$10 85
16 gauge	11 20	10 95
18-20 gauge	11 20	11 10
22-24 gauge	11 40	11 25
26 gauge	11 60	11 40
28 gauge	11 90	11 70
10¾ ozs.	12 25	12 00

Add 25c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55		$12 55
18-20	12 55		12 55
22-24	12 25		12 25
26	12 25		12 25
28	13 00		13 00

Less 25c in case lots. F.o.b. Montreal.

SHINGLES	Per sq
Standard galvanized	$11 00

Shipping weight, 90 lbs.

Standard painted	8 50

Shipping weight, 80 lbs.

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$9 25
Standard painted	7 50

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64½ lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount 25% off list.

Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.

Freight allowed on shipments of 24 heaters.

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

Alex. McArthur & Co., Ltd.

TRADE MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND

TARRED FELTS

and SHEATHINGS

Made at our own Paper Mills.

SAVE COAL

BY USING

BUILDING PAPER

How is Your Stock of

Automobile Skates

Any day now the Skate-selling season will be upon us.

Will you be ready with a full assortment of sizes in all models?

As transportation is slow, it is well to order as far in advance as possible.

Canada Cycle & Motor Co.
LIMITED

Montreal, Toronto WESTON Winnipeg, Vancouver

Send Your Next Varnish Enquiry to Us!

Dougall Varnish

Let us drive this fact home to you—it will be a 10% to 15% better paying proposition for you to have *us* supply you with the varnish you sell to your customers—because of our specialization in that line; our equipment, and our experience.

Send your next trial order here

The Dougall Varnish Company, Limited
MONTREAL

QUALITY DOUGALL VARNISHES FIRST

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades..	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	....
Hollow Back Scoops	25 and 25	....	25 and 25
Sand Shovels	25 and 25	....	25 and 25
Hollow Back Shovels	25 and 25	....	25 and 25
Hollow Back Coal Shovels	25 and 25	....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades..	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black.	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing	$51 00
Boudoir, Nic., Cyco B.B.	48 00
Club, Jap. Cyco Bearing	108 00
Champion, Nickeled Fittings	43 00
Champion, Japanned Fittings	36 00
Elite, Nic., Cyco B.B.	54 00
Grand, Nic., Cyco B.B.	64 00
Grand, Jap., Cyco B.B.	57 00
Grand Rapids, Nic., Cyco B.B.	48 00
Grand Rapids, Jap., Cyco B.B	41 00
Parlor Queen, Nic., Cyco, B.B.	54 00
Princess, Nic., Cyco B.B.	49 00
Standard, Nickeled Fittings	45 00
Standard, Japanned Fittings	38 00
Universal, Nic., Cyco Bearing	46 00
Universal, Jap., Cyco Bearing	39 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	$108 00
Household, Jap.	96 00
Superba, Nic.	126 00

F.o.b. factory Niagara Falls, Ont., Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b Toronto, Hamilton, London.

TACKS Discount

Wire Tacks .....60 and 10%

Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%

Double pointed tacks....60 10%

Shoe findings list adopted July 5, 1917—Net list.

List of Capped Goods adopted Jan. 1, 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List plus 15%	

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain

Victor, No. 1	$2 60
Jump, No. 1	3 45
Hawley & Norton, No. 1	4 05
Newhouse, No. 1	5 55

F.o.b. Toronto, London, Hamilton Montreal.

TWINE (BINDER) Per lb.

500 ft.	$0 23½
550 ft.	0 25¼
600 ft.	0 26½
650 ft.	0 28

In 5-ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 75-77-80¾

4-ply, wrapping, lb. 79-81¼-85

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES %

Ground work	40
Compression work, standard	45
High grade	41
Cushion work	40
Fuller work, standard	43
High grade	36
Basin cocks, No. 0 Standard	38
High grade	38
Bath cocks	48
Flatway stop and waste cocks, standard	45
High grade	45
Roundway stop and waste cocks, standard	45
High grade	45
Brass steam cocks, standard, 10% advance on list	
Radiator valves, standard	10
D., removable seat.....Net list	
Patent quick opening valves,	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc, 5% advance on list	

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 40-10%.

Colonial, 27½%.

Imperial Ware, 27½%.

Pearl, 27½%.

Premier, net list.

Canada Ware, net list.

Diamond, net list. White Ware, 45%

Japanned Ware, list plus 30%.

Japanned Ware, White, list, plus 40%.

Plain and Jap Sprinklers, list plus 30%.

Barb $6.75

Stamped Ware, plain, 45%.

Stamped Ware, retinned, 40%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 45%.

Tinners' Trimmings, retinned, 40%.

Tinners' Trimmings, general, list plus 20%.

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 70%.

Sheet Iron Ware, list, plus 20%.

Pieced Ware, ordinary, list, plus 50%. Fry Pans, 40%.

Spiders, steel, net list; cast iron, 10%.

Fire Shovels, Japanned, list, plus 20%.

Steel Sinks, painted, list plus 25%.

Steel Sinks, galvanized, list, plus 25%.

Light Galv. Pails and Tubs, list plus 30%.

Heavy Galv. Pails and Tubs, list, plus 20%.

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 40%.

Galv. Coal Hods, list, plus 50%.

Paper Lined Boards, 30 and 10%.

Wood Lined Boards, 30%.

Stove Pipe, patent, per 100, 6 in., $22.38; 7 in., $23.87.

Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.

Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...

Stove Pipe Thimbles, 45%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼-in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.20; ⅞ in., $18.20; 15-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 33 1-3 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.35
Section, ½ lb. per 100 lbs.	5.50- 5.85	5.50	6.00
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	4.25

WHEELBARROWS

Navvy, steel wheel, doz.	$58 20
Garden, steel wheel, doz.	67 20
Light garden, doz.	64.20

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire Per 100 lbs.

No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	9 00
No. 19	9 50

Hay Wire in Coils

No. 13	6 85
No. 14	7 00
No. 15	7 20
No. 16	7 45

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

List of extras in 100-lb. lots, net

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

No. 9 pl. galv.	5.35- 6.75
No. 12 pl. galv.	5.50- 6.15
No 13 pl. galv.	6.00- 6.25
No. 9 coil sp.	5.50- 6.00
No. 12 coil sp.	5.80- 6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright	$5 75
Fence staples, galvanized	6 50

In 25-lb. boxes add 50c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus	10%
Brass wire, 3 to 24 gauge, add	40%
25 to 36 gauge, add	25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 25

In 50-ft. rolls 3 30

Galvanized, per 100 sq. ft. in 100 ft. rolls 4 75 5 50

Bronze, sq. ft. 0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$15 60	18 in.	$35 00
10 in.	17 40	24 in.	50 60
14 in.	24 45		

Coes—	Doz. net		Doz. net
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		

Stillson—	Each	Doz. net
6 in.	$1 20	$14 00
8in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 35	50 60
36 in.	....	94 20
48 in.	....	139 30



Business Brightens When Jamieson's Arrives!

Sales are made easier when you give your customer, client and friends what is Best for his needs.

Get our line on your shelves quickly. They'll need our paint to-morrow.

A post card will bring a paint and varnish proposition—profitable to you.

R. C. Jamieson & Co., Limited

Calgary Montreal Vancouver

Owning and Operating P. D. Dods & Co., Limited

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID

Bronzing liquid, No. 1. $1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	14-16

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 25
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	3½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs	7-8c
Canadian red oxide, bbls.	2 -2¼
Super magnetic red	2¼-2½c
Vermillion	0 40
English vermillion	2 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—	
Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5 lb. irons	0 20

F.o.b. Montreal, Toronto.

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs.	$28 00
Case No. 8—100 ½-lb. pkgs.	31 00
Case No. 9—200 ¼-lb. pkgs.	38 00

Discount.

French medal (prices withdrawn)	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	24

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 50
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20-25%.
Sheet glass, 5-10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE	
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 10 0lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure	$17 50	$17 80
Crown Diamond	17 50	17 80
Crown, pure	17 50	17 80
Green Seal	17 50	17 80
Ramsay's Pure	17 50	17 80
Moore's Pure	17 50	17 80
Tiger, Pure	17 50	17 80
O.P.W. Dec. Pure	17 50	17 80
Red Seal	17 50	17 80
Decorators' Pure	17 50	17 80
O.P.W. English	17 70	18 00
Elephant Genuine	18 00	18 30

B.B. Genuine lead, less than tons, $19.70, Toronto; $19.40, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	16 00	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Pound	Pound
Barrels, 600 lbs.	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $8.40; white, 5-lb. packages, $7.80.
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 40
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 30
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 05
Moore's House Colors, colors	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 25
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 30
O.P.W. Flat Wall, white	3 30
O.P.W. Flat Wall, colors	3 10
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white	4 30
Martin-Senour, 100%, colors	4 05
Martin-Senour, Porch aint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams Floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros. H.S., colors	4 05
Lowe Bros. Hard Drying Floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	C.P. Berger's and Munro's Per lb.	
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250 In 50 lb. and 100 lb. drums	0 61¼	0 62
In 25 lb. drums	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY	Montreal Standard	Toronto Less than tons
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk, 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c, Hamilton 30c London and Windsor 40c per 100 lbs. over Montreal quotations.

ROSIN

Barrels, 100 lbs.	$6 90
Less, per lb.	0 08

SHELLAC

Pure White, gal. ... $4 75-$4 90
Pure Orange, gal. ... 4 50
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	3 25
O.P.W. Presto	3 00
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. can
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.45
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	3 25
Granitine Floor Finish	3 25
Hydrox Spar	3 85
Sun Varnish	2 60
Sun Spar	4 63
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	2 65
Jasperite Pale Hard Oil	1 90
Jasperite Indestructo Floor Finish	2 65
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 86
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 47
Rexspar	4 62
Sear-Not	3 84
Kyanize Spar	4 95
Kyanize Cabinet Rubbing	3 85
Kyanize Interior	3 85
Luxeberry light	3 30
Luxeberry granite	3 52
Luxeberry spar	4 95
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS	
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21
WHITE	
XXX	0 20
XX	0 18
X	0 17
XC	0 16
Japanese	0 15
XXX Extra	0 21
X Grand	0 19¾
XLCR	0 18½
X Empire	0 17¾
X Press	0 16
COLORED	
No. 5	15
No. 1	14
No. 7	13
No. 1A	11½
No. 1B	10½
Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	10½

Above lines subject to trade discount for quantity.

WAX	Per lb.
WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 35
Old English	0 53
Johnsons	0 57
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls	$2 50

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls.	$3 00
WOOD ALCOHOL	per gal.
In five gallons	$1.80-$1.90
In barrels	1.70

$4 extra for barrels
F.o.b. Montreal, Toronto, London.

GLASS

Now is the time to sort up on

WINDOW GLASS

We can take care of your requirements from our branch warehouses and make prompt shipments.

We stock and manufacture Plate, Bevelled Plate, Mirrors, Window, Figured, Leaded, Wired and Prism Glass.

Catalogues and price lists will be sent free upon application.
WRITE, PHONE OR WIRE your wants.

HOBBS MANUFACTURING COMPANY, LIMITED

Montreal Toronto London Winnipeg

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.60; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 27c per lb.; clip horn, 28c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Dougle Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin 10%

Gilmour 45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.50 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. 27% extra.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.65 per lb.; cut, $1.85 per lb.; rawhide, sides, $1.60; cut, $1.80.

Blue Stone (Vitriol). 12c b.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 20%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil,: 3-16 in., $18.40; ¼, $16.00; 5-16 in., $13.60; ⅜, $12.40; 7-16, $12.20; ½, $12.00; 9-16, $12.00; ⅝, $11.75; ¾, $11.50; 1 in., $11.25; Logging, 5-16 in., $15.40; ⅜, $14.20; ½, $13.80; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 75c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe ..... Discount 40-5%

Nicholson Gen. ..... Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. bbls., 30c lb.; 100-lb. bbls, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

er 100 lbs., $3.25.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 10% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"	
10¾ oz. or 28 Eng.	$12 50	$12 50
28 Am. or 26 Eng.	12 00	12 00
26 Am. or 26 Eng.	11 70	11 70
24	11 55	11 55
22	11 55	11 55
18 and 20	11 40	11 40
16 Am.	11 25	11 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set $2 10

Mrs. Pott's No. 50, set 2 25

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $15.40.

LEAD WASTE, $16.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 30
3	2 95
4	5 25
Barn Door	
5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 65
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.80 base; Winnipeg, $6.25 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	9 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 50c; "B" Caster machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 51½c; Prairie Harvester oil, 52c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.40; Silkstone, $3.40; Stephens' Barn Paint, $1.85.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)



"A Beautiful Clear Finish that Will Not Wear Out"

Two Strong Selling Points that Make for Sales!

One customer says:

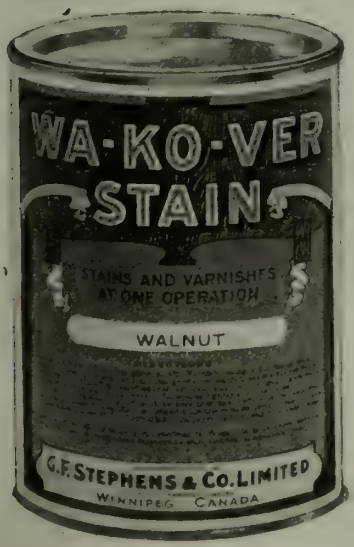
"Once Wa-ko-ver has been applied it seems almost impossible to wear it out. Whether on floor or woodwork it continues to display a beautiful clear finish that is always just like new."

You can have Wa-ko-ver making permanent friends for you if there is no Stephens' Agency in your locality. Write us to-day about our interesting proposition.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers

WINNIPEG - - CALGARY



If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 00	$ 8 35
⅜ inch	6 05	8 45
½ inch	7 85	9 60
¾ inch	9 95	12 30
1 inch	14 70	18 20
1¼ inch	20 00	24 70
1½ inch	23 75	29 35
2 inch	32 00	39 50
2½ inch	51 25	63 15
3 inch	66 20	82 60
3½ inch	86 85	.....
4 inch	103 00	.....
4½ inch	118 50	.....
5 inch	138 00	.....
6 inch	179 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $11; full polished $12.50; 18 x 24, half polished, $11; full polished, $12.50; 20 x 28, half polished, $11; full polished, $12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½ x 14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39¾c base; British Manila, 33¾c base; lath yarn, 28¼c base; African hemp, 33¾c base; cotton rope ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0 ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—	
No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$111 00
Household, Jap.	99 00
Superba, Nic.	129 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 30
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 55 to 56.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $8.00 base, other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $8.50; ¾ in., $8.75; ¾ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE—

20 x 28 I.C.	$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.C.	40 00
Terne plates	24 00

TRAPS, GAME—	Victor	Doz. H.& N.	Jump
No. 0	$1 95	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 0% discount.

Premier, Canada, Diamond, plus 12½%.

Whiteware, 40% discount.

Japanned Ware, list, plus 40%.

Japanned Ware, white, list, plus 50%.

Japanned Sprinklers, list, plus 40%.

Stamped Ware, plain, 40% discount.

Stamped Ware, ret'd, 33 1/3% discount.

Pieced Tinware, ordinary, list, plus 65%.

Pieced Tinware, copper bottoms, list, plus 85%.

Sheet Iron Ware, list, plus 30%.

Light Galv'd Pails and Tubs, list, plus 40%.

Heavy Galv'd Pails and Tubs, plus 30%.

Jap. Coal Hods, list, plus 50%.

Galv'd Coal Hods, list, plus 60%.

WASHERS—

Iron, small lots, 33% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $18.40; less than ton lots, $18.75.

WIRE, BARB—

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William $5.10 Winnipeg; Baker, 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized Ft. William, No. 9, $5.65; No. 12 $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 7 00
8 in.	8 40
10 in.	9 80
12 in.	12 60
15 in.	16 80
Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$ 1 10
8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45
Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

Always Ready—	Dozen Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz.; Reliance, $73.70 per doz.; Emperor, $105.90. Royal Canadian, $57.95 per doz.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS, MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON, FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN AL LGAUGES

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WINNIPEG, CANADA

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Wilson Auto Specialties Co., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Carriage Factories, Ltd., Brockville, Ont.
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Canada Metal Co., Toronto.
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Lewis Bros., Ltd., Montreal.
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Tallman Brass & Metal Co., Hamilton

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg Co., Ltd., Otterville, Ont.

Barrel Liners
J. N. Warmington & Co., Montreal, Que.

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Empire Mfg. Co., London, Ont.

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Canadian General Electric Co., Toronto.
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Jas. Morrison Mfg. Co., Toronto.
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The Toronto Lock Mfg. Co., Toronto, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham

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Northern Bolt & Screw Co., Owen Sound
Wilkinson & Kompass, Hamilton.

Boiler Tubes
Baines & Peckover, Toronto.

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Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
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Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boots, Rubber
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Boring Bars
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Steel Co. of Canada, Ltd., Hamilton.
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Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

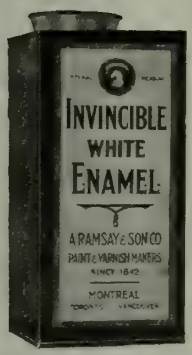




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You will be deluged with orders for

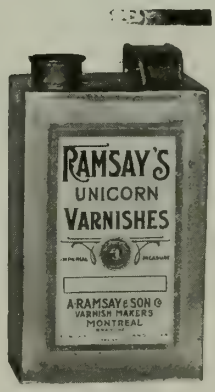
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Complete your stock

and

Be Ready



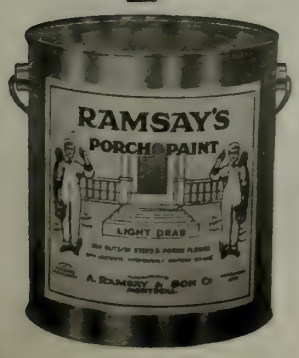
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THE BUYERS' GUIDE

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Blowers, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Canoes
Canadian Canoe Co., Peterboro, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville
The Toronto Lock Mfg. Co., Toronto, Ont.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpenters' Tools
Haddow Brokerage Co., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto

Ceilings and Walls, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New, Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Vel-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary,
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clocks
Western Clock Co., La Salle, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
American Shearer Mfg. Co., Nashan, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Horses
Canadian Woodenware Co., St. Thomas, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Concrete, Reinforcing Steel
Baines & Peckover, Toronto.

Conductor Pipe, Hooks, Heads, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

Connecting Rods
Williams & Co., J. H., Brooklyn, N.Y.

Coopers' Tools
Haddow Brokerage Co., Montreal, Que.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corner Bead, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cornices, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Clyde Cutlery Co., Clyde, N.Y.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
J. Wiss & Sons, Newark, N.J.
Wilkinson Sword Co.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Diaphragms Rubber

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.

Doors, Screen
Kasement Screne Dore Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Doors, Fireproof, Metal
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
The Toronto Lock Mfg. Co., Toronto, Ont.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

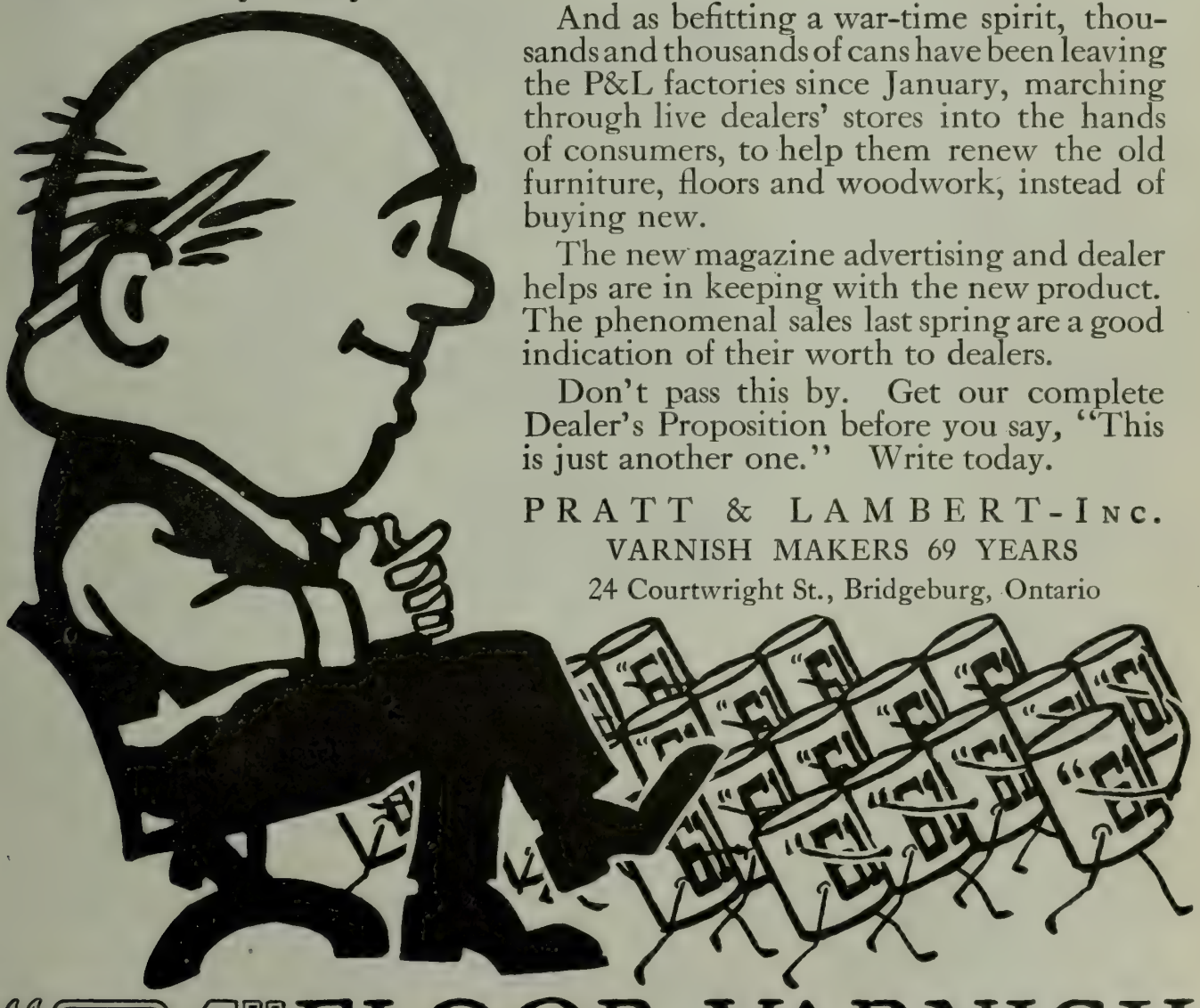
Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drills, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

"A War-Time Seller"

CONCEIVED during war times, to enable dealers to cash in on the war-time demand for an all 'round household finish that would be worthy of the valuable time any housewife or handy man spent in applying it, "61" in Colors was born. There you have it — a better varnish stain; clear and transparent; colors with life and sparkle. As for durability — these new colors have all the toughness, elasticity and waterproof qualities that have characterized "61" Natural (clear) these twenty-five years.



And as befitting a war-time spirit, thousands and thousands of cans have been leaving the P&L factories since January, marching through live dealers' stores into the hands of consumers, to help them renew the old furniture, floors and woodwork, instead of buying new.

The new magazine advertising and dealer helps are in keeping with the new product. The phenomenal sales last spring are a good indication of their worth to dealers.

Don't pass this by. Get our complete Dealer's Proposition before you say, "This is just another one." Write today.

PRATT & LAMBERT-INC.
VARNISH MAKERS 69 YEARS
24 Courtwright St., Bridgeburg, Ontario

"61" FLOOR VARNISH

for Floors, Furniture and all Woodwork

Now made in Eight Colors

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

Drop Forgings
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Factory Products Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man
Toronto Lock Mfg. Co., Toronto.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Superior Electrics, Ltd., Pembroke, Ont.
Usona Mfg. Co., Toledo, Ohio.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass
British America Paint Co., Ltd., Victoria, B.C.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.
E. T. Wright Co., Hamilton, Can.

Engines
Cushman Motor Works, Ltd., Winnipeg, Man

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DeaRochers, Ltd., Montreal, P.Q.

Eveners
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garanoque, Ont

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng

Fanning Mills
Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Fibre Ware
E. B. Eddy Co., Hull, Que.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DeaRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Flag Holders
International Sales Co., Winnipeg, Man.

Flashings, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary,

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.

Forges, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Fixtures, Store
Milbradt Mfg. Co., St. Louis, Mo.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary,
Record Fdry. & Machine Co., Ltd., Moncton, N.B.
Saunders & Co., Montreal, Que.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metallic Roofing Co., Ltd., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.



Lowe Brothers
HIGH STANDARD PAINTS
Do Save Your Customer Money

Lowe Brothers' High Standard Paint is just what the name implies—**The Highest Standard in Paint.**

In giving it that name we intended that it should convey to customers the fact that because Lowe's covers more surface than a gallon of cheaper paint, **it actually does save time, labor and money.**

Your customer will find that it spreads easier and does a better job in less time.

And this means good-will towards your store and more sales later.

Write for our paint proposition.

Lowe Bros. Limited
Toronto :-: Canada

Dayton Boston New York Chicago Kansas City

Sewn Bunting FLAGS

Soon will come a greater demand for FLAGS that will stand sun and water such as we make in our factory from ALL-WOOL ADMIRALTY BUNTING.

Be Prepared for the Rush when it Comes.

Write for Quotations

J. J. TURNER & SONS, LTD.
PETERBOROUGH, ONT.

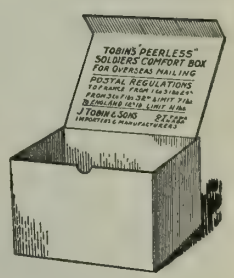
Stock Up Now While the Goods Are Obtainable

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70 Times Stronger Than Required---
Tobin's Xmas Overseas Mailing Boxes

Hardware Dealers! Here is a line you can handle with good profit. Xmas parcels will soon be moving overseas. Tobin's "Peerless" Mailing Boxes are made from "Peerless" extra heavy cushioned corrugated board.

Tobin's Boxes are made **70 times stronger than required**—pressure, 37 pounds per square inch by Government test. Don't run out of stock—don't wait for traveller—**send in your order now.** Made in three sizes—9½ x 5 x 5; 10 x 6 x 6; 10 x 8 x 6.

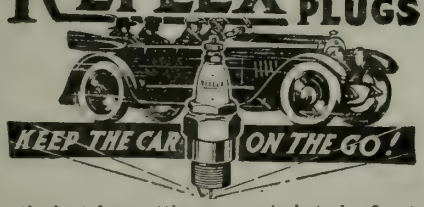


Guaranteed to deliver the goods in prime condition just what they are made for.
Order from

J. TOBIN & SONS *(Sons on Active Service)* **OTTAWA, ONT.**

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The Keynote



Is Quality

Nothing but the best free cutting screw steel stock—finest India Mica and Cromite porcelain—the highest grade materials obtainable—are used in Reflex Spark Plugs. **Quality, through and through.**
If the spark plugs you are now selling are not giving the service you require, write us to-day.
The Reflex line includes a type of spark plug adaptable to every motor.

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Trestler & Coote - - 53 St. Francis Xavier, Montreal, Canada

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Also 29 oz., 32 oz., 34 oz. and 39 oz.

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GOOD PACKAGES AND QUALITY

FIRST NATIONAL BANK BUILDING
Pittsburgh, Pa.
Canadian Agents: Joseph Taylor & Son, 53 Yonge St., Toronto, Ont.

THE BUYERS' GUIDE

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
J. H. Williams & Co., Brooklyn, N.Y.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Granary Lining
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Gloves
American Pad & Textile Co., Ltd., Chatham, Ont.
Hamilton-Carhartt Co., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont

Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters
Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Barn Door
Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hardware Fixtures
Duluth Show Case Co., Duluth, Minn.

Hardware Shelving
Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville
Haddow Brokerage Co., Montreal, Que.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Superior Electrics, Ltd., Pembroke, Ont.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Nails
C. Kloepper, Limited, Toronto, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Ingersoll Watches
R. H. Ingersoll & Bro., Montreal, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron and Steel, Structural
Baines & Peckover, Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary,
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.



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It does away with all old-time cumbersome devices, and also the fatigue which prevents many from indulging in this healthful pastime.
The "Perfection" is something entirely new that will surely prove a popular seller this winter in your sporting goods department.

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Not the thin sheet steel chopper so familiar to most of us, but a steel laid ice chisel that will wear for years.

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BUFFALO, N.Y.

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WRITE US FOR PRICES

Sell Handles that are Most in Demand

STILL'S

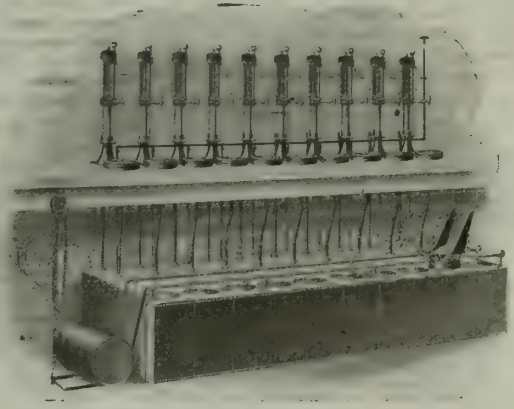
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There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

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Built to meet any requirement.

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TORONTO, CANADA



Place your order for Wentworth Funnels NOW. Then you'll be sure of delivery when the demand comes next spring. Another of the famous line of Wentworth products.

The Wentworth Manufacturing Co. Limited
HAMILTON, ONTARIO

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extention, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
Evan L. Reed Mfg. Co., Sterling, Ill.

Lath, Metallic
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
Basters Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Churton & Taylor, Toronto.
North American Hardware Co., Ltd., Montreal,

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal,

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lath, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.
Lumber Products Ltd., Winnipeg, Man.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Leather Belting and Soles
Beardmore & Co., Toronto.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.
Toronto Lock Mfg Co., Toronto, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Mantles, Gas
Hamilton Gas Mantle Co., Hamilton, Can.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Expanded
Baines & Peckover, Toronto, Ont.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mica
A. G. Martin, Ottawa, Ont.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal,
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.
Toronto Lock Mfg. Co., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Tarbox Bros., Toronto, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Que.
Ford Motor Co., Ford Ont.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oakum
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

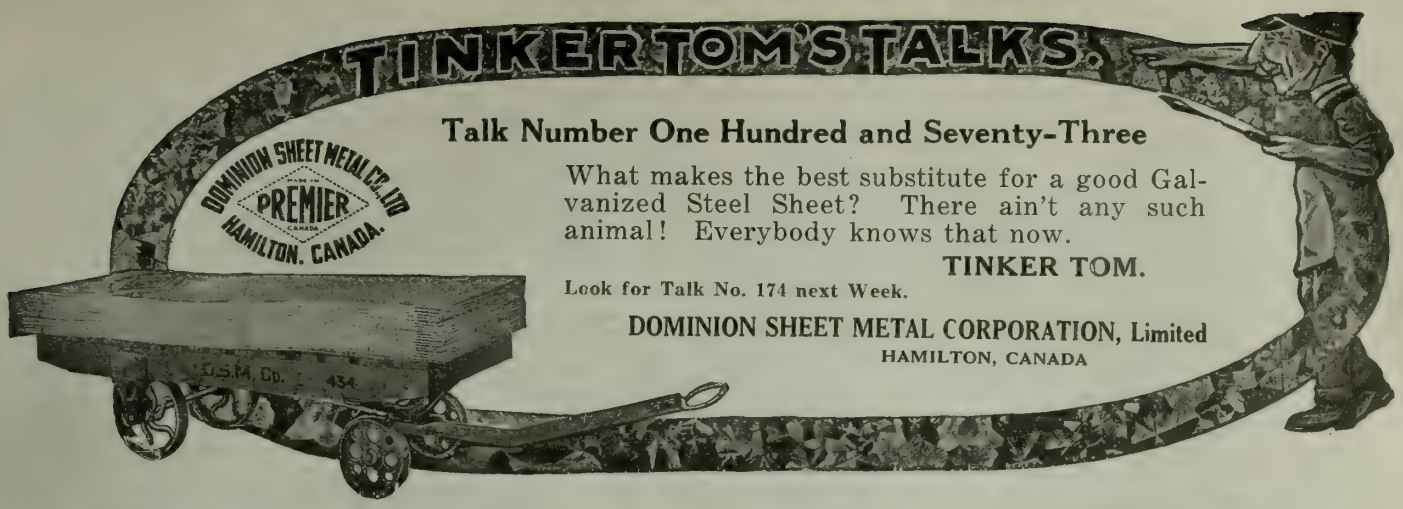
Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.



Talk Number One Hundred and Seventy-Three

What makes the best substitute for a good Galvanized Steel Sheet? There ain't any such animal! Everybody knows that now.

TINKER TOM.

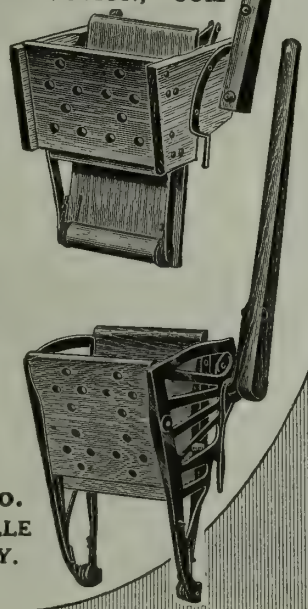
Look for Talk No. 174 next Week.

DOMINION SHEET METAL CORPORATION, Limited
HAMILTON, CANADA

"White"

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.



Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.

White Mop Wringer Co.
FULTONVILLE
N.Y.

When in need of

Wrapping Paper
Twines & Cordage

Brooms Brushes Baskets

Grocers' Sundries

Walter Woods & Co.
Hamilton and Winnipeg

TO THE WESTERN CANADA DEALER

Does a connection with a progressive and aggressive, amply capitalized and fully equipped concern, grown to be the largest paint and varnish factory in Western Canada, appeal to you?

BRITISH AMERICA PAINT CO., LIMITED

Wants more live dealers in Western Canada. It co-operates with its dealers to make bigger and better business. Join up with a pushing selling organization that will help you put 'em over. Send for booklet "The Evidence." Tells the story in fac-simile letters from Bapco dealers.

DISTRIBUTING POINTS

Established at Victoria in 1900 the British America Paint Co., Ltd., has found ever-widening markets. To care for this trade branches have been opened at VANCOUVER, B.C., CALGARY and EDMONTON, ALBERTA, and REGINA, SASKATCHEWAN.

TO SELL AND RE-SELL

Paint MUST give satisfaction.

Bapco Pure Paint and Bapco Varnish are of the highest possible quality. To insure this the raw materials undergo chemical laboratory tests. Skilled makers see that the ingredients are perfectly proportioned and modern machinery insures proper grinding and blending. Rigid machine and chemical tests are made during process of manufacture and the completed mixtures are subjected to comparative tests with the fixed Standards. One big roof of the factory is devoted to weather tests.

The growth of the British America Paint Co. and its constantly expanding trade territory is convincing evidence, not only of the quality of its goods, but of its resourcefulness and enterprise as well.

BRITISH AMERICA PAINT CO., LIMITED

VICTORIA VANCOUVER CALGARY EDMONTON REGINA

THE BUYERS' GUIDE

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Iron and Wire Work
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.

Piston Rod Pocking
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Ivet Johnson's Arms & Cycle Works, Fitchburg Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cleaner (sewer and drain)
Chamberlain Desolvo Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.
John Stevens Co., Ltd., Winnipeg, Man.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.

Plates, Plain and Chequerers
Baines & Peckover, Toronto.

Polishes, Auto and Furniture
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Aylmer Pump Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators

Radiator Valves
Jenkins Bros., Ltd., Montreal

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Parmenter Bulloch Co., Gananoque, Ont.
Stowell Screw Co., Ltd., Montreal.

Roofing, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Rope
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Sawset
Chas. Morrill, Inc., New York.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Siding, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Machinery Co., Ltd., Renfrew, Ont.

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

Non-Poisonous Insecticides

Safety Efficiency Economy

KATAKILLA

The UNIVERSAL INSECTICIDE for use on FRUIT, FLOWERS, and VEGETABLES. A non-poisonous powder, readily soluble in cold water, cheap, efficient and effective.

"KŪR-MANGE"

The approved Insecticide for use on Horses, Cattle, Dogs, etc. A certain cure for Parasitic Mange, Lice and other parasites. As supplied to the British Army.

Agents Wanted

Sole Manufacturers and Patentees:

McDougall Brothers Ltd.

Port St., Manchester, Eng.

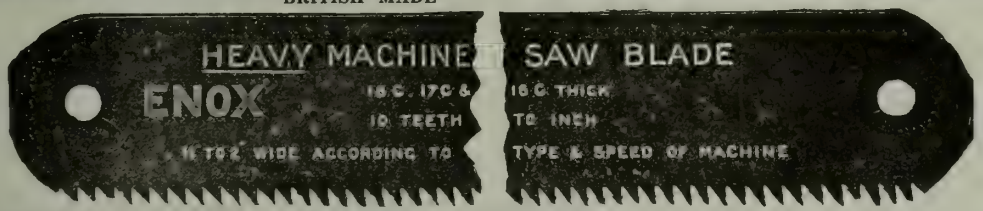
ENOX HACKSAW BLADES

ARE THE BEST



BRITISH MADE





AGENTS IN CANADIAN TOWNS WANTED

AN ENTIRELY BRITISH COMPANY

Liberal terms offered to firms willing to carry stocks and act as sole agents for the district

SOLE MAKERS **FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10**

CARTER'S

The Best Quality of Genuine Dry Red Lead and Genuine Dry Powdered Litharge

Paper manufacturers want a Red Lead to protect their steam and water pipes, and a Litharge to reline their digesters. Rubber and Color Makers need them. Shipbuilding firms must have them. Railways and Ironworks use them. Are you ready to supply the requirements of such firms in your district. Also

YOUR PAINTER

must have Genuine Red Lead and Litharge to meet his requirements. Do not delay in putting in a stock or you will lose good business which is rightly yours.

The Carter White Lead Co. of Canada, Limited, 91 Delorimier Avenue, Montreal

THE BUYERS' GUIDE

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screen Doors
The Kasement Skrene Dore Co., Toronto.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stowel Screw Co., Ltd., Montreal.

Thumb Screws
J. H. Williams & Co., Brooklyn, N.Y.

Screw and Bolt Cases
Duluth Show Case Co., Duluth, Minn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Separators
Dominion Sewing Machine & Phonograph Co., Winnipeg, Man.
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

Shingles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Shingle Stains
British America Paint Co., Ltd., Victoria, B.C.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Silo Luge
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Skylights, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Solder
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Monerieff & Endress, Ltd., Winnipeg, Man.
Supplies Ltd., Kentville, N.S.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
Northern Electric Co., Ltd., Toronto
Sharp Spark Plug Co., Cleveland, Ohio.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Stampings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Clare Bros., Preston, Ont.
Bert Conway, Winnipeg, Man.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont
Galt Stove & Furnace Co., Ltd., Galt, Ont.
Gurney Foundry Co., Toronto
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary
D. Moore Co., Ltd., Hamilton, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves and Ranges, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal
O-Rib-O Mfg. Co., Winnipeg, Man.
Safety Stove Pipe Co., Ltd., Toronto, Ont
Sheet Metal Products Co. of Canada, Toronto.

Steel, Cold Rolled Band
J. N. Warmington & Co., Montreal, Que.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co. Winnipeg

Tanks, Cistern
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Toronto.
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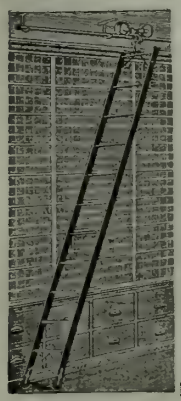
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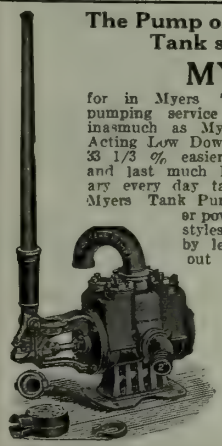
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Canada Metal Co., Ltd., Toronto

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B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Letting You Into A Secret

THEY were talking about things in general — Jones and Brown. But it was easily seen by Jones that Brown talked with a positiveness and definiteness lacking in himself. Brown evidently had real knowledge about things and this gave him an assurance lacking in Jones. Jones found himself talking in generalities, and he had the sense to know that what he had to say wasn't very convincing. In the end he spoke up. "Brown, tell me, where do you get your information? You talk like one who knows. You use facts to fortify your opinions, and you seem to have a wealth of information about things Canadian. What's the secret of your greater confidence and knowledge?"

And Brown said: "I'll tell you, Jones, how I have strengthened myself in confidence and knowledge, as you put it. I read my newspaper in a new way now, and I make it a point to know a good deal about Canada, the land of my birth, residence and affection.

"For years—until I was forty—I read newspapers, as many others do—pretty thoroughly. I read about accidents, and meetings and fires, and everything else. One day I woke up,—was awakening up, to tell the truth—to discover that I was just frittering away time when I read everything.—Then I determined to concentrate my interest on matters Canadian—the things about Canada that really matter.

"I wanted direction. I needed a focal point, as it were. What should be skipped, and what should be read closely? I was floundering. I am not much of a politician, and I abominate party politics. I wanted to see things fairly.

"Then one day I made the acquaintance of THE FINANCIAL POST. It seemed to me to give me the direction I needed. I found it was sifting things for me, and giving current affairs their right proportioning. At any rate, it was a new kind of newspaper to me, and I read it with zest.

"I am a business man, and business in its larger aspects is the special field of THE FINANCIAL POST. I found the paper written in a readable way, and that it has a breadth of interest pleasing to me. So I subscribed for THE POST, and every Saturday and over the week-end this paper is pretty thoroughly ready by me.

"I find that the reading of this paper helps me get out of my daily newspaper the meat in it. As a matter of fact, I read my daily newspaper and other papers with a new and informed interest which makes my reading a profitable thing.

"I read somewhere that an hour a day spent on any subject would make a man master of that subject in 10 years. Well, I do not know that I am seeking to be a master of Canadian affairs, but I do know that for the past two years or so I have been having a new joy in life. I am really trying to know my Canada.

"I clip a good deal, and my scrap-book on Canada is a treasure house for me, I collate the material I put in that book, and whenever I want to read up any particular subject, I have before me, gathered up, a surprising amount of material obtained from many sources.

"I take luncheon at the Club daily. There are eight of us who gather daily at the same table. One is a wholesaler, another is a banker, another a publisher, another a manufacturer, another a manufacturers' agent—and so on. We have a representative gathering.

"We talk about many things, and about Canada most of all. I take great satisfaction from the knowledge that I am able to hold up my end of the conversation. To tell you the truth, it is this reputation that spurs me on to keep myself brushed up all the time. I own up, also, to practising a little subtlety. I guide the conversation in the direction of a subject that I am well informed on, and then I bide my time, letting others wrestle with it until they have told all they know. Then is my chance, and I am able to say something useful to a company that is attentive.

"Jones, if you want to improve the quality of your information, read purposefully, objectively. Cut out the reading of everything under the sun. You are a business man, the same as I am. Why not read definitely along the line of business? You will find it a most pleasurable kind of reading, and you'll find that you will acquire the sifting mind which will enable you to pass over a lot of stuff of no value to you, and seize on material of real value.

"I recommend THE FINANCIAL POST as a paper that will give your reading direction. It has helped me much, and I believe will help you. At any rate, it is easy to try it out."

IF JONES wants to try out THE FINANCIAL POST he can have it go to him by mail for four months for a dollar bill. One thing that ought to impress and please Jones is that THE POST is not a one-man paper. It is produced by many men, each a surpassingly well-informed man on the subject he writes. One man writes on matters pertaining to agriculture, another on the iron and steel industry, another on the food problems and milling and cereal subjects, another on insurance, another on textiles, and so on. The special contributed articles which are a regular feature of THE POST are by authorities or by men of position. Besides which, THE POST surveys many fields of interest, and this survey is world-wide. It is a meatful paper, in very truth, and assures those who read it regularly an amount, kind and quality of reading not commonly found in a single newspaper. If you would make your daily reading take on a new interest and value, we suggest that you should sign and forward the coupon opposite.

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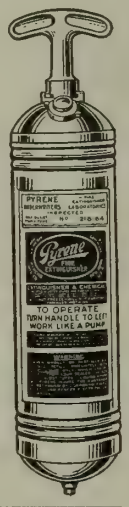
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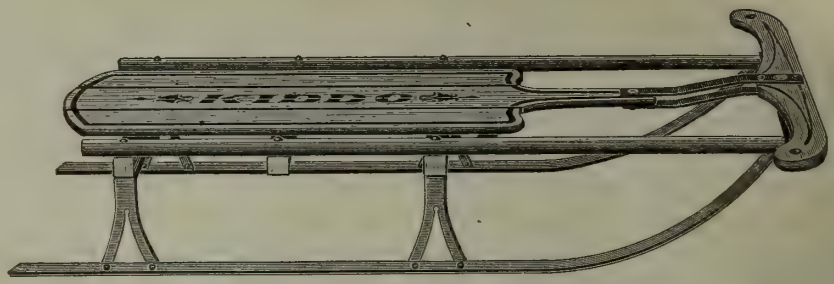
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MEHASCO MESSAGE
No. 17

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Store and window displays that are not only designed to bring the business—but actually attract the dollars into your cash drawer.

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are quality varnishes and enamels that bring customers back for more. Sold on an iron-bound guarantee of absolute satisfaction or "money back for the empty can."

The Kyanize proposition will make your store stand head and shoulders above every other in your locality. Get in line now—write for details to-day.

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The Business Papers Got The Volunteers

EDWARD N. HURLEY, the clear-headed, resourceful Chairman of the United States Shipping Board —the man who induced Chas. Schwab to take the general management — puts a big rating on the national importance of the business paper. In the recent campaign for shipyard volunteers the business papers aided greatly in getting the required number of men.

Mr. Hurley, writing the Secretary of the Associated Business Papers, which includes a large number of the most progressive in North America, says:

> "I WANT to tell you and those connected with the division of advertising that the services rendered the United States Shipping Board and the Emergency Fleet Corporation by the Business Papers in our recent campaign for shipyard volunteers, deserves our highest commendation.
>
> "The editorials which these papers published and the advertisements bearing coupons and postcards to be filled in by those desiring to enrol in the shipyard volunteers, materially helped us in securing our full quota of volunteers.
>
> "I recognize the great force of the Technical and Trade Press of the country, and particularly in these critical times, both with relation to business as well as to the war.
>
> "Please accept this as a testimonial of my appreciation of your very valuable services and the assistance given us by the Associated Business Papers."

It is only since the beginning of the war that many have come to recognize the value and power of the Business Paper. Manufacturers who have subscribed for and used the Business Press in their own campaigns have long known its power in developing not only the business of its readers but the resources of the country. The Business Paper to-day stands high in the estimation of those executive heads connected with war endeavors, because they realize it is a mighty force in stabilizing business and in giving technical knowledge which cannot be secured in any other way.

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WET and wintry weather raises havoc with most brake linings. The water soaks into the lining causing it to swell. Moisture causes the fabrics of ordinary brake lining to break down and quickly wear out. It also causes brakes to grab, a source of annoyance and danger.

The brake lining for winter

Thermoid Brake Lining is particularly efficient for wet and wintry weather because it is practically impervious to moisture. All Thermoid Brake Lining is *Grapnalized*, an exclusive process which resists moisture, oil and gasoline. Scientific tests have shown that Thermoid absorbs only one-third as much moisture as ordinary woven brake lining.

Thermoid has two other special features which make it a trade builder.

Thermoid Brake Inspection Chart

At speed of	A car should stop in
10 miles per hr.	9.2 ft.
15 " " "	20.8 "
20 " " "	37 "
25 " " "	58 "
30 " " "	83.3 "
35 " " "	104 "
40 " " "	148 "
50 " " "	231 "

Will your car do this?

1.—Contains over 40% more material

Over 40 per cent. more material and 60 per cent. more labor is used in the manufacture or Thermoid Brake Lining than in any woven brake lining. This is why Thermoid gives such exceptionally long service.

2.—Hydraulic compressed

Every square inch of Thermoid is compressed under 2,000 pounds of hydraulic pressure This gives Thermoid the ideal coefficient of friction. It makes it uniformly hard all the way through so it can be used until cardboard thin.

In November there is a real need for a brake lining that will resist moisture. Thermoid is the only brake lining that is Grapnalized to resist moisture. Write for suggestions showing how to increase relining business and make the winter months pay a profit. Back of every foot of Thermoid stands ***our guarantee: Thermoid will make good--or we will.***

Thermoid Rubber Company

Factory and Main Offices: Trenton, N.J.

Factory Branches:

New York Chicago San Francisco Detroit
Los Angeles Philadelphia Pittsburgh
Boston Paris London Turin

Canadian Distributors:

The Canadian-Fairbanks-Morse Company. Limited, Montreal
Branches in all principal Canadian Cities

Thermoid GRAPNALIZED WONT GRAB OR SLIP

Thermoid HYDRAULIC COMPRESSED 100% BRAKE LINING

Thermoid GRAPNALIZED WONT GRAB OR SLIP

Makers of "Thermoid Crolide Compound Casings" and "Thermoid-Hardy Universal Joints"

If interested tear out this page and place with letters to be answered.

Cold Weather Made Profitable

This is the season of the year for dealers to "cash in" on automobile equipment and supplies for use during the cold weather months.

Engine Hood Covers



With Fan Front

This is without question the best appearing and most serviceable two-piece outfit on the market. The circular front design is very attractive, and at the same time provides a simple method of ventilation.

Made of waterproof material, extra heavy felt lines, padded and quilted. This cover will retain the heat of the motor while standing, and furnish ample ventilation when in motion. Does not interfere with raising the hood.

No.	Price
9006—Ford, 1917-18-19	$12.50
9007—Chevrolet "490," "490A"-"490B"	12.50
9008 Gray Dort	12.50
9009—Dodge	12.50
9010—For other 4 cylinder cars	15.00
9011—For 6, 8 and 12 cylinder cars	18.00

Always specify make, year and model of car when ordering.

Fleming Windshield Cleaner





The most practical cleaner ever offered the motoring public. Insures safe driving in rain, fog and snowstorms.

Will not injure the frame or scratch the glass. Operates on rubber rollers. Fits any windshield.

No. 9031—Price $2.25

"Presto" Headlight Intensifier Plug Socket for Ford Cars



This new invention is scientifically correct, and is the greatest device for the price ever offered to Ford owners for increasing the illumination of the headlights.

No. 9088—Price $2.00

Utility Junior Heater For Fords



For use in open or closed cars.

No noise, no odor, no escaping gas, no back pressure on motor or loss of power. No operating cost. No cold draughts from outside. Installed in half an hour. Impossible to burn clothes or shoes. Cannot get out of order.

No. 9013 Price $12.50

Champion "Priming" Spark Plugs



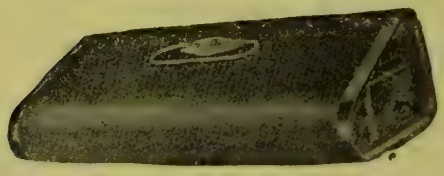
Will start any motor on first quarter turn.

Brings gasoline right to the sparking point.

A great winter seller. The ½-inch thread size is especially recommended for Fords.

No. 9200—Price, ½-inch thread $1.50
No. 9201—Price, ⅞-18 in. thread 1.50
No. 9202—Price, Extra Porcelain 0.65

High Grade Foot Warmers



For automobiles, wagons, carriages, sleighs, etc. Gives cold weather comfort for less than one cent per hour. It provides a warm foot rest, and when placed underneath lap robe radiates heat which warms the entire body.

No. 9014—Price $3.50

Wool-Lined Gauntlets



Price, $5.50 pair.

The Sanitary Wire Running Board Mat

Adds Class and Distinction to Any Car



Showing Mat Attached to Running Board

No. 9025 ..... $1.75

GET YOUR SHARE OF WINTER BUSINESS

The quick sellers shown on this page are only a few among hundreds of "live" articles shown in our Fall and Winter Bullentin. Send for a copy to-day.

HYSLOP BROTHERS, LIMITED

TORONTO, - - - ONTARIO

Why You Should Be A Michelin Dealer

No. 31

Every Michelin User Is a Real Booster for The Michelin Dealer

It isn't often that you find an article so good that the people who buy it feel themselves indebted to the seller and boost for him in an effort to repay the debt.

But Michelin Tires are so good that this is exactly what happens.

You can't find a Michelin Dealer anywhere who has not a steadily growing list of volunteer boosters—many of whom are as good as salesmen and sometimes better.

How many salesmen have you? Would you be able to do more business if you had twice or three times as many—all as good as your present staff but costing you no more in all?

Of course you would.

That's just what the Michelin Proposition will give you; it will turn your customers into salesmen.

Write for details today.

Michelin Tire Co. of Canada, Ltd.

782 St. Catherine St. W., Montreal



MICHELIN

THE SPHINX MFG. COMPANY

BIRMINGHAM, ENGLAND

Canadian Representative:
W. T. EVANS
1684 St. Urbain St., Montreal





For Starting Engines in Cold Weather

"North Star Multiplies" are dependable. Made in compact, easily handled form, with a convenient handle for carrying.

Just connect two wires to the binding posts and the battery is then ready to operate, no *loose connections*.



All Western Dealers

should stock the North Star No. 6 You always get it fresh. Date of manufacture is stamped in plain figures on bottom of carton. Made of the best materials, carefully inspected, tested, and fully guaranteed.

CANADA DRY CELLS, LIMITED
WINNIPEG, CANADA

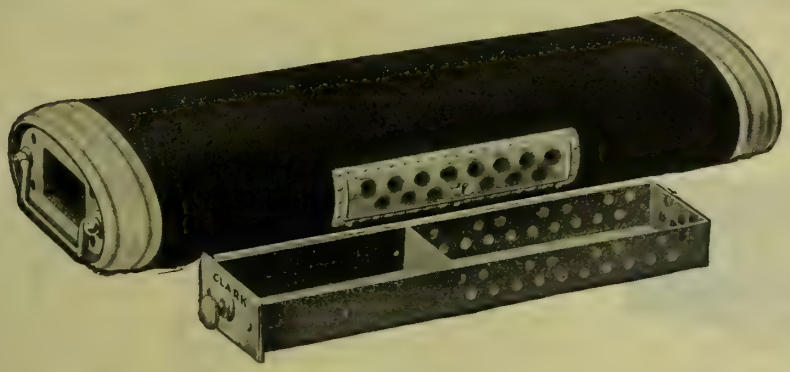
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Clark Indestructible Steel Heaters

For Automobiles, Carriages, Sleighs and all Vehicles

Dealers! *This has been a good selling and profitable line with the Trade for 25 years, and Clark Heaters are more popular than ever.*

DEALERS ORDER NOW



Your Jobber Can Supply You

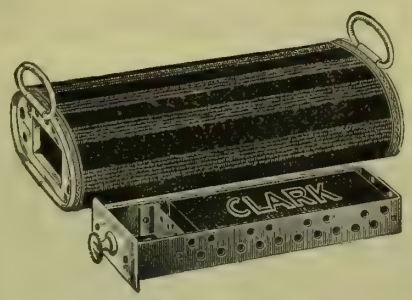
No. 8XX Clark Automobile Heater—The Duchess

The handsomest heater ever built. Covered with rich velvet plush in blue, green or maroon shades. Extra wide, highly finished, nickel-plated flange at ends. Side and end adjustable ventilators. Re-inforced steel body. Extra heavy asbestos lining. All outside metal parts quadruple nickel-plated. De luxe finish, 24 inches long. Weighs 12 lbs.



No. 7D Clark Heater—Slanting Top

Clark indestructible riveted steel body. Drawn steel ends, heavily nickel-plated. Side and end adjustable ventilators, allowing perfect regulation of heat. Thick asbestos lining. Covered with extra quality of green Brussels Carpet. A beautiful heater. 14 inches long. Weighs 9 lbs.



No. 5B Clark Heater

Strong, durable, and of good appearance. Covered with Brussels Carpet. Asbestos lining. A good heat giver. Used extensively by farmers, mail carriers, cab drivers, etc.
Light and handy. 12 inches long. Weighs 4 lbs.



Case Containing 100 Bricks

Clark Carbon

The World's Best Heater Fuel

A scientifically prepared carbon densely compressed into bricks yielding a much higher percentage of heat than any other heater fuel. No known substance contains so high a caloric value. One brick in a Clark heater will furnish a strong and steady heat for a period of from 12 to 16 hours.

The New Carton and Container for Clark Carbon

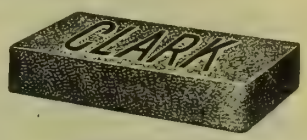
For the convenience of dealers and customers, Clark carbon scores another big hit in the new package. Three bricks are packed in a neat cardboard carton, and four of these cartons, or one dozen of the bricks, are packed in the larger cardboard container.

This package preserves the brick from breakage in shipment and makes it clean and convenient to retail in packages of ¼ dozen bricks.

Only our Clark Carbon is put up in this way.

Chicago Flexible Shaft Co.

Twelfth Street and Central Ave., Chicago, Illinois

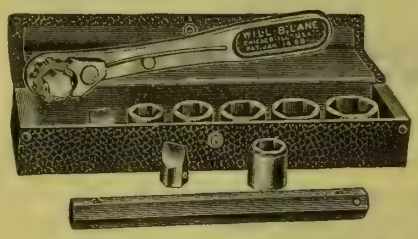


SINGLE BRICK
Sizes 7½ x 2½ x 1¼ inches



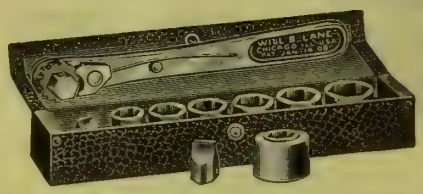
CARTON
Containing 1 doz. Bricks.

If interested tear out this page and place with letters to be answered.



FORD SET

The Ford Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.



STANDARD SET

Standard Set contains: I Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex nuts, as follows: U.S. Standards from ¼ to ½ in.; A.L.A.M Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 in. to ⅝ in.

Autoists like that ratchet feature

Lane's Unique Ratchet Wrench is ideal for close work

The autoist who has once discovered a few of the hard-to-get-at nuts and screws on his car is only too pleased to have some one introduce to him Lane's Unique Ratchet Wrench. He sees at a glance how effective the ratchet feature would be in close quarters where an ordinary tool would be absolutely useless.

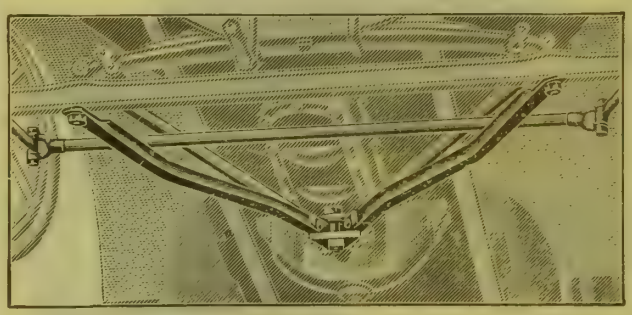
Play up this ratchet feature and so arrange auto accessory displays that when motorists get up against the tool problem they will remember Lane's Unique Ratchet Wrench and come to you for a set.

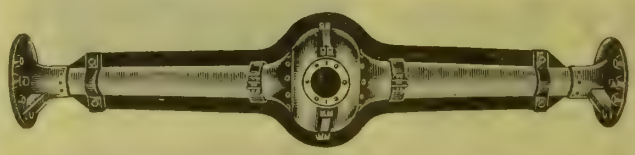
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Wood-Vallance & Legatt - - - Vancouver
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Will B. Lane - Chicago, Ill.

180 North Dearborn Street





Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

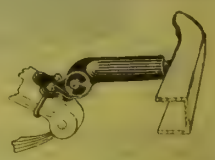
LINE & KIMBALL CO.

Manufacturers of Auto Accessories

Moose Jaw **Saskatchewan**

"Niagara" Bumpers

Are Reliable

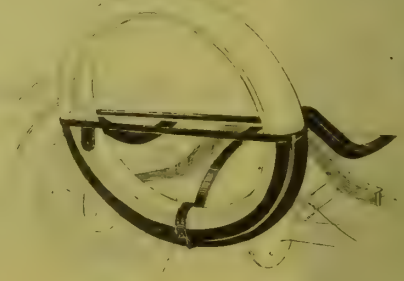


Concealed Springs **absorb shock in collision.**

BARS In All Shapes---**They are durable and highly finished.**

"Niagara" Accessories

Please The Customers



"Niagara"
Tire Carriers
for
Ford Cars

The Best Yet

MADE IN CANADA BY

Kinzinger, Bruce & Co., Ltd.

Niagara Falls

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RADIATOR NEVERLEAK

Stops All Leaks

Radiator Neverleak is a guaranteed preparation for stopping leaks in Auto Radiators. It is a carefully and scientifically compounded liquid that will, positively, in from five to ten minutes, stop any ordinary leak in a radiator or cooling system. And the repair will be permanent.

It Contains No Acid, Meal, Cement or Sediment to Clog or Impair the Cooling System

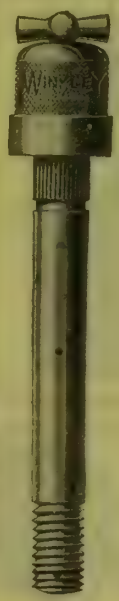
It will not evaporate, consequently it remains in the radiator indefinitely, automatically sealing any new leaks that may occur. It also tends to prevent the formation of scale or rust in the cooling system.

As your profit on NEVERLEAK is extra good, it will pay you to investigate. You can sell on an absolute money-back guarantee.

GREAT WEST ELECTRIC CO., LIMITED

Distributors of Laco Tungsten and Nitro Lamps

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins




"Oil Cup"


"Ratchet"




"D"




"M"

Catalogues and Prices
Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

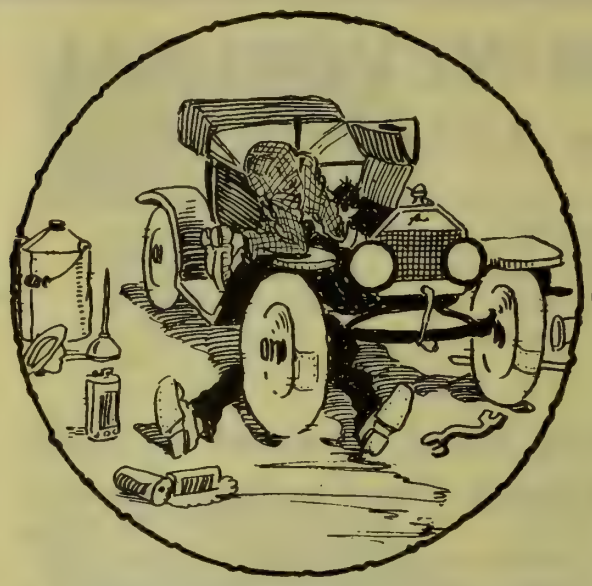
STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated
CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO



NO CAR IS PERFECT NOWADAYS

Repair Parts and Accessories are in constant demand

Mr. Hardware Man:—You can make auto parts and accessories one of your most profitable lines.
Our direct-by-mail selling plan enables us to save you money. Bulletin shows hundreds of standard lines. All goods shipped six hours after receipt of order. Decide right now to investigate.

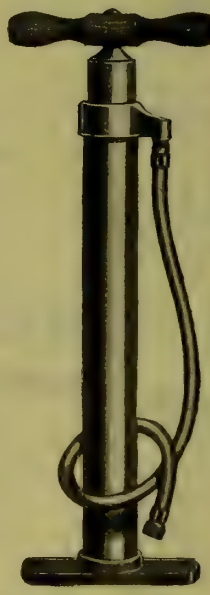
THE WILSON LINE

Send for your copy of bulletin and special price list to-day.

WILSON AUTO SPECIALTIES COMPANY
G. E. WILSON, President HAMILTON, CANADA

Tallman Double Action Pump

Easy on Your Back



Saves Your Tires

Tallman Brass & Metal Limited
HAMILTON, ONT.

MADE IN CANADA

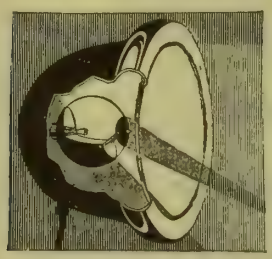
BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines
Harness Oil. Neatsfoot Oil
A Gas Engine Oil (for gasoline engines).
Tractorlene Oil (for oil burning engines).
Ideal Thresher's Machines Oil (for general use).
Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG



The Perrin No-Glare in an Automobile Headlight

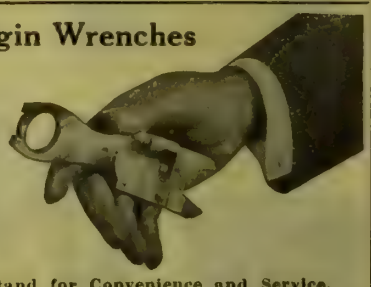
Perrin No-Glare for Auto Headlights

This device gives the best results for the money. Eliminates glare. Gives good roadlight. Is legal everywhere.
Satisfaction guaranteed or money refunded.
Retails at $2.25 per pair. Special price to dealers and garages. Heads lists of approved devices in Manitoba.

Western Distributor:

W. W. HICKS, 567 Banning Street, WINNIPEG

Elgin Wrenches



Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

Please Mention This Paper When Writing to Advertisers

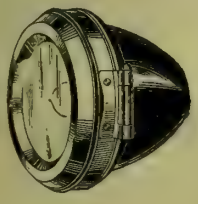
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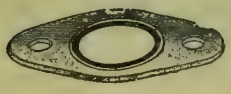


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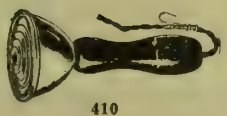

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412

THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 20c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE and METAL

Electro Department

143-153 University Avenue

TORONTO

"The Power of the West"

AS soon as peace is in sight, politics will again come into play in Canada and then the West may hold the balance of power. Such is the prediction made by J. K. Munro, special political writer, in November MACLEAN'S. He thinks that the Western tail may wag the Canadian dog and that this explains why statesmen and others are trying to-day to get both hands on the tail. An outspoken article—incisive, humorous, fearless, unbiased. Read it—"The Power of the West."

Germany Should Pay Canada's War Debt

Had Germany won the Junkers intended to seize and divide Canada. Writing in the November issue of MACLEAN'S MAGAZINE, Lieut-Col. J. B. Maclean contends that the war debt we have piled up should be paid in cash by Germany as one of the peace terms. He makes a vigorous presentation of Canada's case.

Chronicles of the Klondyke

The real story of the great gold boom is being told for the first time by E. Ward Smith, who was treasurer, assessor, clerk and tax collector of Dawson City during the Yukon stampede. His series starts with "My Recollections of Early Strikes"—Strange stories of how men stumbled on tremendous fortunes in the frozen North. The author knew everyone in the Klondyke and saw everything that went on at first hand.

Bright Stories—Vital Articles—Famous Writers

The important articles and the big stories that are being written in Canada by the best Canadian writers are always found nowadays in MACLEAN'S. Here's a partial list of the November bill:—

The Minx Goes to the Front - **C. N. and A. M. Williamson**
Better Dead—The Silly World of the Spiritualists - **Stephen Leacock**
The Strange Adventure of the Staring Canvas - **Arthur Stringer**
Family Pride - **Theodore Goodridge Roberts**
The Three Sapphires - **W. A. Fraser**
The Life of Mary Pickford - **Arthur Stringer**
We Must Tighten Our Belts - **Henry B. Thomson (Chairman, Canada Food Board)**
Lenix Ballister—Detective - **A. P. McKishnie**
Business Outlook - **Investment Situation**
Women and Their Work - **Books of the Month**

World Happenings in a Nutshell.—"Review of Reviews Dept."

The periodicals of the world are searched to get the best articles on current events. For instance, November MACLEAN'S contains: The Starving of Lille, The True Story of the Jameson Raid, Germany's Fleet Will Come Out? Mysterious New City in France, The Woman Who Caused Russia's Defeat, Hypnotism Cures Shell Shock, How Turkey Planned to Butcher British, Queen Mary is Accomplished Letter Writer, Why Palestine Was Captured.

Buy an *Extra* Copy for Husband, Brother, Friend, and Send Overseas

Over 60,000 Canadian Families Buy

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

NOVEMBER ISSUE Now On Sale At All News Dealers

20c Per Copy. $2.00 Per Year.

Dealers who have not been handling MACLEAN'S should secure copies at once from their nearest Wholesaler.

LONDON HIGH GRADE BARIRON

We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.
The consignments you receive from time to time are the same through and through.
Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

London Rolling Mills Co., Limited, London, Canada

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzel, Vancouver.

SHARRATT & NEWTH'S

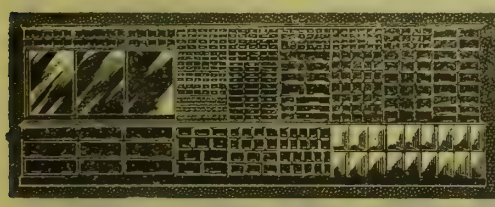


GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings

The quality of our goods is right, prices right.

CAMERON & CAMPBELL, Manufacturers
Toronto, Canada

OWL BABBITT METALS

There's a good amount of business in your town in Babbitt Metals that you could capture by stocking Owl Babbitts.
Owl Traction Babbitt for Tractors
Owl Babbitt Metal for Thrashers

"Delta" Files



– we'll help you sell them

TRADE MARK
DELTA

If the "Delta" Dealer never said a word about these good files but just kept handing them across his counter day by day he would gradually build up an enviable reputation for the quality of files he sells. But we believe in hurrying up that good reputation by telling our agents' customers facts about "Delta"—facts which interest file users and induce them to buy "Delta."

If you want to take on the "Delta" File Agency in your district we will help you make it the most profitable line in your stock. We'll help you interest all the big users of files and show you how to close them up.

This is a genuine plan we want you to try, so write and get full particulars.

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto; Starke, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax; Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS.

If interested tear out this page and place with letters to be answered.

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

WHY have our sales increased 200% over last year?

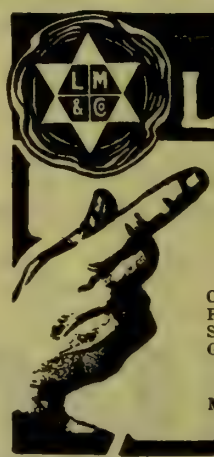
BECAUSE our prices, quality equal, are 10% lower than others

OUR GRADES

Colored---1B, 1A, 7, 1, 5

White---Jap, XC, X, XX, XXX

ACME WASTE MFG. CO.
LIMITED
482 WELLINGTON ST. W., TORONTO
5 Queen Street, Montreal 1206 McArthur Bldg., Winnipeg



GERMANTOWN LAMPBLACK

THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.
Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.



Mr. Dealer: Sell This Fence

Establish a trade that will stay with you and at the same time will show a substantial growth. Compare this strong, rustless, unyielding fence alongside flimsy netting, and every poultry raiser will flock to your store. Note the close spaces at bottom that turns the small chicks and keeps out intruders.

SEND FOR LITERATURE

Get our catalogue of fencing for all purposes. Every foot of it guaranteed. Write today for agency in open territory. Our fence in every instance backs up our advertising.

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg Man. Hamilton, Ont.



Standard Tube & Fence Co.
LIMITED

Manufacturers of

Woven Wire Fencing for Farm and Ornamental purposes, Farm and Ornamental Gates, Steel Tube Fence Posts, and a full line of fencing materials,

also

Butted and Welded, sizes ⅜" to 2", 14 to 20 gauge.

WOODSTOCK ONTARIO

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY



Bolts

We have a large stock of **Carriage and Machine Bolts** and **Coach Screws, Rivets, Nuts and Washers,** from which we can fill all orders immediately.
Prompt Shipments. Reasonable Prices.

London Bolt & Hinge Works
LONDON, CANADA

If interested tear out this page and place with letters to be answered.

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our
CUTLERY
By seeing that thi exact mark is on each blade

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

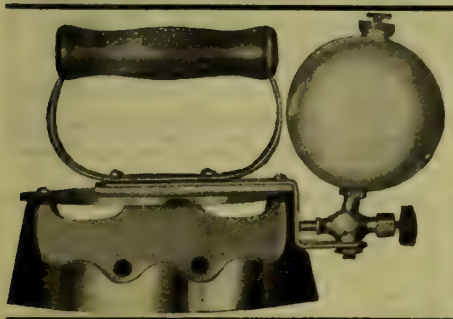
GLUE
IN PACKAGES

Put up in the way that best appeals to the people—that's "Brantford" GLUE

It's an all 'round glue and makes good profits for dealers.
In ¼, ½ and 1 lb. packages at your jobbers.

CANADA GLUE CO., Limited, Brantford, Ont.

Big Spring and Summer Seller

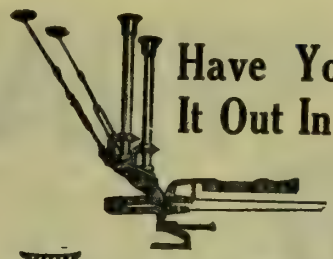


Every housekeeper—city or country—a likely purchaser of the

"Comfort" Iron

Makes its own gas, two-pointed, self-heating, self-cleaning. Operates easily at low cost. Looks good and makes good, guaranteed. Sells fast.
Ask your jobber for particulars or write direct.
Dept. 16.

National Stamping and Electric Works
410-424 S. Clinton St. - - Chicago, Ill.



Have You Figured It Out In This Way?

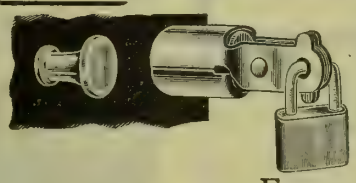
They would be enabled to remain with customers to wrap parcels, or perform other important duties, while change is being made and returned, which is just so much time gained, if otherwise they have to leave for change. A time-saver—is it not?

To be continued in our next advertisement.

P.S.—Bear in mind the double check which our service affords against errors, viz., through the cashier and salesmen checking one another.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach St., Toronto, Can.

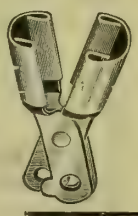
BUY VICTORY BONDS.



Sell this Vest Pocket Lock for Chevrolet Cars

Every Chevrolet owner will want this lock. Easy and simple to operate. Inexpensive.

Dealers, write us.
Manufactured by
HOMER & WILSON
1-5 Lancaster Street, HAMILTON



BRASS VALVES

National Brass, Limited
LONDON - CANADA

GULF BRAND
Pure Gum Turpentine and Rosin
of highest Quality, guaranteed at destination to Equal *Government Standards*

Nothing but selected pure Gum Products from Distilleries using the most Modern methods of manufacture and handling and following a strict set of specifications to insure the Highest Uniform Quality.

Shipments made direct from Distilleries. Grades guaranteed at destination to equal Government standards. Stocks carried in Toronto, car or less car lots. Write for quotations.

FRED SMITH
Mail Building, Toronto, Can.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

METAL STAMPINGS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

Cutting Sodering Time

Robert W. Hunt & Co., Testing Engineers, Chicago, carried out exhaustive tests with the four Allen Fluxes, and six other leading commercial fluxes. Their report contained the following paragraph:

"In making up the test pieces it was noted that the time required for the sodering operation varied considerably for the different fluxes and that greater speed and cleaner joints were made with the use of Allen's paste and liquid fluxes."

For free sample and literature address Bissett & Webb, Ltd., 126 Lombard Street, Winnipeg, Canada.

TRADE SAWYER MARK Registered

STITCHED CANVAS BELTS

"THE QUALITY BELT"

PLEWES LIMITED, Distributors, WINNIPEG

A good concern to do business with

PATENTS

PATENT YOUR IDEAS

Get list wanted by manufacturers and our "Reference Guide for Inventors." Send sketch for free report as to patentability. Patents secured or our fees returned.

Harold C. Shipman & Co., Patent Attys.
Central Chambers, Ottawa, Canada

The PARMENTER BULLOCH CO., Ltd.

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

NOH

Manufacturers of Builders' Hardware, Castings and Steel Stampings.

NATIONAL HARDWARE CO. LIMITED

BERLIN ONTARIO CANADA

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED

NIAGARA FALLS, CANADA

WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works

BUFFALO, N.Y.

BEAR BRAND LAMP BLACKS

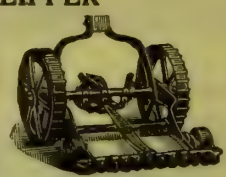
A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.

135 WILLIAM ST. NEW YORK

THE CLIPPER

There are three things that destroy your lawn. Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO. Dixon, Ill.



NORCROSS
Garden Cultivator-hoe

"Used the World Over"
Send for Catalog

C.S. Norcross & Sons, Bushnell, Ill.

WASTE PAPER BALERS



"Turn Waste into Profit."

Reduce your fire risk and keep your place clean.

Made in 12 sizes.

Send for catalog.

Climax Baler Co. Hamilton, Ont.

STOVE & ELECTRICAL
MICA

ELECTRICAL MICA

Stove mica in assorted sizes for the trade

A. G. MARTIN
234-236 Besserer St.
OTTAWA, ONT.

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment.

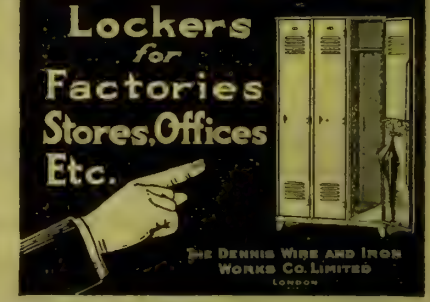
Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

DENNISTEEL

Made in Canada

Lockers for Factories Stores, Offices Etc.



THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON

TENTS, AWNINGS

FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

Send Postcard for Catalogue

GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA

Poultry Leg Bands, Ear Tags and Buttons

FOR STOCK	*Retail Prices*
Challenge adjustable Leg Bands	15c per doz. 85c per 100
Single spiral colored bands	20c per doz. 90c per 100
Three spiral colored bands	25c per doz. $1.25 per 100

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

H.E.ROSS THE RIDEAU SPECIALTY CO. MANUFACTURERS SMITHS FALLS ONT.

GLUE

For all purposes, none better made, all qualities. Send for list prices and samples.

DOMINION GLUE & EMERY CO.,
268 Centre St., Montreal.

If interested tear out this page and place with letters to be answered.

Wanted

HELP WANTED

SIDE-LINE FOR TRAVELLERS—INFORMATION wanted from small towns regarding new building. Will not interfere with your regular business. We don't ask you to sell anything—merely to acquire information. Commission paid for each report. We supply forms and postage. Apply stating route and how often covered. Box No. 112, Hardware and Metal.

WANTED—FACTORY MANAGER OR SUPERintendent. A splendid opening for an experienced, capable and ambitious man to take charge of the manufacturing end of our business, with a place on our Board of Directors and a financial or working interest in our company. No investment necessary, although preferable. Experience in the manufacture of farm implements and particularly threshing machinery especially desirable. Farm Machinery Manufacturers. Ltd., 210 Alberta Ave., Saskatoon, Canada.

TINSMITH WANTED—A YOUNG MAN WITH one or two years' experience in general tin shop work. This is a good chance to complete the trade at good wages and steady work. Apply at once to A. R. Wright & Son, Port Burwell, Ont.

IS THERE A LIVE, AGGRESSIVE SALESMAN or manufacturer's agent with not too many irons in the fire, covering Quebec and the East, who would like to handle, on a commission basis, a line sold to the wholesale hardware and grocery trade? Box 119, Hardware and Metal.

FOR SALE

FOR SALE—HARDWARE AND FURNITURE business in the best district in the West. Stock about $5,000, fixtures $500. Building can be bought or rented. Owner must sell. Very little cash will handle this. Box 92, Hardware and Metal.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms is to sell the manufacturers who read Hardware and Metal all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

FOR SALE, AT A BARGAIN, SET OF TINsmith tools in first-class order. For further particulars apply to Byron Carney, manager Canadian Oil Co., London, Ont.

HARDWARE AND PLUMBING SUPPLIES business for sale. Owner will keep half interest if buyer prefers. Business situated near the largest market in Canada. Established since 1865. E. J. Laverdure, 71 William St., Ottawa, Ont.

FOR SALE—GENERAL HARDWARE STOCK. We offer our stock of hardware at invoice prices, as a greater part of this stock would be at prices before the war. We consider it a bargain for quick sale. Stock all new six years ago. Amount of stock at present between seven and eight thousand. Building can be rented or bought, or stock can be moved away. Good district in Ontario. Box 118, Hardware and Metal.

GALVANIZED IRON SHEETS, APOLLO brand. We have the following gauges in stock: 14, 16, 18, 20, 22 and 24. Wheeler & Bain, Toronto.

FOR SALE

FOR SALE—300 BOXES IC AND IX 20" x 28" Prime Tinplates. These plates can be bought below present market prices. The Schultz Mfg. Co., Limited, Hamilton, Canada.

SITUATIONS WANTED

A1 SALESMAN DESIRES POSITION AS traveller to call on retail trade. British Columbia territory preferred. Box 120, Hardware and Metal.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

STOVE REPAIRS FOR GARLANDS, PEN Esthers, Acmes, Sunlights, Silver Kings, Souvenirs, Welcomes, Crown Hurons, Peninsulars, Jewels, Pandoras, Favorites, Imperial Oxfords, and all kinds of Ranges and Heaters. Write for list and prices. Grundy Bros., Strathroy.

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

HARDWARE DEALERS HAVING IN STOCK Colts Revolvers, 32 Calibre and 38 Calibre, please submit list and prices to Marks-Clavet-Dobie Company, Port Arthur, Ontario.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch with the people who will be most interested.

TOOLS FOR SALE

WE ARE OBLIGED TO DISCONTINUE OUR tinshop, and have for sale the following tools which have been used very little and are in first-class shape: 1 encased setting down machine BB; 1 wiring machine, No. 1 x 167 large burr BB; 1 wiring machine, No. 1 x 168 small burr BB; 1 beading machine with crimp head; 1 encased groover, No. 3; 1 folding machine, adjustable bar, solid base 20"; 1 double seaming stake with 2 heads; 1 breakhorn stake; 1 hollow mandrel stake; 1 mandrel stake; 1 sheet iron folder, No. 7; 1 solid frame stove pipe former, No. 5; 1 squaring shear, No. 1, with table. Price complete $100.00 F.O.B. Thamesville, Ont. Write E. S. Hubbell & Sons, Thamesville, Ont.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

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2 cents

per word for the first insertion is the rate charged for an advertisement on this page. Each figure is counted as a word, and a charge of 5c extra is made when a box number is required.

When more than one insertion is ordered the cost is one cent per word for each subsequent insertion, providing the copy is not changed.

Write your message legibly and state the number of times you wish it to appear.

HARDWARE AND METAL "Wanted" ads get results.



A.B.C. Member

Hardware and Metal is the only Hardware Paper in Canada with circulation audited by the Audit Bureau of Circulations.



SANITONE

The Right Article at the Right Time

For

FALL PAINTING

Here is a finish for interior walls and ceilings that combines durability and beauty—put up in many different shades which dry with a rich, velvety finish that is so restful to the eye. It lasts for years, because it can be washed with soap and water without injury.

This Is What Your Customers Require

Why not be a C-P Agent and carry Sanitone. Let us help you increase your sales and profits with our new dealer's helps, and our big National Magazine and Newspaper Campaign.

The C-P Agency Pays Big Dividends.

THE CANADA PAINT COMPANY

LIMITED

MONTREAL TORONTO WINNIPEG HALIFAX CALGARY

McKinnon Industries Limited

St. Catharines, Ontario



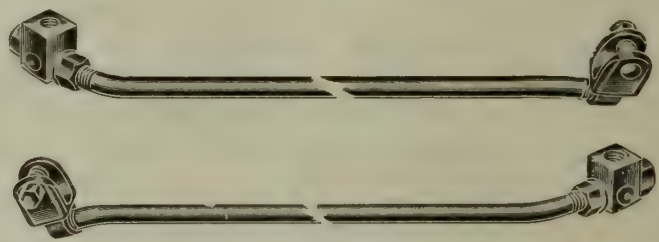
Improved No. 1 Valve Spring Lifter
For Ford Cars

A FEW FACTS:

1. Specially designed for Ford Cars.
2. This Lifter is made of strong, tough, malleable iron.
3. Can be folded together, occupying very little space in tool chest or roll.
4. The improved ratchet holds the lifter in any desired position when compressing a valve spring.
5. You have the free use of both hands.
6. The springs are made from selected spring stock.
7. The slot at the end of arms is **WIDE** and the stock heavy.
8. Length overall, 8¾ inches.
9. Weight for mailing, approximately 1 lb.
10. Carefully packed in carton properly labelled.

LIST PRICE

No. 1 .....65 cents each



Auxiliary Radius Rod
For Ford Cars and Ford One-Ton Trucks

You will add 100% to the strength of Axle and Radius Rod already on Ford Cars.

The Clamps are Solid and of Selected Malleable Iron. The Bar is **SOLID** ⅝-inch, carefully selected material and machine threaded. The finish is black Japan, properly baked on.

NOTE, **Mr. JOBBER:**

All "Ford" One-Ton Trucks should be equipped with McKINNON HEAVY RADIUS RODS.

WEIGHT .....8 lbs. per Set

LIST PRICE.....$3.90 per Set

McKinnon Industries Limited

St. Catharines, Ontario

HARDWARE AND METAL

Vol. XXX
No. 47

PUBLISHED EVERY SATURDAY SINCE 1888

November 23
1918

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

A New
Distinctive Line
OF
Paint and Varnish Products
UNDER
The Old Well-Established Trade Name

TRADE
ELASTICA
MARK.

There is now an Elastica Paint, Enamel or Varnish Product for every need.

The Superior Quality that has won such an enviable reputation for Elastica Varnishes will be fully maintained throughout the entire line.

The opportunity for handling the full line of Elastica Products is now yours.

Write us at once.

INTERNATIONAL VARNISH CO. LIMITED.

Vancouver Halifax TORONTO Montreal Winnipeg

Canadian Tube & Iron Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BOLTS AND NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, etc.

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

Canadian Rolling Mills Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BAR IRON AND STEEL (rounds, squares and flats).

TWISTED STEEL BARS FOR REINFORCING.

CANADIAN TUBE & IRON CO., LIMITED

MONTREAL

Colonial Wire Mfg. Co., Limited

Manufacturers of

SMOOTH STEEL WIRES (Bright annealed, solid and annealed).

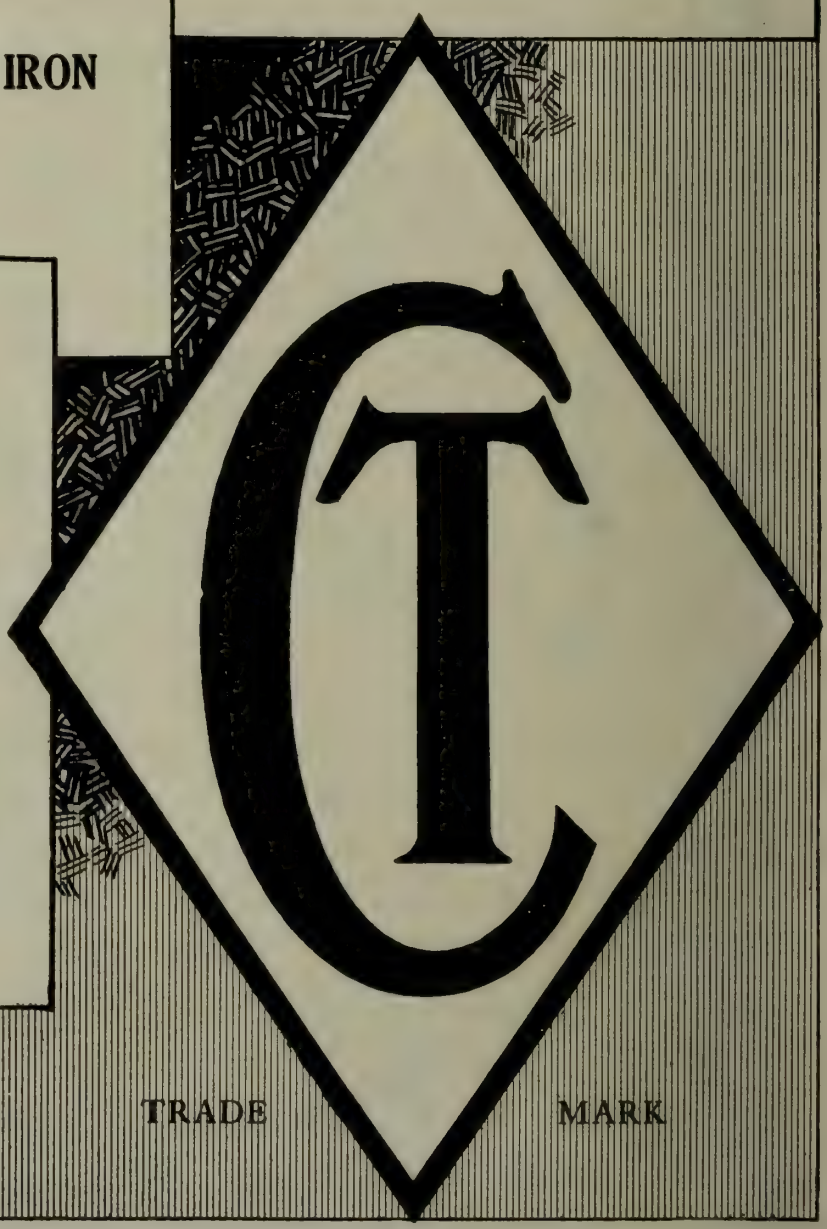
TINNED MATTRESS WIRE, BROOM WIRE, FINE WIRE (plain and galvanized).

FENCE STAPLES — WIRE NAILS — WOOD SCREWS.

PUMP RODS (plain and galvanized.

CANADIAN TUBE & IRON CO., LIMITED

MONTREAL



TRADE MARK

Priest's Toilet Clippers

You will make no mistake in getting acquainted with Priest's Toilet Clippers because you can depend upon them to satisfy your customers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents



"P.&W.Co." SMALL TOOLS

Taps, Dies, Reamers, Milling Cutters, Drills

Highest Grade Materials—Expert Workmen—Quality absolutely guaranteed.

PRATT & WHITNEY CO., OF CANADA, LTD.

Dundas Ontario Canada

Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.



Yale Products made in Canada

Padlocks *Door Closers*

Night Latches *Builders' Hardware*

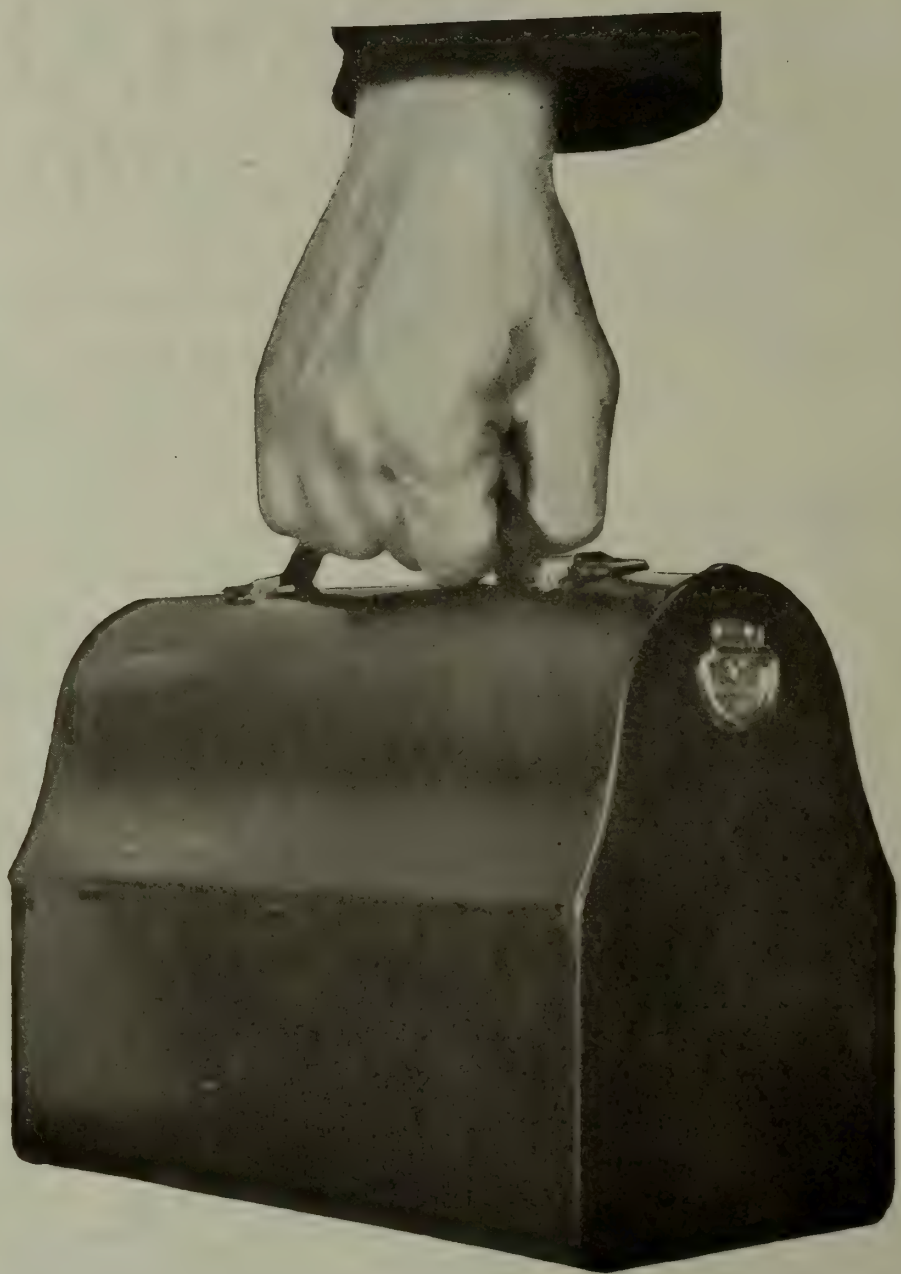
The dealer who sells Yale products does two things: he makes certain of profitable sales and customer-satisfaction. There are no weak links in the Yale line.

The name "Yale" helps make the sale

Canadian Yale & Towne Ltd., St. Catharines, Ont.

If interested tear out this page and place with letters to be answered.

LUNCH BOXES



Do you recognize this hand? It belongs to one of the thousands of workers who daily carry UNIVERSAL Lunch Boxes.

More men are going into the factories and shipyards every day. Sell them UNIVERSAL Lunch Boxes.

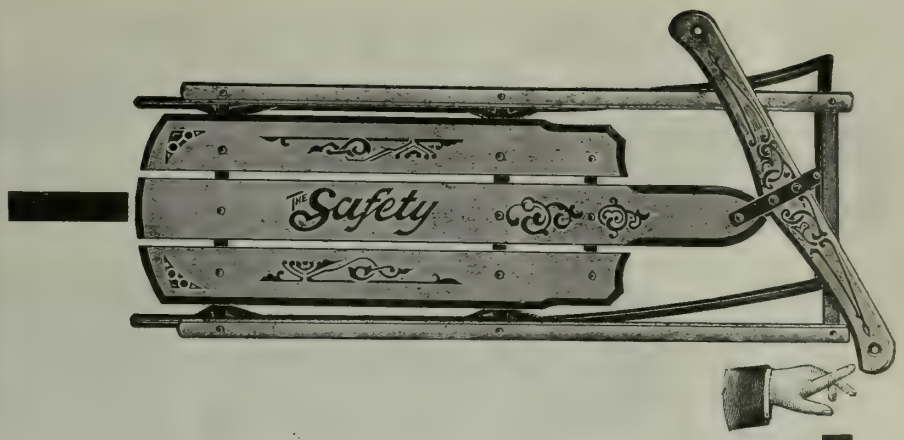
LANDERS, FRARY & CLARK

NEW BRITAIN, CONN.

Canadian Representatives—A. MacFarlane & Company, Montreal

If interested tear out this page and place with letters to be answered.



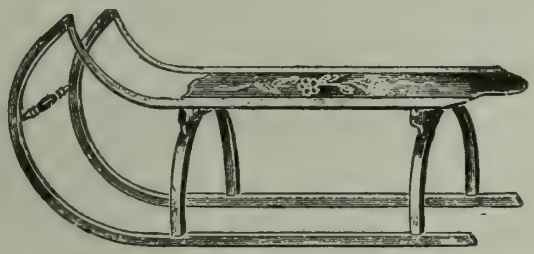


SLEDS

For Everybody

BABY SLEIGHS WITH RAILS
SLEDS FOR BOYS AND GIRLS OF ALL AGES.
LOW, HIGH, STEERING AND BOB SLEIGHS,
WOOD, STEEL AND COMBINATION.

Get Our Prices



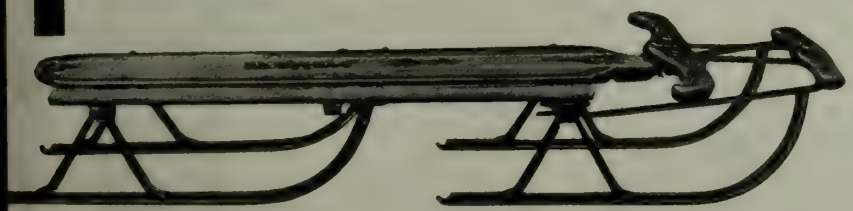
Order Immediately

WE HAVE AN ASSORTMENT TO MEET
ALL REQUIREMENTS.

Our Stocks are Complete but the Demand is Heavy

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

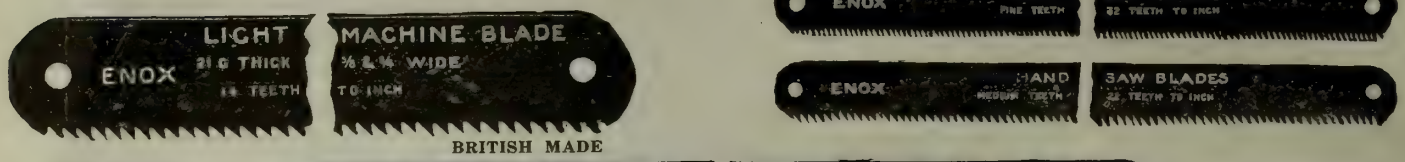




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ENOX HACKSAW BLADES

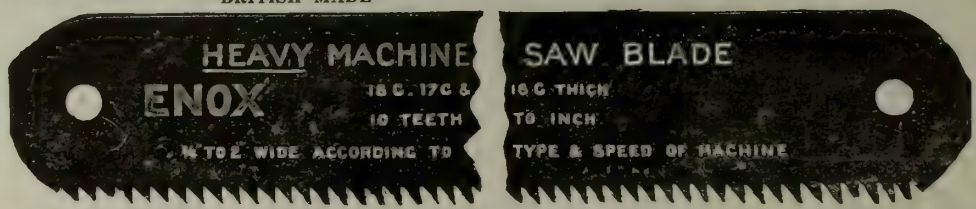
ARE THE BEST



BRITISH MADE

AGENTS IN CANADIAN TOWNS WANTED

AN ENTIRELY BRITISH COMPANY

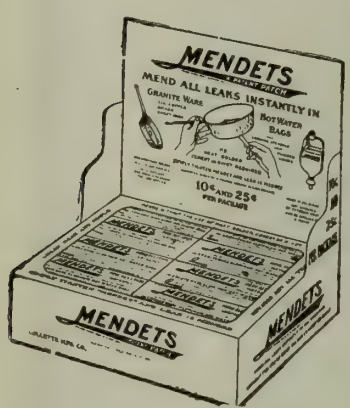


Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10

The Housewife Wants Mendets!





It's Your Business To Supply Them!

Mendets supply the only perfect method in treating leaks in Graniteware, Aluminum, Hot Water Bags, etc.

They save your customer many an unnecessary purchase. She needs them every minute of the day in her kitchen.

Sold by all wholesale hardware houses.

Collette Mfg. Company

Collingwood, Ont., Canada

Furriers to

H. M. King George V

BY APPOINTMENT

Superior Quality Raccoon Coats

in a tremendous selection

Made of carefully selected full furred pelts, these coats are finished in the typical Holt, Renfrew way.

Light in Weight---Soft---Well Fitting

While there are both cheap and expensive coats, we pay particular attention to the moderately priced.

Select one now while choice is complete

Holt, Renfrew & Co.

Department "K" *Limited* Quebec City

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO



It's a Pink anyway you take it, and it's the best Peavey made.

Why You Should Be A Michelin Dealer

No. 32

Michelin Dealers are Backed by Tire Specialists

When you become a Michelin Dealer you line up with the company that is acknowledged as the world's great tire specialist.

The House of Michelin makes pneumatic tires and nothing else.

Rubber footwear, clothing, hose and sundries have no opportunity to compete for Michelin's attention. Instead, all of Michelin's experience, skill and money are devoted to the single purpose of making better tires and selling them properly.

This specialization has enabled Michelin to build better tires and to avoid many a fault that would otherwise have crept in, had materials and manufacture been less carefully watched.

This specialization has also made it possible to develop a sales organization that works with supreme smoothness, every detail being watched with care to make the selling of Michelin Tires easier and more satisfactory for the Michelin Dealer—the cornerstone of Michelin success.

Write for Michelin's Dealer-Proposition.

MICHELIN TIRE CO. of Canada, Limited

782 St. Catherine Street West, Montreal

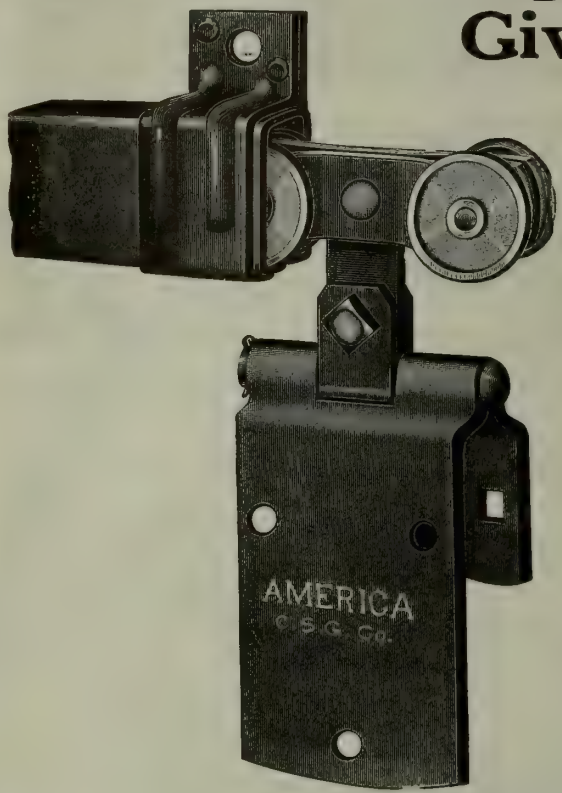


THE WORLD'S GREAT TIRE SPECIALIST

MICHELIN

If interested tear out this page and place with letters to be answered.

America Hangers Sell Easily and Give Life-time Service



The roller bearing tandem truck hanger is constructed entirely of steel and built to carry heavy doors.

The adjusting screw below the track is always accessible and allows increasing or decreasing the space between door and building.

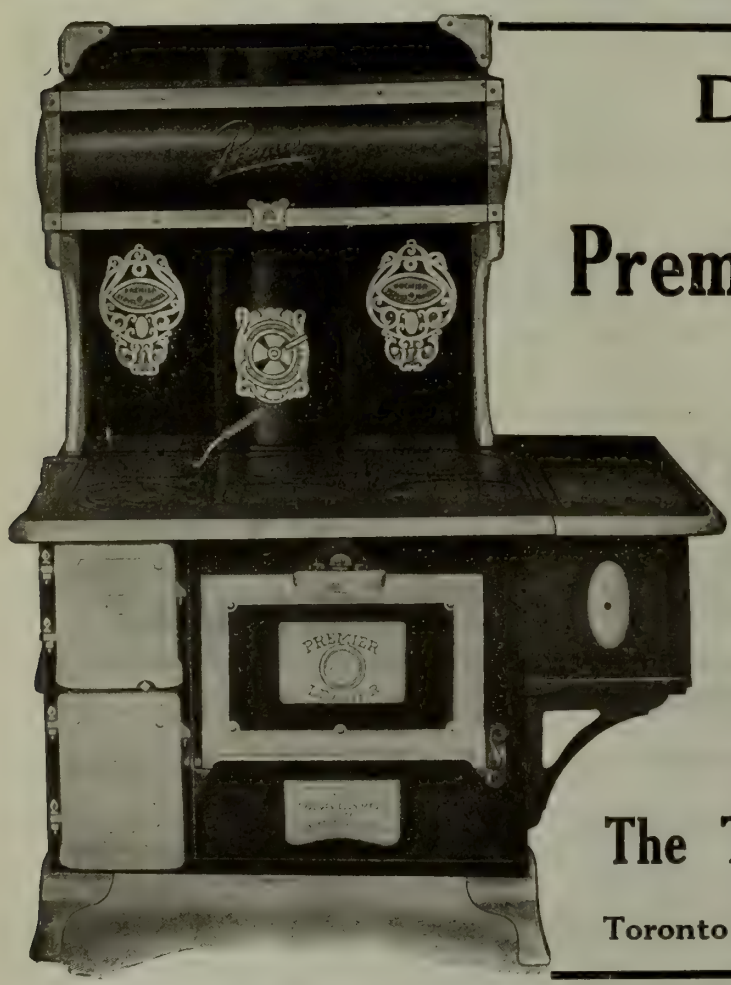
The detachable drop strap permits door to swing out at right angles and prevents tearing down.

America hangers run on the famous Hatch Trolley Track, supported with corrugated brackets.

Swing in to-day. Hitch your efforts to the biggest selling, profit-making line of door hangers.

Manufactured by

Canada Steel Goods Company
LIMITED
HAMILTON, CANADA



DAVIDSON'S
POPULAR
Premier Leader Range

is a range that is built to supply the demand of a high-grade steel range at a popular price.

It is just as fully guaranteed, as to its baking and economical operating qualities, as our higher priced ranges.

There is a "Premier" to meet every demand, whether for a steel or cast range, one fully dressed or strictly plain. The "Premier Leader" is made square or with reservoir.

The Thomas Davidson Mfg. Co.
Limited
Toronto **Montreal** **Winnipeg**

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NUMBER THREE



IN the year 1853, Cyrus W. Field believed that by means of a cable people could talk across an ocean three thousand miles wide. For thirteen years he concentrated on perfecting his means of communication. He made fifty voyages across the Atlantic. Many of his cables broke in mid-ocean. In August, 1866, the first message was successfully transmitted from New York to England. This grand achievement was the result of a man with an idea concentrating on one thing. The story is one of the noblest records of American enterprise.

The secret of Cyrus W. Field's success was

CONCENTRATION

No man ever achieved a worth while victory by accident. Fine achievments are always the result of exhaustive experiments, hard work and concentration. One of the greatest men who ever lived, whose influence has lasted for centuries, took this for his motto: "This one thing I do."

Victor Hack Saws have achieved their position of dominance because we make nothing but hack saws. For many years we have concentrated all our energies and resources on perfecting this one tool. As a result, the Victor Hack Saw Blade is recognized by good mechanics and foremost technicians in all parts of the world as the most efficient hack saw for every metal-cutting purpose.

VICTOR SAW WORKS, Ltd.
HAMILTON, CANADA

VICTOR



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"YANKEE" TOOLS

Save Time At Every Turn

RATCHET DRIVER

Nos. 10 and 11

Made in 8 lengths from 2 to 12 inch blades



Here you have an easy moving ratchet, right hand, left hand or rigid; a comfortable handle, and withal, a strong and powerful driver that saves time and labor at every turn.

Your Jobber Can Supply You

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

PRESIDENT OF THE SUPERIOR JURY

DIRECTOR OF EXHIBITS

SECTY OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



TRIMO PIPE WRENCH WOOD HANDLE



TRIMO PIPE WRENCH STEEL HANDLE



TRIMO PIPE CUTTER



TRIMO MONKEY WRENCH



TRIMO CHAIN WRENCHES

WITH FLAT-LINK OR CABLE CHAIN

TACKS



TACKS FOR EVERYBODY

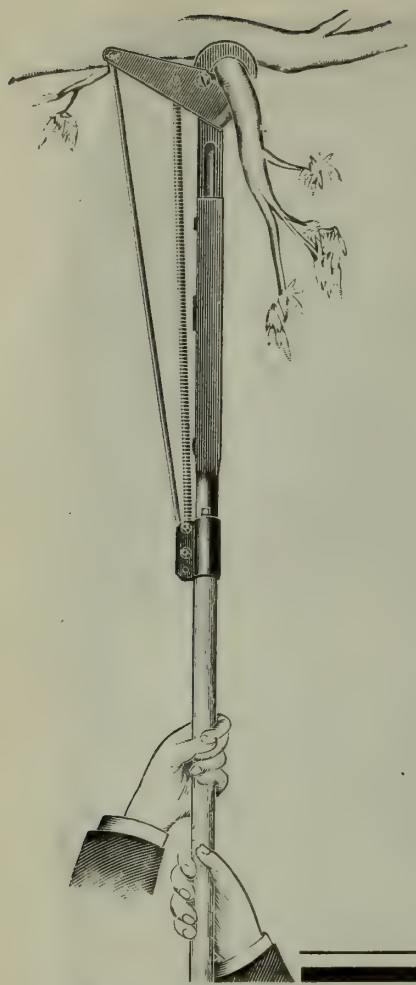
AUTO TRIMMERS
CARRIAGE TRIMMERS
BASKET MANUFACTURERS
CARPET LAYERS
SHOE MANUFACTURERS
UPHOLSTERERS

Heads that will not break off
And Points that meet the demand

THE
STEEL COMPANY
OF
CANADA
LIMITED

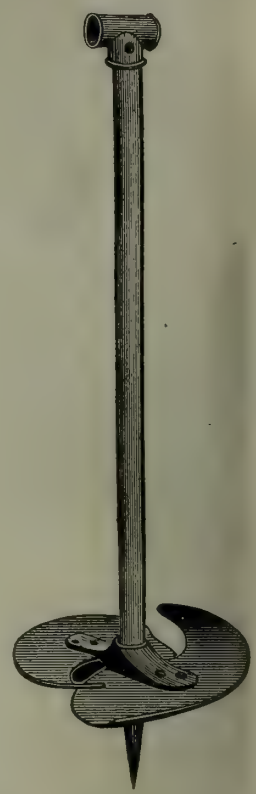
HAMILTON **MONTREAL**

If interested tear out this page and place with letters to be answered.



Two Timely Suggestions For Fall Selling---

T-F. Tree Pruners— Post Hole Augers



In preparation for good crops next year, every grower will be anxious to give his trees full assistance to bear well, and to prepare for the protection of these crops with proper fencing.

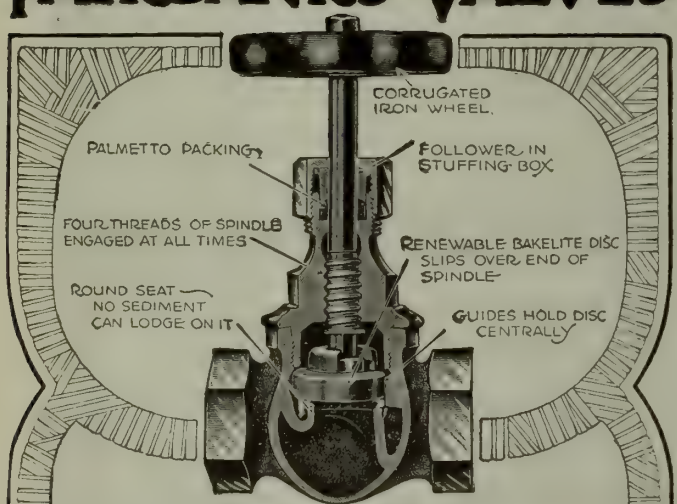
To help accomplish this, your part and profit is to sell him the most approved type of pruners—the "Orchard King" and the "Kansas"—and to sell him the quickest and least costly way to dig post-holes in the building of fences, outbuildings, etc.

The usual Taylor-Forbes guarantee behind both products. Write for particulars TO-DAY.

Taylor-Forbes Company, Limited

Guelph, Canada

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto: Hamilton, Windsor, Winnipeg, Saskatoon, Calgary Vancouver, Victoria.



Canadian Rivet Forges are built to last.

Easy running blower, powerful uniform blast, rigid steel plate construction.

Write for Catalog 100-16.

Canadian Blower & Forge Co.

Kitchener, Ont.

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WILT



Every Wilt Drill is Thoroughly and Scientifically Inspected Before it is Delivered to You

Every WILT HIGH-SPEED AND CARBON TWIST DRILL is made from the very best materials by highly skilled workmen—THEN they are thoroughly and scientifically inspected after each operation.

This is the best GUARANTEE you can have that the drill delivered to you is as near perfect as it is possible to make a drill. In handling WILT DRILLS you are therefore fully protected and can guarantee to your customer that in selling him a WILT DRILL you are giving him

THE BEST THAT MONEY CAN BUY

WILT HIGH-SPEED AND CARBON TWIST DRILLS are being used in the majority of the largest plants in Canada —and to a large extent **EXCLUSIVELY.**

IT WILL PAY YOU TO BUY AND SELL THEM.

"WHERE THERE'S A WILT —THERE'S THE WAY."

WILT TWIST DRILL CO. OF CANADA, LIMITED

Walkerville - - - Ontario

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E. C. 2, England

HIGH SPEED AND CARBON TWIST DRILLS

If interested tear out this page and place with letters to be answered.

No effort is required in the selling of "Famous Five" files. One doesn't have to spend time explaining their merits.

Customers know they are standard tools before they come in to buy.

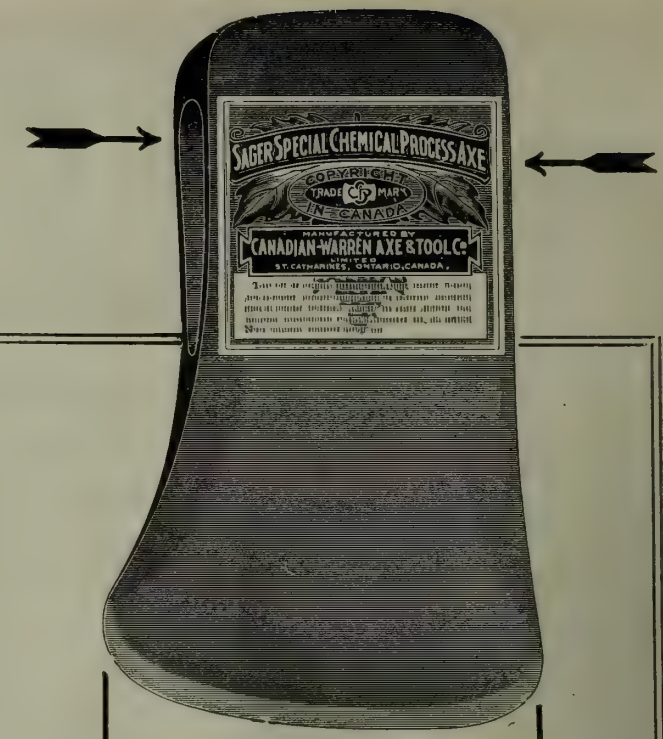
If you carry a reasonable stock of the various shapes and sizes you cannot help but make sales.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

NICHOLSON FILE CO.
PORT HOPE
ONTARIO

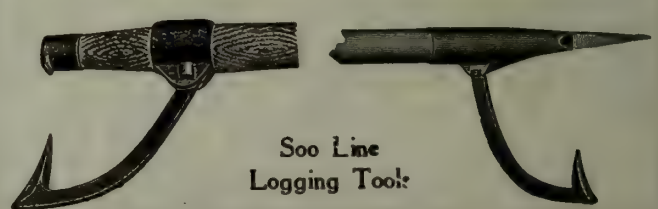


WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian Warren
Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

If interested tear out this page and place with letters to be answered.

"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

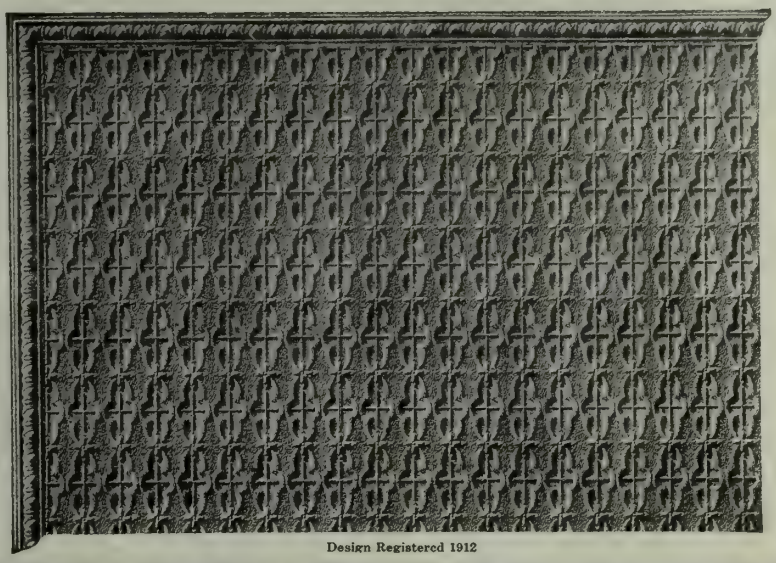
Just a little bit of "hustle"

will land you dozens of orders for "Metallic" wall and ceiling jobs.

We help you in every conceivable way and there's a good profit for you.

Don't overlook this chance. Drop us a card to-day for our catalogue and full information.

Stock carried by
GEO. W. REED & CO., Ltd.
37 St. Antoine Street, Montreal



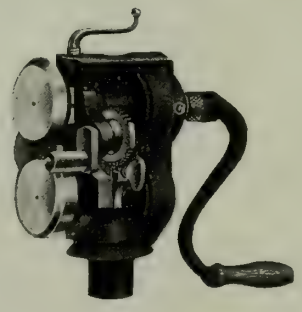
Design Registered 1912

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

SMALL MACHINES

Are Made for Service. They Combine Durability, Speed and Accuracy



No Tinshop can afford to be without a set of these machines

We manufacture a full line of Tinners' Tools



Drop us a line for full particulars and prices

The Brown-Boggs Co., Limited

Hamilton, Canada

If interested tear out this page and place with letters to be answered.

Sell your Customers Starrett Hack Saws



STARRETT HACK SAWS will give them more satisfactory results, because they cut faster, last longer, save much time and labor cost. There is a saw for every metal and every shape of stock. The Starrett Hack Saws reflect that quality and inherent goodness the same as Starrett Tools reflect excellence.

Write for Catalog No. 21MA.

It shows the correct saws to be used for every kind of metal and shape of stock, also many styles and sizes of the Starrett high-quality precision tools.

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Mfrs. of Hack Saws Unexcelled

ATHOL, MASS.

42-836 NEW YORK LONDON CHICAGO

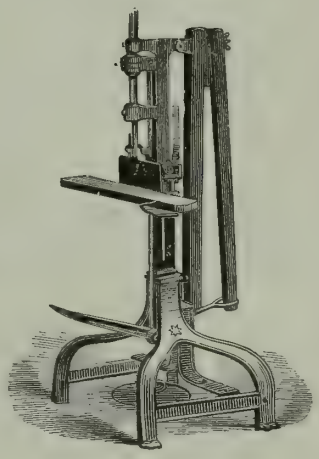
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CANADA
FOUNDRIES & FORGINGS
LIMITED

SMART'S HARDWARE







Post Hole Augers
Door Buttons
Mortising Machines
Boring Machines
All Styles of General Hardware

Write for our complete hardware catalogue

Highest Grade Labour and Material in All Our Products

Produced at

THE JAMES SMART PLANT
BROCKVILLE, ONTARIO -:- WINNIPEG, MANITOBA

If interested tear out this page and place with letters to be answered.

"We Make and Temper Our Own Steel"

SIMONDS

"The Saw Makers."

Steel used in Simonds Crescent Ground Cross-Cut Saws is made from a special quality of steel manufactured in our crucible steel mill and tempered by our own secret process. This steel gives the teeth a toughness and hardness which enables them to hold their sharp, keen cutting edge under long and severe usage. Write for Booklet.

SIMONDS CANADA SAW COMPANY, LIMITED,
St. Remi St. and Acorn Ave.,
MONTREAL, Que.
VANCOUVER, B.C. ST. JOHN, N.B.
S-1

The best way to build a big business is to sell goods that satisfy.

Simonds Crescent Ground Cross-Cut Saws

will build and keep your business big. Stock the Simonds Line.

Simonds Canada Saw Co.
Limited

WANTED

Fall Orders for Hardware such as follows:

Snow Shovels,
Lanterns and Globes,
Weather Strip,
Axes, Mitts and Gloves

A good stock on hand, and orders promptly shipped.

Thos. Birkett & Son Co. Ltd.
Wholesale Hardware Merchants
Ottawa Ontario

Williams' Superior Drop-Forged Wrenches



Big Ones—
Little Ones—
Bent Ones—
Straight Ones—
Thick Ones—
Thin Ones—

40 Standard Patterns in about 1000 sizes with openings from 3/16 to 7-5/8 inches.

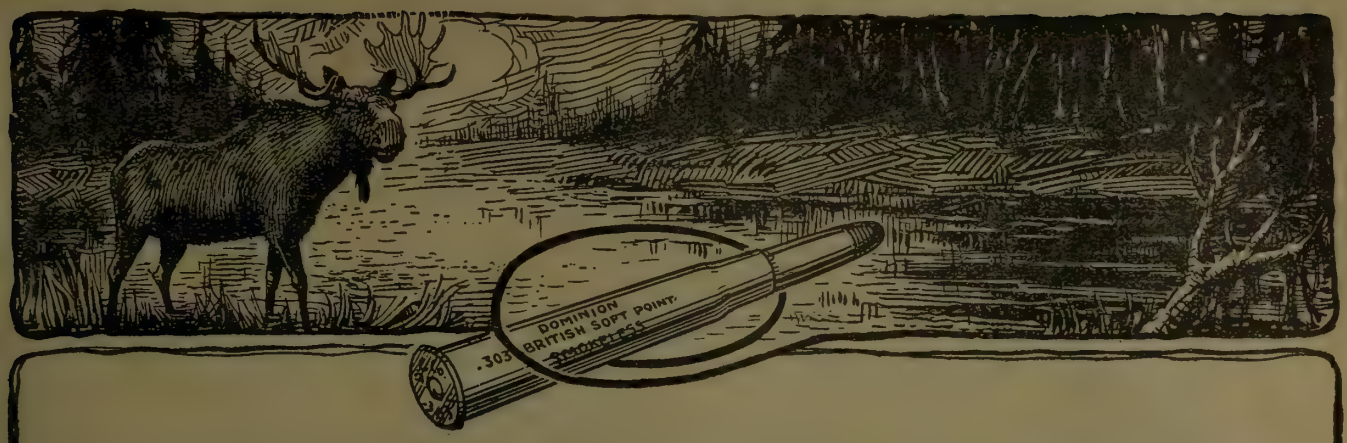
Ask for Booklet

J. H. WILLIAMS & CO.
"The Wrench People"

The A. G. Low Co., Ltd., 30 Pacific Avenue Saskatoon, Sask. Agents for Saskatchewan, Manitoba, Alberta and British Columbia.

General Offices: 30 Richards St., Brooklyn, N. Y.

If interested tear out this page and place with letters to be answered.



Selling the Big Fellows

The only choice open to the big game hunter when purchasing cartridges is between the various brands of the particular cartridge that functions in his rifle.

Dominion Big Game Cartridges

(See List Below)

are made for the popular rifles in Canada.

The established quality of Dominion Sporting Cartridges is the result of the employment of brains that have developed those manufacturing facilities that mean the perfection of product.

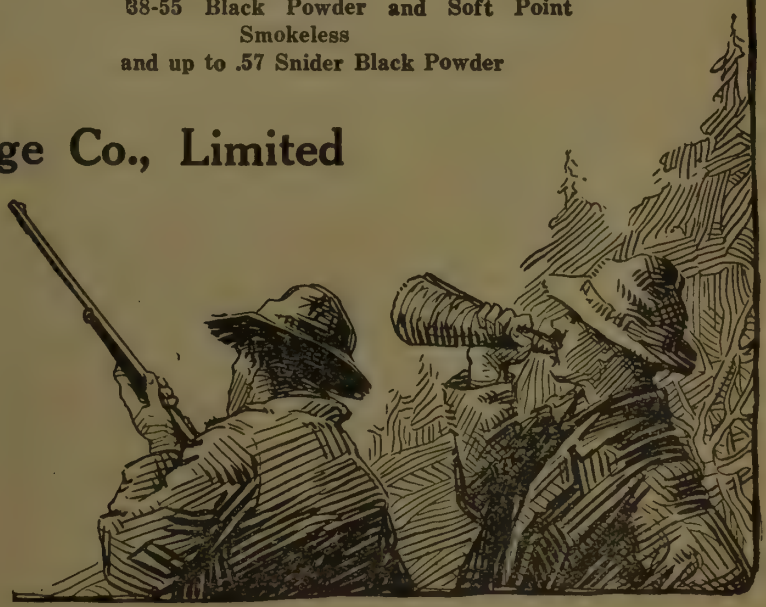
Chemical and microscopic analysis of all raw materials—continual inspection at every stage of manufacturing—and thorough tests by actual shooting of hundreds of cartridges result in Dominion velocity—Dominion accuracy—Dominion penetration in every cartridge packed in the boxes having the "D" trademark label. Tell your customers this.

Dominion Sporting Cartridges are:
25-35 Soft Point Smokeless
30-30 Soft Point Smokeless
303 British Soft Point Smokeless
32 Special
32-40 Black Powder and Soft Point Smokeless
38-55 Black Powder and Soft Point Smokeless
and up to .57 Snider Black Powder

Dominion Cartridge Co., Limited

120 St. James Street
Montreal

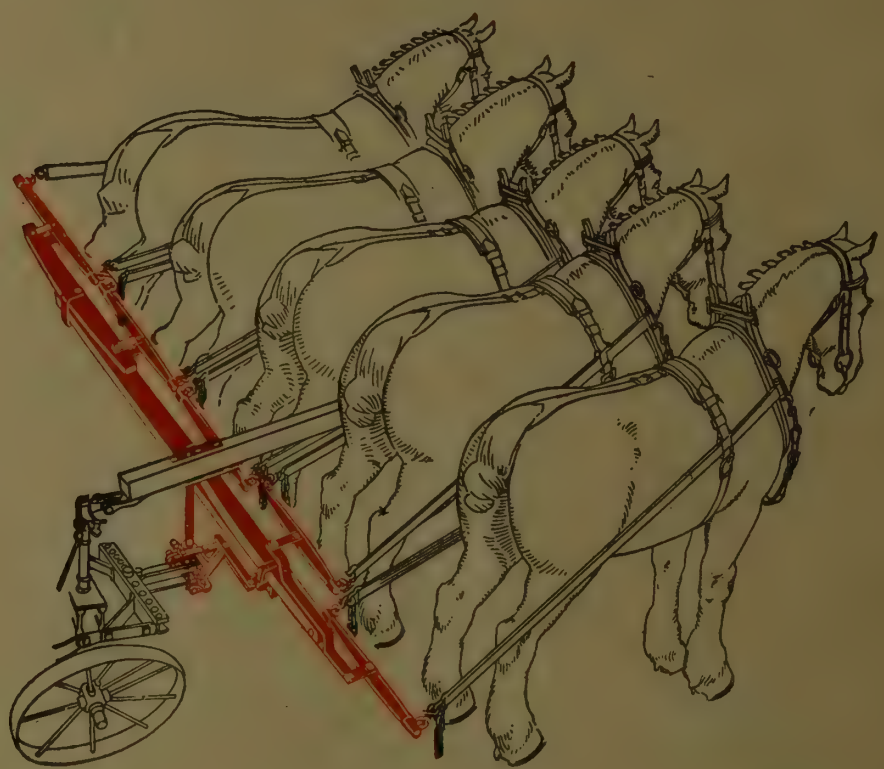




Here's Another Westwo Line that You Should Handle

The same high quality—gives the same complete satisfaction—a ready seller like

ALL Westwo LINES



Westwo

FIVE-HORSE HITCH

Easily attached to right or left-hand plows. Works five horses abreast, one in furrow and four on the land. Evener works freely and equally on all horses. Has no side draft, and gives each horse plenty of room. Can be used on any plow having a cross clevis hitch or on a disc plow with a flat draft bar.

Westwo

EVENERS AND HITCHES

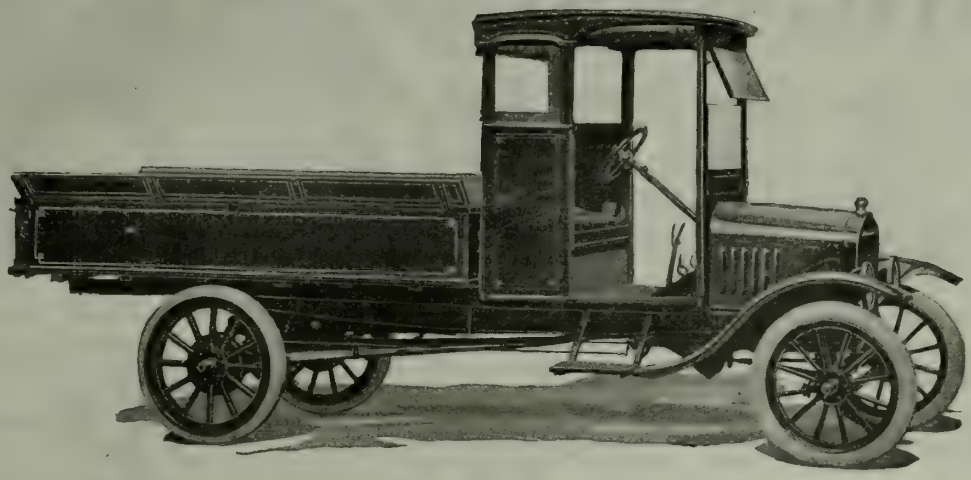
are made from choice selected wood, by careful, competent workmen, using the most modern machinery. For this reason they work better and last longer than others where quality is not a first consideration. Westwo products carry a money-back guarantee for satisfaction.

We are creating an extra demand for these lines. Be ready to supply your customers when they call. If your jobber cannot supply you, write direct.

WEST-WOODS LIMITED

WINNIPEG

Write for Prices on this Fine Delivery Body



"IMPROVED" EXPRESS BODY

Every Live Grocer wants the best delivery service he can give his customers. Nothing builds up Good-will and Holds Trade like smart delivery, and nothing is more essential to good delivery than putting a strong, handsome Body on the Chassis of your delivery motor. The IMPROVED EXPRESS Body is made to fit any chassis. Mention the chassis you use, and write us for prices and full particulars. If we have no agent in your town, we will sell you **direct.**

A Real, Live Agent Wanted in Every District

There is real money in selling Improved Bodies. If you know of a good agent, please have him write us.

CARRIAGE FACTORIES LIMITED,

Head Offices, Excelsior Life Building, Toronto

Hardware Merchant's Influence

¶The local hardware merchant exerts a great influence throughout the district in which his store is located. The majority of hardware merchants have been established for many years; they are reputable merchants who have built up their businesses on sound business principles and who have endeavored in every possible way to give the best possible service to their customers and supply them with goods which will give satisfaction.

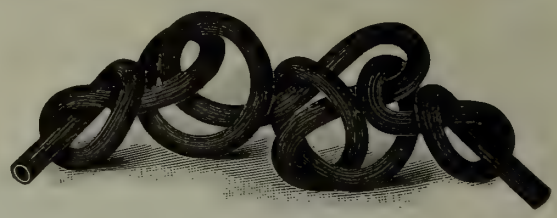
¶Is it any wonder, therefore, that when customers visit the store of a well-known and long-established hardware merchant, they consider him an authority on lines which he is selling and will usually follow out his recommendation regarding the lines which they wish to buy. Actual investigations have proven that in the majority of cases customers place absolute confidence in the recommendation of their local dealer.

¶The chief problem, therefore, confronting the manufacturer who wishes to distribute products to the hardware trade or to introduce new lines, whether direct or through wholesalers, is to sell the hardware merchant and his sales staff. When you sell the hardware merchant and his salesmen on your line, you can rest assured that you have then gained the co-operation of the strongest retail selling force in the Dominion.

¶Practically every worth-while buyer and seller of hardware in Canada can be reached through the advertising pages of HARDWARE AND METAL. The keenest hardware buyers in Canada are the closest readers of the advertising pages in HARDWARE AND METAL, because it pays them.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Halifax Montreal Ottawa Fort William Winnipeg Regina Saskatoon Lethbridge Calgary Edmonton Vancouver Victoria

Make Money from Good Pumps---Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The **R. McDougall Co.,** LIMITED
GALT, CANADA

P X H

TRADE MARK

ONE of the largest buyers of tools in the Dominion said to us the other day, "After the war we shall sever many business connections we have been obliged to make in order to keep our stock in shape for our customers. The manufacturer who has in these past four years kept up the quality of his product in spite of the temptation to sacrifice quality for quantity output is the only man with whom we shall maintain business relations."

Which is sound "Hoss Sense"

Confidence is the basis of all trade, and a buyer can only place reliance on the product which has stood up under the war strain.

P.H. and Imperial Files have been and will be marketed solely on the basis of service.

"THEY CUT FASTER AND WEAR LONGER"

Port Hope File Mfg. Co.
LIMITED
PORT HOPE - - ONTARIO

"Ask Your Jobber"

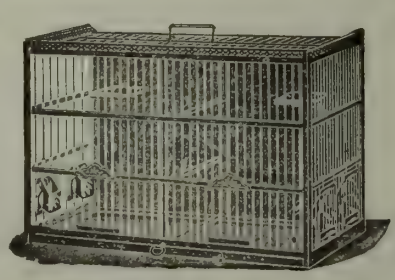
IMPERIAL

TRADE MARK

"HENDRYX" BREEDING CAGES

are absolutely necessary for the scientific and hygienic raising of canary birds.

All metal—White Enameled—Green trimmed—Closed back—Two partitions—Two nests and nest holders—Four cups—Six perches—Sliding drawer.



No. 86S—17¼ x 8¾ x 13¼".
No. 86—20 x 10 x 14".
No. 87—22 x 11 x 15¾".
No. 88—24½ x 12¼ x 16¼".
No. 113—26¾ x 10 x 13⅞".

The breeding time extends from January through April, and the increased interest in raising birds requires a stock of these cages.

THE ANDREW B. HENDRYX COMPANY - NEW HAVEN, CONN.

If interested tear out this page and place with letters to be

HERCULES SPARK PLUGS



Strictly a Quality Product

From Time to Time

In every class of merchandise there appears some individual line which stands out pre-eminent as the standard of excellence and quality. Other manufacturers refer to their own product as "just as good," thereby conceding pre-eminence. The HERCULES line stands thus in the spark plug field.

Distributors in Canada

Hugh Carson & Co., Ltd., Ottawa, Ont.
Crowell Bros., Halifax, N.S.
H. S. Howland, Sons & Co., Ltd., Toronto, Ont.
Rice Lewis & Son, Ltd., Toronto, Ont.
W. H. Thorne & Co., Ltd., St. John, N.B.
Jas. Walker Hardware Co., Ltd., Montreal, Que.
Wood, Vallance, Limited, Winnipeg, Man.
Wood, Alexander & James, Ltd., Hamilton, Ont.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Wood, Vallance & Leggat, Ltd., Vancouver, B.C.

ECLIPSE MANUFACTURING CO.
·Indianapolis Ind·



"TALLMAN'S SPECIAL"
ARCTIC METAL

a medium-priced babbitt specially adapted for Saw Mill and Woodworking machinery.

Will remain cool under exceptionally high speed.

Its long life proves its efficiency.

Tallman Brass & Metal Limited
HAMILTON, ONT.

The Ash Sifter That's A Real Fuel Saver—

Reed's Economy Rotary Ash Sifter

An ash sifter that cuts your customers' coal bills to the minimum—pays for itself in a short time—and makes good profits for you.

The Economy Sifter is made of heavy galvanized steel.

Exceptional wearing quality. Attractive design.

Made only by

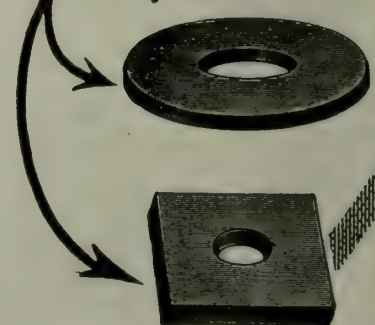
Geo. W. Reed & Co., Ltd.
37 St. Antoine St., Montreal, Que.

Are You Ready
for good business

BOOK your orders NOW
for
White Spruce Butter Tubs
N.B. Egg Carriers
H.D. Egg Crates
Brooms and Brushes
Fruit Jars
Paper and Twines

Walter Woods & Co.
Hamilton and Winnipeg

Wrought and Steel Plate
WASHERS
of all descriptions



Annealed Rivet Burrs, Felloe Plates, Sheared and Punched Plates.

Round & Square Plain or Galvanized

Malleable Washers and Cast Iron Washers.

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

If interested tear out this page and place with letters to be answered.

The Knickerbocker *Automatic* Heat Generator Increases Radiation 25% to 50%!

The heating engineer who uses the Knickerbocker valve when repairing old systems or putting in new ones is the man who will defy competition.

It is the only hot water heat generator that will operate automatically both on open and closed systems. It increases radiation from 25 to 50%, and reduces the consumption of fuel.

The Knickerbocker regulator can be easily fitted to old as well as new systems, and we guarantee perfect service wherever it is installed.



Manufacturers and dealers in a complete line of plumbing and heating supplies.

James Morrison Brass Mfg. Co., Ltd.

93-97 ADELAIDE STREET WEST, TORONTO

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

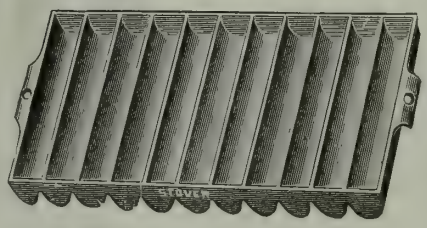
There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

CORN BREAD PANS



Fast Selling Hardware Specialties

The use of corn meal as a substitute for wheat has created a large demand for these pans.

Every dealer should have them. Be sure you get the STOVER brand. It is a guarantee of clean, smooth castings.

This is also the time of year to lay in your waffle irons. STOVER waffle irons keep on the move and do not lay in stock. Send for our special waffle iron circular.

Some of the Stover Hardware

Waffle Irons	Fire Place Fixtures
Mop Sticks	Stove Pokers and Lifters
Lemon Squeezers	Stove Pipe Dampers
Ice Picks and Shaves	Pulleys (All Kinds)
Saw Vises	House Numbers
Door Latches	Cast Hammers
Chest Handles	Harness, Coat and Robe Hooks
Door Pulls	Wind Mills
Foot Scrapers	Feed Mills
Cast Pliers	

Gasoline Engines

Stover Mfg. & Engine Co.

709 EastSteet
Freeport, Ill.

Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.
Send undersigned information regarding your
Name
Business
Address

If interested tear out this page and place with letters to be answered.

Washing-Conservation

Your customers can advance the cause of thrift by saving **laundry costs,** saving **wear and tear on clothing,** saving **time;** ABOVE ALL, SAVING **HEALTH.**

KRIBS WASHING MACHINES

—Hand-power, Water-motor, Gasoline Motor and Electric. Give the **maximum of satisfaction** at the **minimum of cost.** They are preferred by women everywhere because of simplicity of mechanism, easy operation and **exclusive labor-saving features.**

Kribs Machines are easy to sell,
Their good points are so apparent

Order from your jobber, or write direct to us for catalog.



WILLIAM A. KRIBS

HESPELER, ONT.

Maker of Freight Handling Trucks of all Kinds



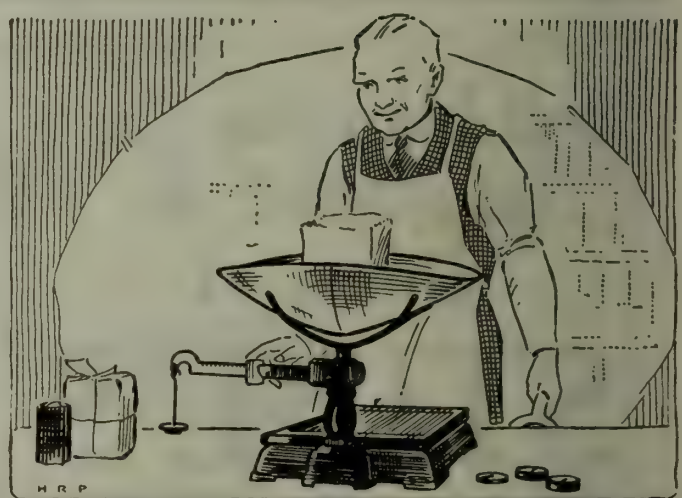
THE NECESSITY IS TO ORDER NOW!

The tip is: order measures and funnels **now** and be sure of getting delivery when required in the spring.

Made of very strong tin and are heavily copper-plated, lacquered and stamped by the government inspector, measures in plain and combination, the funnels in round and oval styles. We turn out the best product in this line in the country and know that there is all kinds of business waiting for the dealer that sells them.

The Wentworth Manufacturing Co. Limited

HAMILTON, ONTARIO



Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.

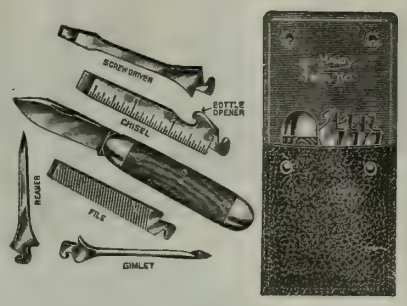
Can You Imagine a Man or Boy

Who Wouldn't Like to Own This Kit?

No matter what a man's occupation may be, he will find daily use for the "So Handy" Pocket Knife Tool Kit. Autoist, Sportsman, Hunter, Farmer, Boy Scout—these, especially, will find it a pleasing and practical pocket companion. Excellent, too, for use around the home.

Outfit comprises a splendid Jack Knife with cocoa handle and an exceptionally good blade, and the following tools which can be instantly attached to the knife handle: File, Chisel, Reamer, Screw Driver, Bottle Opener, Gimlet and Rule, all made of high grade steel, carefully hardened and oil tempered.

The So Handy Kit is made in five styles. Jobbers—get posted about this good specialty.



RETAIL PRICE $1.50.

THE BRIDGEPORT HARDWARE MFG. CO. BRIDGEPORT, CONN., U.S.A.

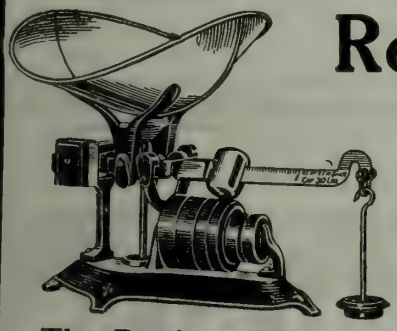
PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

Kills The Losses

Why should housewives take **all** the risk in regard to honest mistakes in weighing? It certainly is easy to convince her she shouldn't, and that a Renfrew scale will save not only risk but many actual losses. That builds up sales for **you.**

An ordinary, doubtful scale would only add useless disputes. The Renfrew is accurate for every weight from ½ oz. to 30 lbs., and its owner can prove her weights every time by means of the Government Inspector's Certificate which goes with every Renfrew.

The Renfrew is made in black finish, or in all-nickel finish suitable for candy stores or homes desiring a little bit better. Write for literature and attractive selling proposition.



Renfrew

HOUSEHOLD SCALE

Guaranteed to weigh accurately. Capacity: ½ oz. to 30 lbs.

The Renfrew Machinery Co., Limited

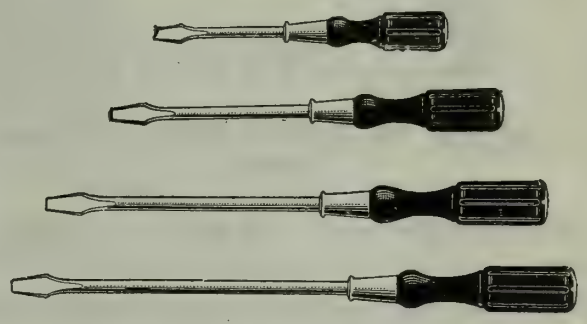
Head Office and Works, Renfrew, Ont.

Eastern Branch, Sussex, N.B.

Western Representative: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scales, Tractors, Wood-Saws, Grain Grinders, etc.

Stanley Tools



"HURWOOD" SCREW DRIVERS

Unsurpassed for **Strength** and **Durability.** **Blade, Shank and Head** are of one piece of steel.

The Blades are finely tempered and well finished.
The Handles are polished and stained black.
Many styles and sizes from which to select your stock.

"HURWOOD" SCREW DRIVERS ARE MADE IN OUR CANADIAN WORKS

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.



4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

If interested tear out this page and place with letters to be answered.

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

WHY have our sales increased 200% over last year?

BECAUSE our prices, quality equal, are 10% lower than others

OUR GRADES

Colored---1B, 1A, 7, 1, 5

White---Jap, XC, X, XX, XXX

ACME WASTE MFG. CO.
LIMITED
482 WELLINGTON ST. W., TORONTO
5 Queen Street, Montreal 1206 McArthur Bldg., Winnipeg

"Ice Choppers"
SOMETHING DIFFERENT

Not the thin sheet steel chopper so familiar to most of us, but a steel laid ice chisel that will wear for years.

Place your order right away to get them in time.

L. I. J. WHITE COMPANY
BUFFALO, N.Y.
Canadian Representative:
Haddow Brokerage Co., Southam Bldg., Montreal
WRITE US FOR PRICES

GULF BRAND
Pure Gum Turpentine and Rosin
of highest Quality, guaranteed at destination to Equal *Government Standards*

Nothing but selected pure Gum Products from Distilleries using the most Modern methods of manufacture and handling and following a strict set of specifications to insure the Highest Uniform Quality.

Shipments made direct from Distilleries. Grades guaranteed at destination to equal Government standards. Stocks carried in Toronto, car or less car lots. Write for quotations.

FRED SMITH
Mail Building, Toronto, Can.

The L. Martin Co. *Headquarters for*
GERMANTOWN LAMPBLACKS
IN
ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.
Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

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Look for the full name

Russell Jennings

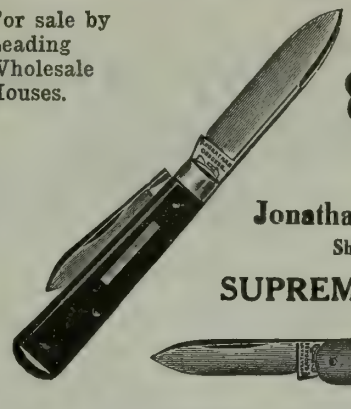
stamped on the round of our

Auger Bits

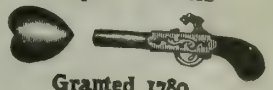
The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY



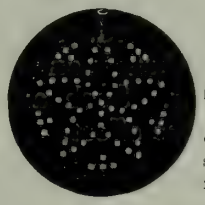
JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our
CUTLERY
By seeing that thi exact mark is on each blade

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

Three Ply Veneer Chair Seats



Special Values!

The above is one of several staple patterns. Special patterns cut without extra charge. Our seats are well glued, nicely formed and carefully bored. The corners of our seats are rounded and the edges smoothed (sand papered) and the whole finished with real church pew varnish.

Just ask for SAMPLES for comparison with any other make.

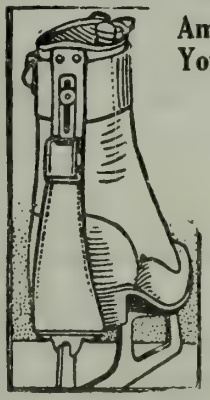
Canadian Veneering Co., Inc.
ACTON VALE, QUE.
Richardson & Bureau, 55 St. Francois-Xavier St., Montreal, Distributors

JOHNSTON BROKERAGE COMPANY
WINDOW GLASS

Selling numerous Standard Brands.
Carloads and Contracts Only.
Also 29 oz., 32 oz., 34 oz. and 39 oz.

EXCELLENT SERVICE LARGE CAPACITY
GOOD PACKAGES AND QUALITY

FIRST NATIONAL BANK BUILDING
Pittsburgh, Pa.
Canadian Agents: Joseph Taylor & Son, 53 Yonge St., Toronto, Ont.



Among the Best Winter Sport Lines You'll Offer---Perfection Ankle Supports

The only **sure** support—and destined to become the most popular ankle support on the market. Comfortable, strong and durable, Perfection Ankle Supports will help you sell more skates this winter by opening the sport to those with weak ankles.

Price List of Parts When Ordered Separately:

No. 1—Lower Heel Piece	20c
No. 2—Upper Heel Piece	15c
No. 3—Link	15c
No. 4—Rivet for Link	5c
No. 5—Washer	5c
No. 6—Spring	5c
No. 7—Rivet for Slide (special)	5c

These prices include postage.
Made only of best quality steel.
Manufactured by
Owen Sound Steel Press Works, Owen Sound, Ont.



HORSE BLANKETS are scarce but—after filling orders we have some for sale in almost every weight and width. ***Write for prices.*** Our travellers are out with samples for next year—Place your orders early.

J. J. TURNER & SONS, LIMITED, Peterborough, Ont., Can.

Let HARDWARE AND METAL Sell It For You

If interested tear out this page and place with letters to be answered.

The Value of the Business Press to Business Men

"Business men do not realize the value which trade journals and technical magazines may have for them in increasing the efficiency of their factories and in giving them a broad and comprehensive view of their business.

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—Edward N. Hurley, formerly Chairman of the Federal Trade Commission, in "The Awakening of Business."

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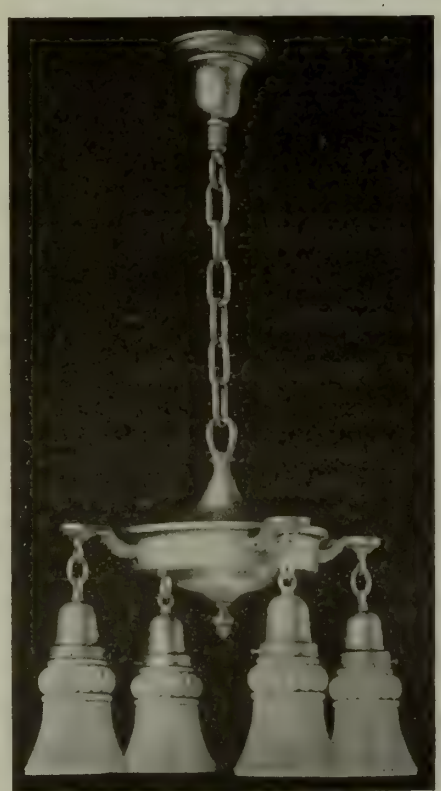
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ST. LOUIS

G. F. ALLEN,
MANAGER

HOYT METAL COMPANY

EASTERN AVE. & LEWIS ST.
TORONTO

Nov. 14th, 1918.

To the trade -

From now on the trade conditions are liable to be more or less excited owing to the uncertainty of the after war conditions. However, from a business outlook owing to what is to be done in the way of replacement we cannot see any business depression whatever in sight. This means that although prices may decline slightly, they will do so gradually. There is no doubt that the Allied Governments will not allow the business conditions to become unsettled. At this time it is absolutely impossible to tell what the trend of the market will be, but from the indications of the metal market we would suggest that the purchases from your office should not exceed sixty days supply. Although we think it would be a mistake to over stock, at the same time we think it would be a worse mistake not to have sufficient material to fill your orders promptly, as the firm that can make prompt delivery in these days is the firm that gets the business.

Yours truly,

G. F. Allen.

GFA/B. Manager.

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"Member Audit Bureau Circulations."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, NOVEMBER 23, 1918 No. 47

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, NOVEMBER 23, 1918. No. 47

Weigh Wants and Supply Them Now

Careful Buying as Followed by Hardwaremen For Past Three Years is Safe Policy—Question of Prices in Many Lines Remains Uncertain—Outlook For Securing Supplies is Improving For Many Manufacturers

HARDWARE merchants have readjusted their buying within the past two or three years in a manner different to that obtaining for many years. They have bought with care and deliberation. By so doing they have come to be better merchants and to know the extent of their stocks and the value these represented. As a consequence of this watchfulness, many have weeded out undesirable non-sellers, and the money released has been available for saleable merchandise in which there is profit.

There are more dangerous pitfalls today confronting the merchant than there were four weeks ago. The rapid change in international and world-wide events has brought with it the very problems that all anticipated would come. The merchant has anticipated a great deal and has drawn some general conclusions as to the course that he must follow. In some cases decisions arrived at will call for the abandonment of buying to any considerable extent, and in the acceptance of this principle many will feel that they are doing the very wisest thing.

Caution is Wisdom

HARDWARE AND METAL in the performance of its function aims to represent trade conditions and to assemble the best views of the trade for the benefit of the retailer, as well as the giving of market information afforded through a fine combing of the large production centres of Canada and the United States.

Many merchants are proceeding in their buying with caution. This is sound advice, if the opinion of the large jobbers and manufacturers is worth anything, and if any country in the world to-day is in the position of looking ahead with great confidence, that country is Canada. The careful, sane, cautious buying characteristic of the past two or three years is probably as wise a gauge for the hardware men to follow as any that can be suggested.

HARDWARE AND METAL has interviewed many of the large houses since the declaration of an armistice. It desired the fair and unbiased opinion of jobbers' and manufacturers' representatives. With an almost unanimous voice the future was looked upon with the greatest confidence, and with the best of reasons to support the exercise of this feeling.

As has already been stated, many warehouses are depleted of the usual supply of staple merchandise. There may be an odd exception, but in lines that have found ready sale, little overstock has been accumulated. There has been, and is to-day, an actual shortage, and in view of the fact that the manufacturers' plants have been turning out war material, with many plants not working at all because they could not secure the basic materials, this condition of short supply cannot be overcome for many months.

In many cases it was pointed out that the manufacturer, as heretofore, is dependent upon the trade for an index of its requirements for some time ahead. If he is not able to gauge this through the orders that are received well in advance, he will not manufacture to take care of anticipated demand. In many lines he cannot possibly do this, and for this reason the wisdom of ordering consistently on lines that one must have is obvious.

Some years ago at the Atlantic City Hardware Convention, Mr. Backus, vice-president of the United States Steel Corporation, made a pronouncement which created a great deal of interest among hardware manufacturers and jobbers. He said: "The United States Steel Corporation is big enough to stabilize prices. There will be price changes, but it will be our business to see that these changes come gradually'.'

This statement was made shortly after the United States Steel Corporation was formed, and during the years that have intervened they have done their best, and have succeeded very largely in carrying out this policy. In the present crisis it is to be expected that the firms who control the steel industry will see to it that any decline that comes in prices will come as gradually as possible."

Cases in Point

At a meeting held this week in Montreal, the manufacturers of steel shovels, scoops, spades, etc., decided on a continuance of the present price basis for these lines. This was made necessary in view of the scarcity of plate, and the manufacturers are not at all sure that supplies at their command will enable them to take care of the average amount of business in a normal year. There is no guarantee that they will receive the essential material, they state, and if it is received its cost may be high.

The same policy has been decided upon by the manufacturers of other lines of steel goods. Many quotations ruling today may be continued for another six months, and in accepting business, it is upon the present schedule of prices that orders will be considered. This applies to those lines that are specified for delivery next fall. It is simply another reflection of the outlook for supplies, and the makers of these goods are taking their raw materials as they can secure them. This is even a bigger consideration with many of them than that of price.

Some Other Views

From many varied sources come reports as to the outlook for the immediate future. Some do not care to say that values will be undisturbed indefinitely, but with practically no exception the tendency is that of regarding prices of to-day as a gauge of what they may continue to be for some months.

A survey of the situation on rope, for instance, indicates that existing base prices are likely to rule for several months. Even though the trade for the present season has been pretty well covered, it is anticipated that there will be a continued steadiness in this market. Shipbuilding, as already planned, will call for a large amount of rope, and the expansion that is looked for in an agricultural way will also be a stimulus to the trade.

Continued on page 41.

SOME PRICES INCREASE WHILE OTHERS GO DOWN

JUST what is going to happen as a result of the coming of peace is a question that still has retailers guessing. Manufacturers declare that the way orders are coming in is an indication that merchants are playing the situation absolutely safe and are buying only for their immediate needs, then if prices go down they will not be caught with any quantity of goods bought at high prices. There has been a decline already in some prices. The range of prices on sheets for instance has narrowed this week. Fuel oil and gas oil used largely in munitions work have dropped a cent a gallon. Steel plate was brought down to $8 in Toronto, a drop of $2. It is still selling here well above the price fixed at American points. On the other hand, turpentine is still climbing. It went up five cents this week. This is due to conditions outlined in previous issues of HARDWARE AND METAL. Some lines of woodenware have shown big advances. Dealers in electrical goods who have been unpacking goods for the Christmas trade state that they will be about twenty per cent. higher than usual. There are many indications of a revival in the building trades, but it is not expected that any large amount of construction will be undertaken owing to the nearness of winter. One of the large manufacturers of implements is advertising for 100 moulders and 1000 men. This means that the firm is preparing for a big output in the spring and next year. It is a fact that many firms are taking on men who are qualified for special work as quickly as they can get them. That means they are preparing for bigger business. In the meantime the hardware business is going along much as usual and no untoward conditions of any kind have manifested themselves.

GOVT. MAY CUT OUT ALL GASOLINE RESTRICTIONS

ALTHOUGH many meetings have been held in various parts of the country this week to consider the situation in regard to gasoline no definite action is expected for about two weeks. The proposal of the Fuel Controller, which is still in abeyance, to limit the profit of retailers to ten per cent., has caused a storm of protest from firms all over the Dominion. The Retail Merchants' Association alone has received nearly 700 letters in connection with the case. A committee from this association is expected to go to Ottawa next week to take the question up with the Fuel Controller and as stated in last week's issue of HARDWARE AND METAL indications are that he will be asked to make the profit limit twenty per cent. instead of ten. The merchants also plan to ask that the government fix the price, so that no matter what part of the Dominion a dealer resides in he will be sure of getting the twenty per cent. Largely attended meetings were held in Toronto on Thursday and in St. Thomas, Ont., on Friday to discuss what action will be taken in Ontario. Similar gatherings are being held in other places and from resolutions passed at these meetings will be framed a general appeal which will be submitted to the Fuel Controller. In the meantime the proposed license regulations are non-operative and the Government may remove the restrictions altogether.

TELEPHONE COMPANY MUST GIVE FIGURES

THE Railway Board has granted the application of the Municipal Corporations of the cities of Montreal, Toronto and Hamilton, and the Union of Canadian Municipalities, for an order directing delivery by the Bell Telephone Company of evidence in support of the company for an increase in rates. In the opinion of the board, the request made is a reasonable one, and the company is to make a return covering its operations from 1913 to 1917. The return must cover gross operating revenue, operating expenses, annual maintenance, depreciation, taxes, net operating revenue, etc. Other items called for include the amount of the company's capital, charges, including stocks, bonds and floating debt, the value of the company's lands and plant, a statement showing increases in labor costs, and a statement showing the estimated increase in revenue that would be enjoyed by the company under the tariffs now submitted.

NO CHANGE EXPECTED IN PRICES OF GLASS

PEACE has brought no change in the price of glass, nor is it likely to do so until the Belgian industry is revived. The United States, the source of the world's supply during the war, is today making very little plate glass and practically no sheet glass. The production is less than the demand and with the gradual resumption of building which, in a large part of the United States is not stopped by the severe winter conditions which prevail in Canada, the market is likely to remain firm.

The wage Scale and the Manufacturers' Committees have not come to any agreements yet as to wages for the 1919 fire, but a twenty-five per cent. increase is demanded and as the industry is highly skilled and strongly unionized, it is understood the increase will be granted. Whether such increase in wages is followed by advanced prices is problematical, but it must have an additional steadying influence on the market. Usually the wage scale is adopted in October and factories resume work in November, but now the hand factories will not commence blowing until January, which means diminished production. Therefore, until Belgium is sufficiently reconstructed to again become a factor in supplying Canada, little change may be expected in window glass prices.

TURPENTINE PRICES ARE FIRM IN SOUTH

THE turpentine situation continues to arouse much interest and reports from the south state that with the increasing prices producers who have been holding supplies for some months are beginning to unload. A dispatch from Savannah says: "At a meeting of the naval stores factors it was decided in view of the greatly increased cost of handling the commodities it would be necessary to establish an additional labor charge of three cents on each barrel of turpentine and rosin received. The charge goes into effect at once at Savannah and Brunswick and it is presumed will likewise be adopted at Jacksonville and other ports. In this

connection it may be pointed out that a persistence in holding when prices are as high as they now are may work damage in the end, not only to the holder but to the industry. All that is necessary is to recall what happened some years ago when the market was put above the present price—when it was arbitrarily shoved to $1.02. Consumers sought in every direction for substitutes and some have never returned to the use of gum spirits of turpentine. The situation as it is now is seems healthy and in view of the advances other commodities have had during the war 76 cent turpentine is not out of place.

U.S. PREFERENCE LIST HAS BEEN DISCARDED

THE announcement from Washington on Wednesday that the Priorities Commissioner had decided to discard the entire "preference list" instituted by the United States War Industries Board will have important effects on Canadian trade. It opens the way for much-needed supplies that have long been on order to come into Canada as soon as possible. This makes the general situation much brighter and affords relief to many firms who a few weeks ago were wondering just how they were going to continue. Although it may not be possible for many of them to get any large quantities immediately, owing to the orders which are piled up at many of the American plants, they are hopeful that things will straighten away nicely and that they will be kept going. It will now be possible also for firms to get goods through without permits until December 1. After that time it is expected that the ruling will be from time to time extended. As a result of the preference list being discarded many firms are preparing to go ahead with a much more extensive line of manufacturing than they believed would be possible not long ago.

RE ROUTING OF FREIGHT FOR WESTERN POINTS

THE Canadian Pacific Railway announces that freight will be accepted for routing via for Port McNicoll, and lake and rail to Port Arthur, Fort William and points west on and after the following dates:—

From stations east of Megantic, Que., November 16

From stations east of Montreal to Quebec and Megantic, November 19.

From stations Montreal and west to Windsor, Ont., including branches, November 23.

NO PRICE DECLINE IN SCOOPS AND SHOVELS

IT was decided this week, HARDWARE AND METAL is informed, to continue the present price basis for all steel scoops, spades, shovels, etc., for another six months, and probably longer. This is due to the extreme scarcity of steel plate for making up these lines. The manufacturers in the States, it was pointed out, were unable to make any guarantee of delivery, and there no prices on these lines are being quoted at all. The action shows clearly that there is little material in sight for the manufacturer turning out these lines.

RUBBER TRADE SOON ON A NORMAL BASIS

PRICES for plantation rubber have advanced in anticipation of an early lifting of all restrictions.

The rubber trade throughout the world is preparing for a return to the pre-war basis. Many believe that normal conditions of supply and demand will be closely approached if not completely re-established before the year ends, or that at least their return will not be deferred much beyond the beginning of 1919. As a result a heavy business has already been done in future shipments at advancing prices, the ratio of the rise increasing with the distance of the position under negotiation. The advance further has the support of the stabilizing influence upon the Far East markets of the British Government's recently imposed regulation of the industry. He stated that there is a two-year accumulation of raw rubber in Brazil waiting for ships to deliver it to countries where there is a rubber shortage.

NO RESTRICTIONS ON CANADIAN CHROME ORE

THE United States War Trade Board announces in a new ruling (W. T. B. R. No. 314) that all outstanding licenses for the importation of chrome ore, except those covering shipment from Cuba, Canada, and Brazil, are revoked as to shipment from abroad after November 11, 1918.

Hereafter, no licenses will be issued for the importation of chrome ore, except licenses covering shipments from Cuba, Canada, and Brazil.

IMPORT RESTRICTIONS SOON TO BE MODIFIED

THE Canadian War Trade Board is considering the whole situation regarding import restrictions as affected by the termination of the war, and will in the near future announce modifications of an important nature.

The War Trade Board announces that, under certain circumstances, from now on it will be prepared to give favorable consideration to applications for licenses to import firearms and ammunition, baskets of all kinds, game tables or boards, draughts, feathers, fishing tackle, furniture, silver novelties, musical instruments and other parts, including phonographs, photograph goods and smokers' articles, bells and gongs, skates of all kinds, all of which are included in the list of restricted articles.

MANY INQUIRIES FOR CANADIAN PRODUCTS

MAILS received from England and France this week brought to many manufacturers inquiries which would indicate splendid chances for export business. One paint manufacturer stated to HARDWARE AND METAL that he expects to obtain many splendid orders. Other firms report inquiries for various lines of steel goods, and supplies. There have been a number of inquiries, it is stated, for raw materials in fairly large quantities.

All Sizes Paint Cans Available for 1919

Pint and Half Gallon Sizes Are Now Being Sold For Spring Delivery—Many Dealers May Make Changes in Specifications Which Have Already Been Sent In

FOLLOWING the announcement in HARDWARE AND METAL regarding the improvement in the tinplate situation, comes the welcome news that the pint and half gallon cans are to be reinstated. The decision was made at a special meeting of The Canadian Paint, Oil and Varnish Association, and applies as well to varnish cans as to paint. In view of the division of opinion as to the working of the new arrangement, many hardware men in Canada will welcome this news. There have for some time past been cases where orders were booked for spring.

As stated in HARDWARE AND METAL some time ago the proposal of the manufacturers to discontinue the pints and half gallons did not meet with the approval of a great many retailers. Several of the manufacturers also were against the move, The question has been frequently discussed by the retailers, and in many quarters it is believed their views in the matter have hastened the action of the manufacturers in replacing the sizes which were eliminated.

Spring Orders Affected

Orders are now being booked for spring shipment. It is stated to HARDWARE AND METAL by various authorities in the manufacturing end of the trade, that orders will be filled in the various sizes as required. It may be some weeks before supplies, which have now become available because of their diversion from the special requirements of the war can be turned into cans, but there is reason to expect that these will be in hand soon enough to get supplies forward to the dealer in ample time for his spring trade. There will be no time wasted, it is said, in speeding up production.

Time for Changes

It is probable that some may wish to make changes in their specifications, where these already have been made. In this case there is reason to believe that the change can be made without difficulty.

Fourteen Million to Thirty Million Boxes

The pre-war production of tinplate in the United States was about 14,000,000 boxes. This was so increased through intensified production as to make the annual output 30,000,000 boxes. Obviously there is a considerable surplus and this is encouraging, but it does not mean that it will be available for less money than that paid three weeks ago. Orders are piled high on the books of the plate mills. Production cost has been high. It is decidedly improbable that these mills will sell their output on a reduced basis, therefore the paint manufacturer will have to go into the market and pay the price, whatever it may be. He will be glad to get the cans, and this is his chief concern at this time. The big feature, and the encouraging one, is that the trade will be able to proceed in selling paint and varnish in the sizes which the consumer wants.

Convention Program Outlined

Meetings to be Held Feb. 18-19-20 at Royal Connaught Hotel, Hamilton—Program Will be Along Practical Lines

At a meeting of the advisory committee of the Ontario Retail Hardware and Stove Dealers' Association, held in Toronto this week, definite action was taken in the preparation of the programme for the next convention.

The dates of the convention were definitely decided upon as Feb. 18, 19 and 20. The convention will be held at the Royal Connaught Hotel, Hamilton, Can. The complete programme will be announced within the next couple of weeks, but the outline which follows will indicate to the trade that the convention will be along real practical lines, and a large attendance is expected.

The ten-minute talks by prominent manufacturers should prove a most interesting feature at the convention. This feature was greatly appreciated at the last convention. Following is a preliminary draft of programme, to be supplemented with additions and names of speakers at an early date:

Tuesday, February 18

Executive meeting; appointment of committees; arrival of delegates. Open session: Reception by mayor and trade representatives. Closed session: Distribution printed form of officers' reports. Consideration of notices of motion from 1918 convention, including proposed advance of membership fee, reduction in numbers of members of executive. Report of resolution committee. Ten minute talks by exhibitors (names later).

Wednesday, February 19

Ten-minute addresses on prospects for 1919 by manufacturers and wholesalers on the following subjects: Wire and wire fencing; wire nails and kindred products; builders' hardware; ready-mixed paints; white lead situation; linseed oil situation; wholesalers; glass situation; auto accessories; stove situation. Nomination for officers. Ten-minute talks by exhibitors. Visits to exhibits.

Wednesday, Noon

"The Income Tax, Who is Eligible, and How to Prepare Financial Statements," by official of government.

"Government Action on Sale of Gasoline—Is a Fixed Retail Price in This Commodity in the Best Interests of the Retail Trade," by official of oil company.

"How to Maintain Your Profits in the Face of Future Declining Markets," by Jno. C. Kirkwood.

Talk by authority on "How to Advise Customers to Finish Floors."

Election of officers. Visits to exhibits.

Wednesday Evening

"How I Placed My Business on a Cash Basis, and Reasons Why I Will Continue on Same Basis," by W. F. Macpherson, Prescott, Ont.

Questions and answers. A round table talk on problems affecting the hardware trade. The use of illustrations and prices in advertisements.

The use of price tickets and show cards in windows, with results.

"How I Made Use of the Association Sales Bureau."

Are associations of manufacturers to make and control uniform prices an advantage or detriment to retail trade?

QUESTION BOX DISCUSSION

Thursday A. M.

Address by George A. Simpson, sales manager Steel Co. of Canada, Limited. Visit to exhibits.

Thursday, P.M.

Are we figuring profits on the right basis?

Are we making satisfactory profits?

"Leaks in business"—an address illustrated by moving pictures.

Address on accounting systems.

HUNTING LIGHT THIS YEAR

The usual interest in deer hunting in the Montreal district this year has been greatly lessened. This is primarily due to the absence of the many hunters overseas. Shipments of the big game to the city from outside points have been small, and it is probable that with another fall season there will be a marked interest in this sport. The real enthusiast will have returned within the coming year, and his old-time interest in the game will very probably return with him.

Now is Time to Clean Up Accounts

Get After "Slow Pays" and by Following up Collection Systematically You Will Close the Year With Many Dollars You Would Otherwise Have Outstanding—Series of Letters That Will Help in Bringing in the Money

NOW is the time to examine all your overdue accounts and get everything possible cleaned up with a view of starting the new year with a clean slate. Some radical changes have taken place in the business world in the past four years and one of the finest and most profitable lessons that retailers have learned is that uncollected accounts and ill-advised credits are the source of greatest loss. They are responsible for more failures than any other causes. There is no better time than right now to get after all your outstanding accounts. Insist upon payment by a definite date, the earlier the better. If the party cannot pay all, insist that the account be reduced and have an understanding as to when a further reduction will be made.

The Opportune Time

If you give this matter your careful consideration and work at it perseveringly for the next few weeks, you will have the satisfaction of finishing the year with a good many dollars in hand that otherwise would still be owing you. This money is needed in your business. It is money you are entitled to and for which you have delivered goods. The strange thing about it all is that many merchants are such poor collectors. They let all kinds of accounts stand and stand, until the party who took the goods home gets good and ready to come and settle. It is surprising in how many cases the aforementioned party forgets to come and the merchant sustains a dead loss. Statistics prove that thousands of dollars are lost in each community every year in this way. It is equally surprising how many customers, especially those in the country districts and in the smaller towns, ask merchants to wait for their money. This means a delay of anywhere from thirty days to six months, perhaps longer.

Have the Money

Canada, from coast to coast, was never in a more prosperous condition than right now. Therefore there could be no better time for getting in all the accounts that are owing you. Merchants are taking various ways of doing this. Some of them are inserting advertisements in their local papers. Others are sending out collection letters and others are getting in their money by personal calls.

Here is a letter inserted by a Western Ontario merchant on the front page of his home paper this week. It is straight to the point and without offending anyone should be effective:

IT IS DISAGREEABLE

To send or receive an account with a foot-note on it such as "Please," "Your kind attention is requested," "Please favor us," etc., etc. Our accounts are never rendered unless they are due. Our terms are, and have been for some time, strictly 30 days (the large Toronto stores do not give one day). Conditions in trade have changed greatly. It now requires nearly double the capital to swing a business. Goods are scarce and difficult to procure. Formerly manufacturers and wholesalers were more lenient in their terms—now the majority of them ask for payment in ten days after the merchandise is shipped (actually before the goods are received, if they are routed by freight). Any thinking person can see the necessity of prompt payment. We ask it in the same courteous manner that we solicit your esteemed trade; both are necessary for our success.

This week upwards of six hundred (600) accounts, running from $3.00 to $300 will be sent out from our office, every one of them due and payable. Many of them are rendered for the first time, many have been rendered many times before. Our experience in rendering the above number of accounts is that about fifty (50) of them will be paid promptly—the remainder will have about as much effect as water on a duck's back. It is expected that all accounts leaving our office this week will be paid on or before November 23rd.

We would like very much to carry these four or five hundred accounts for several months if we were strong enough—but we are not.

A Gentle Reminder

Some people only need a reminder in the shape of a letter to bring them into the store with the cash. A politely worded note something like the following will very often suffice:

Dear Mr. ——

Your account is quite a bit past due. We are in need of additional funds and ask, therefore, that you drop in and make some arrangements for paying your account now or as soon as possible.

We do not like to write a letter of this kind to any patron of our store, that you know. We, however, buy for cash and sell on that basis, in order that we may make prices to our patrons that are right. We did to you.

Come in and see us so that we may make some arrangements to settle this account. We will greatly appreciate your doing so.

May we look for you some time this present week? Thank you.

Yours very truly,

A Little Stronger

If this does not bring them in try something a little stronger. Keep right after them. Persistency pays in cases of this kind. Here is a follow-up letter to be sent a week after the first one went out:

Dear Mr. ——

It seems a bit strange to us that so far you have paid no attention to our recent letter asking you to call and settle your past due account.

Our policy has been to buy on a basis of spot cash and sell the same way. We made you prices accordingly, as you know. In other words, we gave you the benefit of spot cash prices and agreed to wait for our "spot cash."

Now, we think you owe it to yourself and us to come in and settle up. We really are in need of the money, as all retailers are at this particular time.

If you are unable to pay in full, we will be glad to have you pay some on account and give us an understanding as to when the balance will be taken care of.

Come in, then, tomorrow or next day, and make arrangements to settle this. Do not disappoint us this time. We shall look for you soon.

We wish to remain,

Yours very truly,

Need The Money

Before taking any drastic action merchants sometimes find it advisable to send a third letter in, which it is intimated that if the party cannot pay the account in full he should come in and at least reduce it. Many of those owing fair sized accounts will respond to this appeal. A third letter may be worded as follows:

Dear Mr. ——

Here we have asked you twice to come in and make some sort of payment on your old account.

We believe the reason you delayed doing so was because you lacked ready money. So do we.

Continued on page 43

Expects No Decline in Paint Prices

High Production Costs of All Material Will Require Maintenance of Market, Says Managing Director—Bareness of Stocks a Factor —Wages Cannot Decline Unduly While Living Costs Remain High—Confidence All Around Justified

PAINT prices will be continued on a steady and unchanged basis for some time to come, in the opinion of W. S. Fallis, managing director of the Sherwin-Williams Company of Canada, Limited.

In an interview with Mr. Fallis, HARDWARE AND METAL was informed that the dealer possessing confidence and good common sense at the present time would make plans as usual for the development of trade, and would have no reason to fear for the results—the future would be all right.

The release of many Canadian soldiers at the front would make labor more plentiful, which would enable those who have deferred painting for the past four years, to do the work now. The future promises to be alright, and conditions are sound.

In support of the deductions made, Mr. Fallis referred to the facts that are responsible for the maintenance of the market on a steady basis.

Supplies are Short

"As producers of a great many of their basic materials this company has found it difficult to procure the quantities necessary for their own needs, aside from the surplus that ordinarily is available for outside demands," he said. "The production of many basic raw materials at the lead, zinc and oxide mines is far behind, and it will take three or four months to catch up with the orders. It has required their purchasing from outside producers from time to time, products that have always been available in full quantities from their own mills."

Effect of Armistice

The news of November 11, was very definite regarding a cessation of hostilities, yet, in view of the announcement of this important fact, which would ordinarily have caused sharp market declines, the conditions continued quite undisturbed. On that very date the market prices for many materials used in the manufacture of paint, some of them largely chemical that were in constant demand through the war period, and others used in various ways, held steady. In no instance has there been a change of price, but several important raw materials have stiffened considerably.

High-Priced Material

It will be necessary to bear in mind the fact that production costs on all commodities showed a continuous advance during the war period. Scarcity of labor and the high cost of living have been responsible for the steady increases that have taken place from time to time, and which has naturally brought about a new standard of prices at a higher level than any known in the history of the trade. Without exception, costs so increased as to make stocks completed during the war period, or in process of manufacture, on a level with present prices. This applies to material in the hands of manufacturers or finished stock in the hands of the jobber and retailer.

In view of the fact that labor is likely to be paid relatively high wages so long as living costs rule high, and rightly so, there is no logical reason for a recession of values on manufactured products. It is out of the question to anticipate an immediate or early decline in the market.

Linseed Oil Scarce

Our Canadian crop with the United States crop falls short of supplying the normal needs of the trade in the United States and Canada, and it is necessary to bring from the Argentine, somewhere about 10,000 bushels to supply the demand in our own markets. Europe for the past four years has received less than one-fifth of her normal supply of flax. Consequently the whole of Europe is hungry for linseed oil, the product of flax seed.

As transportation becomes more open there will be a constant demand for Canadian, American and Argentine seed for Europe, and this is already reflected in the advances of price of almost 50c a bushel since the armistice was declared. Inland transportation is another feature that is seriously retarding operations of the crushers. Last winter many of the linseed oil mills were closed down during January and February for lack of supplies and transportation difficulties are not any too promising this year, as indicated by the tardiness in the movement of all grains from the interior to the head of the lakes. The demand for food products in Europe is even more urgent than last winter, to feed the starving multitudes, and transportation facilities will be utilized to the greatest possible extent in moving grain from the interior of Canada to the seaboard for European demand.

Paints Should Sell Well

The paint dealer ought to sell a great deal of paint this coming season. Buildings require it as a preservative, and the energetic dealer will urge its use consistently. The great volume of paint sales is through the medium of the retail dealer, and it is incumbent upon him to use every means given him through advertising and personal solicitation, and co-operation with other dealers in his own town, to control the paint sales of his district. It is the merchant who makes his plans well in advance, and who then works to these plans, whose business will grow and not be seriously affected by competition with the active merchant. Competition with the active merchant is an incentive to create energy.



The lack of attention to painting for the last four years leaves a great gap to be filled. and it is the wise merchant who lays his plans early to secure this trade that will have a most successful and profitable trade. Next year's sales from the dealer's shelves should eclipse all previous records.

BIG CONVENTIONS ARE AGAIN POSTPONED

All paint manufacturers irrespective of membership or non-membership are to be invited to the Paint Manufacturers' Association meeting and all varnish manufacturers similarly to the National Varnish Manufacturers' Association meeting to be held in December of this year.

The meeting of the Paint Manufacturers' Association was originally planned for the Hotel Astor, New York City, on Friday and Saturday, December 6 and 7. The National Varnish Manufacturers' Association was to meet at the same place on Tuesday morning, December 10, Monday being filled with committee meetings, etc., but it has been deemed best to postpone these conventions to a date later in the month which will be announced shortly and they may be transferred to Atlantic City.

CORRECTION

A wrong underline was placed beneath the cut which appeared on page 19 of HARDWARE AND METAL last week. The line should have read, "Charging of open hearth furnaces at the American Rolling Mills Company, Middletown, Ohio."

DUTY ON OVENWARE

According to the latest decision of the Canadian Board of Customs, Pyrex transparent ovenware is declared to be dutiable under tariff item No. 326.

Cash Prizes for Best Xmas Windows

Cash is Offered by "Hardware and Metal" For the Best Christmas Windows—Now is the Time to Try Out Your Plans and Cash in on Your Ideas by Drawing Big Holiday Trade to Your Store

IT is estimated that no less than ninety per cent. of the general public do more or less of their Christmas purchasing by the "window shopping" method. No matter what other means a dealer may take to advertise his goods, there are scores of sales made by window displays that would never be made in any other way. The Christmas show window first attracts and then if the right goods are displayed it holds the prospective buyer and sends him into the store to make his or her purchase. Many people have almost a passion for window shopping. They depend upon what is displayed in the windows for making their selection of Christmas presents. The window that is attractively arranged and filled with the right assortment of goods will pay for itself many times over in sales returns and sales returns are what the merchant is after.

Can Win Cash Prize

You can by a little planning arrange a window that will not only be most satisfactory to you in every way by the profits it will earn, but win a cash prize in the Christmas Window Display competition put on by HARDWARE AND METAL. The only stipulation is that the goods shown in your window must be for the Christmas trade. Your own talent for selecting goods that will appeal to your trade, your own taste in arranging them in your window and your ideas are what will count. Many splendid window displays have been shown in recent issues of HARDWARE AND METAL. Right here you have a training school at your disposal. Every one of the illustrations of window displays in HARDWARE AND METAL has contained many ideas that are invaluable in the work of window dressing. Your ingenuity in arranging a Christmas display window may be stimulated by a study of these, and a cash prize is ready for you if your display is a winner.

Get Busy Now

Get busy now with your plans. You can improve your talent in window display by trying out your ideas in the weeks before Christmas, and you will be surprised what you can do. You will learn by doing and you will not only learn but you will make more money in your business and have every chance for winning one of the cash prizes offered by HARDWARE AND METAL. The competition is wide open. Every hardware man from coast to coast has an absolutely equal chance. What appeals to the buyers in your community will probably not interest the people a thousand miles away. This is why windows all across Canada will be different at Christmas time. The hardware dealer who knows most about the people of his community, what they are likely to buy, what appeals they are likely to respond to in a window display, has a good basis on which to start right now planning for a record Christmas trade. It is essential, however, that he must apply this knowledge in arranging his display. After he has decided what kind of merchandise will bring the people into his store he should arrange to display this goods in the way that will produce the greatest results.

Should Bring Business

The primary object of the Christmas display window is to bring people into your store and send them away satisfied customers with their Christmas shopping wants supplied. A pretty window may make them stop and look but if you do not have Christmas goods that will appeal to them, the buyers will pass right along until they find something they think is appropriate. No merchant has a stock of goods that carry such a wide appeal as those handled by the hardwareman. His goods are not only useful and attractive, but will give real service for years and will be appreciated by the recipient because of their value. You have the goods. If you put them in your window attractively you will get the buyers, and if you send a photo of your window to HARDWARE AND METAL no later than January 1, 1919, you have every chance of winning a splendid cash prize.

TRADE COMMISSION CITES GLASS JOBBER

Declaring it has reason to believe the concern is practising the misbranding of inferior grades of window glass to deceive and defraud dealers and the public into the belief they are higher grades of glass, the United States Federal Trade Commission has issued formal complaint against the A. T. McClure Glass Company, wholesale jobbers, of Reynoldsville, Pa.

The complaint charges the jobbers "systematically and continuously" have opened boxes of glass supplied them by manufacturers, removed enclosed slips indicating the true quality and otherwise altered marking and labels to make it appear the glass thereafter resold to the trade was of a better quality than it in reality was; and have charged prices which would apply to the higher qualities.

The concern was cited to appear before the Commission in Washington, December 26.

SAYS NO CHANGE

HARDWARE AND METAL is informed by a Montreal manufacturer of steel goods, including various wares, stamped and pieced, that the present basis of price will rule for goods on which delivery is to be made during the coming season. This is attributed to the scarcity of supplies for making up stock, the producers having little encouragement as to an early recovery of the present bare conditions brought about through the war. There is no possibility of lower levels being reached, this informant states. The prices of today would be the lowest, he expected, for a period of at least six months, and probably for a longer time.

WEIGH YOUR WANTS AND SUPPLY THEM NOW

Continued from page 35

Readjustments Gradual

Assuming that there will be readjustments, and which none will deny must come, the very nature of general stocks of both manufactured and raw materials will preclude the likelihood of values declining in a precipitate manner. The readjustment will be a gradual one, and, as pointed out in an interview this week with George C. Davis, managing director of Frothingham and Workman, Ltd., this change will very probably be scarcely noticeable for some months to come. It was stated that radical changes were not anticipated, even in the raw materials, for with the cessation of munition making there will be a large call for materials in the prosecution of railway development building operations and export trade.

If there was ever a time for the exercise of great confidence, that time is today. The recent success of the Victory Loan campaign is an index, unmistakable and encouraging, as to the soundness of Canada from a financial viewpoint. The programme of the government in the matter of building up a merchant marine is also one of the soundest reasons for optimism. The assured price for the farmer's production during the coming season is most reassuring, and in view of these facts it behooves every Canadian, merchant, jobber, manufacturer or consumer, to proceed with greater faith than ever before. It is a well-known principle that confidence begets confidence. It is time now to exercise it.

Merchants Oust "Arizona Plan"

Retailers Force Suspension of Law Compelling Them to Mark Selling and Production Prices on All Merchandise—Blow Aimed at Dealers by Socialistic Element is Warded Off by Prompt Action of Business Interests

FOLLOWING a storm of protest from Arizona business interests, the highly socialistic "Arizona plan"—ordering that all merchandise on sale in retail stores must be plainly marked with both the selling price and the production price — has been "indefinitely suspended."

The official order reads that the suspension shall be effective "for not less than thirty days, but it is not probable that the law will ever be enforced, in spite of the pressure brought to bear upon Governor Hall by the I. W. W. and other anti-capitalistic organizations.

Flayed the Plan

The "Arizona plan," formulated by a partisan State Council of Defense and directly aimed at certain State influences which opposed the election of Governor Hall, was flayed at a recent two-day conference of retail merchants, hastily called to discuss this blow at the very heart of their business.

The order provided that all merchandise must bear in plain figures a tag or card indicating both the selling price and the cost at the place of production with merely the freight charge to the place of sale added. The protest was not so much against having a selling cost marked as against the selling cost as defined by the new State Council of Defense.

Say It Is Unfair

Merchants who attended a two-day conference over the matter claimed that to arbitrarily term the cost at mill and freight the cost price of an article would be unfair because it ignored the cost of all the services rendered by the merchant.

Most of the merchants contend that, to be fair the tag must bear a cost totaling all the elements of doing business—not merely the cost of the manufactured article at point of origin plus the actual freight charged. They pointed out that in many regions in Arizona it cost 33 1-3 per cent. to do business and in some mining sections even more. Thus, they contended, an article might cost $10 at the factory with freight of twenty-five cents and still have to sell at $20 or more to make a reasonable profit, whereas to mark the cost of the article at $10.25 and the selling price at $20 would lead the purchaser to believe the merchant a robber and war profiteer of the worst kind.

Text of the Resolution

One of the counter-suggestions was that a list of staple articles, say 100 in number, might be included in the order. Just how seriously such a suggestion is being considered is not known. The common opinion here, however, is that the matter will not come up again, so general was the protest among the dealers.

HARDWARE AND METAL on page 46 of the issue of October 12, outlined in detail under the heading of "A Radical Price Experiment," the unheard of plan that was to be tried out in Arizona. This is the sequel of the story and shows what happened to the plan. The case has been followed by retailers all over the country with the keenest interest.

In full this resolution suspending the order runs:

"For the purpose of obtaining further information from the National Council of Defense and the National War Industries Board, as to the best method of putting into effect some thoroughly practical, just and thorough plan to check profiteering in merchandise in the State of Arizona without serious disturbance to legitimate merchandising, the operation of the resolution adopted by this council on August 15 last, regarding marketing cost and selling price on merchandise, is temporarily suspended for a period of not less than thirty days."

Original Plan

The resolution of the council originally ordering the price marking was as follows:

Be it Resolved, That the Arizona State Council of Defense, by virtue of the authority in it vested, orders that

On or after October 1, 1918, all retail merchants, dealers in commodities of merchandise, foodstuffs, articles of wearing apparel, and all other articles sold retail, shall mark in plain figures the cost and sale price of each article sold, displayed for sale, or kept in stock, either on each unit of sale, or in such a conspicuous manner in the immediate vicinity of such article or articles, that no confusion or error can arise in any interpretation of the cost and sale price of each unit of sale.

Suggests Compromise

During the course of the two-days' discussion, which brought merchants from the furthermost corners of Arizona to Phoenix, one of the moves of pacification attempted was a compromise which would enable the State Council of Defense to reach its object without so seriously handicapping merchants. A committee of three from the council and three from the merchants was named and this joint committee, after considerable deliberation, furnished what it thought a solution of the difficulty.

This solution, which has been briefly alluded to as the counter-suggestion that 100 articles be tagged, was that such a list be formulated and from time to time the council signal out ten or twenty articles from the list of 100 or more to be tagged with cost and selling prices —a different list of ten or twenty being used every week or so. It was pointed out that in this way the council could keep tab on profits without rubbing it in too hard.

Was Not Accepted

In addition to this suggestion the merchants volunteered to raise a fund of $6,000 for the employment of a man of national standing, a man who would in ordinary times draw several times such a salary, but who would be content because of the patriotic nature of the work to serve for such pay. This man would be kept in touch with mercantile conditions and would establish prices which, in his estimation and the estimation of the National Industries Board, would be fair and nonprofiteering.

The new State Council of Defense would not accept this suggested compromise.

Feared Competitors

While it was not openly discussed at the conference to any great extent, many of the merchants who attended found strong objection to the open cost tag in the belief that competitors would thereby find out what they were paying for articles. This, many believed, would result in the loss of some purchasing advantage.

Some of the remarks made during the conference became rather heated and there was no difficulty at its conclusion, after the merchants had really gained their point largely because the council could not agree among its own members, to form a State-wide mercantile association which is now one of the most vigorous organizations of its kind in the West and which represents perhaps the largest proportion to total number of merchants.

Underlying Motive

Back of all the bickering is something which runs deep into the political situation of the State and which has the most direct bearing upon the original order. It finds its root in the remarkable gubernatorial contest of almost two years, when Thomas E. Campbell, Republican, was elected Governor over Geo. W. Hall, Democrat. Campbell's majority was only thirty votes and a contest and recount followed. The lower court with a Democratic judge sustained Campbell. An appeal was made to the Supreme

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Current Events in Photograph



VICTORY ARCH

The handsome Victory Arch here shown was built by the retail merchants of St. Catherine St., Montreal, and was presented by them to the Victory Loan Committee. It was made of lath and plaster and was very imposing in its snow-white coat of dull finish. It was erected on St. Catherine St. in front of Phillips Square. At a formal function, which was largely attended, it was dedicated, and the suggestion made at the time that a marble replica of the arch be made to form a permanent memorial of the success of the Victory Loan campaign and also of the Allies' triumph in the great war was well received and may be adopted.

NOW IS THE TIME TO CLEAN UP ACCOUNTS

Continued from page 39.

We need money to carry on our business, and we must, by all means, get it in.

We never like to make trouble of any kind for a patron of our store. When it becomes necessary to do so, he generally loses more than we do. He loses the advantage of cash prices on the goods he gets here, and also loses money and local repute by the law course. We do not want to take such a step now. We say this in all fairness.

Can we, then, depend upon you to square up the old account by the first of the week? Pay at least something on it.

In the hope that you will so favor us, we are,

Yours very truly,

Must Take Action

If all these appeals prove fruitless it means that the party probably does not intend to pay. A fourth letter along the lines indicated below should be sent and the most important point in connection with this is in meaning what you say. It is useless to tell a delinquent you will take action and then never follow it up. It gives him the impression you are afraid. One of the most successful collectors in the country to-day tries all methods of persuasion and appeal before threatening action, but once he says he is going to take the case to the courts he always does so. In this way he has established a reputation for himself that goes a long way with "slow pays." Once they know that R—— has been given the account to collect, they know he means business, and is prepared to go the limit. They also know that if they are temporarily hard up and show by their attitude that they are willing to do the best they can and are honest and will pay a little at a time, he will give them every consideration.

The final letter to be sent out before taking legal action may be worded as follows:

Dear Mr. ——

This makes the fourth letter we have written you, asking that you make some kind of settlement of your long past due account.

So far you have not paid any attention whatever. Do you think this course on your part is right? Place yourself in our shoes and see how you would like it.

Unless some arrangement is made to pay this account by the 10th of this month, we shall consider it our duty to hand same to the attorneys.

We have enjoyed doing business with you, and believe you have found us fair and square. But ignoring us as you have does not help one bit.

So please step in and pay up the account, or a part of it, before the 10th. Save us and yourself expense, and we shall be glad to continue with you as formerly. There is no personal feeling in this letter at all; we simply need the money due us.

Thanking you in advance for the courtesy of a settlement by the date mentioned, we are,

Yours very truly,

EDITORIAL COMMENT

EDITORIAL BRIEFS

THE Canadians who are going to Siberia appear to be the only soldiers who may see any more fighting.

* * *

ARE you busy with plans for entering the Christmas Window Display Contest of HARDWARE AND METAL and capturing a cash prize.

* * *

THE way the Victory Loan went "over the top" shows how whole heartedly the people of Canada are behind the cause and should prove a splendid stimulus to business.

TIME TO RESUME

WITH the advent of peace and the commencement of the readjustment period, the usual crop of alarmists are making themselves heard. They are not all confined entirely to the retail trade, because the latter with a few exceptions as a whole are taking a wise course, as a result of the lessons they have learned during the past four or five years. Some of the alarmists are among manufacturers, wholesalers and even travelling salesmen. They are crying "Wolf, wolf," when there is no wolf. Canada is in a grand position to "carry on" during the period of readjustment. So far as the hardware trade is concerned, there should be no cause for alarm. Faith in the future of Canada, coupled with a wise buying and selling policy will greatly assist in stabilizing industry. Do not take the "croakers" too seriously. Here is an illustration of how rumors get started. Last week a traveller for a wholesale hardware firm visited a leading merchant in an Eastern Ontario town. The merchant is strong financially, has abundant faith in the future of Canada and of his business. He has a good stock and has booked well ahead for spring deliveries. His business during the past year has been the best in its history. He is somewhat of a joker, although travellers usually take him seriously. Here is the dialogue which took place in his store:

(Enter wholesale traveller.)

Merchant: "Don't think I need anything this trip, prices are going to be shot to pieces now, and I am not going to be caught with high-priced goods in stock."

Traveller: "Well, to tell the truth, I don't blame you."

Merchant: "Aha! You feel that way do you? Well, now I won't buy, because when you fellows admit that things are going to the dogs, then I am going to play safe."

(Exit traveller.)

The foregoing is an actual occurrence, related laughingly by the merchant to the writer a few days ago. "I would like to see the report made to the house, by that traveller," he said.

The merchant is not going to quit buying. He feels sure business is going to be good and he knows of several buildings which are to be erected in his town in the near future.

The point is, that at a time like this, even jokes may be misconstrued, and the remarks, innocently made, may cause great missapprehension. Careless remarks by men in the trade, may cause great damage. Travellers above all should not get cold feet, and despite discouraging features of the situation, if any, look the facts in the face, and discuss the proposition on its merits. And what is more, the situation calls for the best available support and co-operation of the house behind the traveller.

This is a time for some of our "too conservative" tradesmen to come out of their shell and take their part in abating alarm, which is uncalled for and liable to do damage to all branches of the trade.

BOOST THE CONVENTION

AT a meeting of the Executive Committee of the Ontario Retail Hardware and Stove Dealers' Association held this week, the bulk of the programme for the big annual convention to be held in Hamilton in February was completed. The Association is sparing no pains to make this year's meeting a record breaker in every way. The programme is replete right from start to finish with items that will not only be of keen interest to hardware men, but of profit to them. The discussions will deal with problems that are encountered in every-day business life. Ideas will be forthcoming that you can use to make your business bigger and better. There will be practical demonstrations that will help you not only to understand window dressing, floor finishing and other things. This will mean more sales and better sales and consequently more profit to you. You cannot afford to miss one minute of the sessions and should come prepared to take careful note of all that you can apply in your own store. You should not only

come yourself, but you can help along the good work by bringing some other hardwareman. By all working together the best interests of the trade as a whole can be forwarded. There are many problems to solve and discuss and by everyone lending his aid their solution will be arrived at more quickly. The hardwareman who stays away from conventions or who does not do anything he can to help along movements which are in the best interests of all is taking a stand that is selfish in the extreme. He is losing a lot that is worth while and not only hurts himself, but injures others by withholding from them co-operation they are entitled to.

A DRAMATIC EVENT

ONE of the most dramatic events in the history of the world was the handing over by Germany of a huge fleet of battleships, including many of her finest dreadnaughts, to Admiral Beatty, without a shot being fired. The Huns spent millions of dollars and years of labor in trying to build up a fleet that would match Britain's when "The Day" came. For more than four years the men of the British navy watched ceaselessly, day and night, winter and summer, in storm and in fine weather, for the German fleet to come out. These men lived up fully to the glorious traditions of the navy. Theirs was one of the greatest tasks of the war and how well they performed it is evidenced by the remarkably few losses sustained in the transport of millions of troops, vast quantities of supplies, and by the fact that the German navy never dared to meet them. It is one of the freaks of the great war that the men who were longing, hungering and thirsting as it were, for a chance to meet the Huns on the sea, were denied that chance. Even the knowledge of work well done, the collapse of Germany and the handing over of the battle fleet without a shot being fired, cannot compensate many of the sailors for their disappointment in not having a chance to fight. Thousands of them were looking forward to a battle that would live in the pages of history as greater even than Trafalgar and entitle them to places in the hearts of their countrymen with the men who fought under Nelson, Drake and others. There is no question that they are entitled to this place, but the fact that they won it by unceasing vigilance and without a fight does not compensate the sailors. Incidentally the action of the Hun in evading a battle has not raised him any in their esteem.

RETAILERS NOW REPRESENTED

A MOVE that promises to be a long step forward in helping retailers to obtain more intelligent legislation in connection with business problems has been taken by the merchants of the United States. They now have a "friend at court" in the shape of a special committee of their chosen representatives who will direct affairs at Washington. Taxation without representation of any kind has been one of the great problems of the retailers across the line as it is in Canada. All sorts of legislation and rulings not in the interests of business have been passed by those not conversant with the situation. The retailers have suffered as a result. They often protested, but because their protests were not backed up, nothing came of them. Now they have an organization which will make not only a fight, but a strong fight against any legislation that is against retailers. The Government has fully recognized the committee and it is to have a voice in any legislaton which affects merchandising. There is a lesson here for Canadian retailers. There have been many occasions on which they have suffered because measures were passed at Ottawa by lawyers or doctors who did not realize the effects they were going to have on trade. If the retailers of Canada were to get together and obtain proper representation in not only each province, but in the Dominion Government, many matters could be adjusted that would make for better business.

BRITAIN'S BIG SHARE

BECAUSE of the collapse of the Germans before the American troops had a chance to really show what they could do in a big way, the United States is in the position of having a remarkably small casualty list. More than 1,000,000 British troops are sleeping in Flanders, and other fields. Just what the French casualties are has never been given out. Out of the Canadians who went over more than 50,000 will not return. Referring to the American losses, the Buffalo *Express* says editorially:

"Officials at Washington estimate that the American casualties during the war will not exceed 100,000, including all who died of disease or accident as well as those killed and wounded in action. This is a remarkably low record and will put the war, so far as losses are concerned, in the class with our minor national conflicts, such as the Spanish and Mexican wars.

Incidentally it should impress upon us the comparatively minor part which we were called on to play. British casualty lists have run to 30,000 and 40,000 a week from action alone. This has been continued during many weeks of the present year as well as in previous years. The French never have reported their casualties at all, nor have the Italians.

We must be very thankful that we have not had to sacrifice more of our men, but we have lost enough to understand and appreciate the individual sorrow and suffering that the war has brought to our friends."

EVENTS IN THE TRADE

Business Changes

Montreal.—J. M. D'Aoust Limited, hardware, has obtained a charter.

Obituary

The death occurred at Galahad, Alberta, of F. C. Ansell, hardware.

Miss Marjorie Bailey, of St. Thomas, Ont., who went to Bridgeport, Conn., some months ago to take a position in the offices of the Union Metallic Cartridge Co., died from pneumonia which followed an attack of influenza.

Fred Hess, sr., for many years a carriage and waggon manufacturer and also an implement agent, died at his home in Zurich, Ont.

Fire Losses

The plant of the T. E. Bissell Co., Ltd., Elora, Ont., manufacturers of disc harrows and implements, was completely destroyed by fire on Wednesday. Only the foundry was saved. The loss, which will be about $25,000, is fully covered by insurance.

David Courville, hardware and furniture, Alexandria, Ont., sustained a loss of $1,000 by fire. The loss is fully covered by insurance.

Fire, which broke out in the plant of the Barrett Mfg. Co., Ltd., Montreal, manufacturers of roofing supplies, was checked before any serious loss was sustained. The firm is prepared to take care of the trade for all lines. Sales Manager D. P. Hatch stated to HARDWARE AND METAL that the damage had been repaired. The large stills, in which the tar and pitch are stored, had been effected, but the plant is now in good working order again.

Personals

Albert Webber, who represents Merrick-Anderson Co., Winnipeg, in Northern Manitoba, was a Toronto visitor during the week.

T. F .Shurly, president of the T. F. Shurly Co., Ltd., St. Catharines, Ont., was in Toronto during the week calling on the wholesale trade in the interests of his firm.

F. C. McMaster and family, of Lindsay, left this week for Brighton, where Mr. McMaster has purchased a hardware business. Mr. McMaster has resided in Lindsay for a number of years, having conducted the "Oak Front" hardware business and latterly was identified with the Cinnamon-Allin Hardware Company, Ltd.

A. H. Richardson, of the Canadian Warren Axe and Tool Co., St. Catharines, Ont., was in Toronto during the week, and later left for Collingwood.

Byron Carney, who has sold out his hardware business at Walters Falls, Ont., has moved to London, Ont., where he has been appointed manager of the Canadian Oil Company.

J. S. Mitchell Goes On Commerce Board

J. S. Mitchell, of the firm of J. S. Mitchell & Co., Ltd., Sherbrooke, Quebec, wholesale and retail hardware, has been elected a director of the Canadian Bank of Commerce. He takes the place made vacant by the death of Wm. Farwell. The Sherbrooke *Daily Record* says in connection with Mr. Mitchell's election to the board: "Mr. Mitchell has for a long period carried on the largest commercial business in the eastern townships, and his business ability and standing in the country were recognized long ago by the old Eastern Townships Bank, of which he was a director for fourteen years before its amalgamation with the Bank of Commerce.

He, without doubt, had a wider acquaintance with the business men of this part of the country, and a more intimate knowledge of their commercial and financial standing than any other man in the townships, and he is still in the prime of his business career which, moreover, has brought him such substantial financial rewards that he is now in a position to give of his time and ripe commercial experience to the interests of the bank which has done honor to itself and the townships by calling him to a seat on its board.

Notes From Regina

A. G. Low, of A. G. Low Co., Saskatoon, was in the city recently

W. McIntyre, of the P. A. C. McIntyre Co., auto accessories, is calling on the trade in this district.

C. Carbury, of the Wood Vallance Co., is calling on the trade in Regina and district.

Thos. J. Edwards, of Stewart & Edwards, was married recently to Miss Mary C. McNeill of this city.

Trade Notes

International Castings Ltd., of Essex, Ont., has obtained a provincial charter.

John Weighton, Toronto, manufacturer of washing machines, has disposed of his business.

The Maitland Roofing and Supply Co. of Toronto, has been succeeded by McDermid Bros.

International Castings, Limited, capital $40,000, head office, Sandwich, Ont., has received a Provincial charter.

R. C. Glaze, agent for the Imperial Oil Co. at Red Deer, Alberta, has been given charge of the Medicine Hat district, and wil have supervision of twelve or more local agencies in that district. He will make his headquarters at Medicine Hat.

A petition for a winding-up order for the Caledonia Iron Works Co., Ltd., Montreal, was granted, and W. Gordon Finlayson named as provisional liquidator.

In order to conserve light and heat the hardware stores at Tweed, Ont, have decided to close every evening except Saturday at 6 p.m. The other stores of the town close three evenings a week at 7 o'clock.

Montreal News

Wm. T. Evans, agent for the Sphinx Mfg. Co. of Birmingham, England, has left for the Old Country and will spend several months there.

Mr. Merchey, representative of the Diamond Saw and Stamping Works of Buffalo, N.Y., was in Montreal for several days this week.

J. C. Watson has joined the travelling staff of Frothingham and Workman, Ltd., wholesale hardware merchants, Montreal. Mr. Watson will cover the territory previously assigned to Chas. B. Edmunds, deceased.

George Henderson, president of Brandram-Henderson, Ltd., left on Wednesday of this week for New York.

T. H. Houghton, sales promotion manager of the Martin-Senour Company, has been confined to the house for several days this week.

ATLANTIC CITY CONVENTIONS NEXT MONTH

The annual conventions of the National Hardware Association and the American Hardware Manufacturers' Association, which were postponed from October by the action of the health authorities of New Jersey, will be held at Atlantic City, N.J., on December 11, 12 and 13.

SHEFFIELD FIRMS ARE NOW WORKING FULL TIME

Reports from Sheffield, England, state that, following a period of depression extending over nearly six months, a marked revival in the conditions of the crucible-steel industry is manifesting itself. Makers who had been working only four days a week are now able to run full time, and in some cases overtime is necessary. The encouragement which is being given by the government to overseas trade in the shape of a more generous policy in granting export permits has been a considerable factor in the improvement. A large quantity of tool and other crucible steel, even that containing tungsten, is now being shipped to the United States, Canada, and other markets. The home demand is also rather better. Many manufacturers have enough orders on hand now to keep them working to capacity for twelve months.

Peterboro Dealers Took Care of Hunters

Peterboro' is a point from which many hunters go north every fall on shooting expeditions. This usually means a lot of good business for the hardwaremen. In view of restrictions and shortages of supplies this fall there was some apprehension that business might be lighter than usual, but without exception Peterboro' hardware stores report a very fair season in sales of hunting supplies in spite of difficulties due to limited supplies and shortage of ammunition and guns. The embargo placed on the importation of firearms from the United States prevented the Peterboro' Hardware Company and other firms from securing a complete stock of rifles. It was also difficult to secure supplies of the commercial lines of ammunition. On the whole though the trade was fairly well supplied and none of the hunters had any reason to go into the woods without a full line of necessary equipment.

Sheets From England May Be Available

HARDWARE AND METAL is informed by a large importer of metals from Great Britain that lines of steel sheets, black sheets and other similar goods may be obtained shortly. The information as yet does not indicate just when supplies may be had. These will be available, however, when shipping and government restrictions are adjusted. It is stated that those desiring these goods may be assured of delivery in the early Spring, just when a great deal of material comes forward in a normal season.

In view of the fact that competition is bound to develop in due time on various goods, assurances are looked for that will give the buyer favorable freight rates and this is expected to be favorable on both sea and rail routes. The outlook for deliveries is encouraging.



W. B. Murdock, hardware dealer, Amherst, Nova Scotia, has received word that his youngest son, Private H. Ward Murdock, 85th Nova Scotia Highlanders, Machine Gun Corps, has been awarded the Military Medal, and is now in England taking his commission. No particulars have been received. Private Murdock enlisted in February, 1916, in the 193rd Battalion, and was a sergeant in that unit when it went to England. He transferred there to the 185th, and reverted to the rank of private on going to France to the 85th Battalion. He has been through all the fighting on the western front this year.

Lieut. Rochereau de la Sabliere, aged 23, was killed in action on October 3. Before going overseas he assisted his father who is president and manager of the Gendron Manufacturing Co., of Toronto.

Pte. Fred McDonald, of Elora, formerly with the T. E. Bissell Co., of that town, died of wounds in France. He went overseas with the 153rd Battalion.

Gunner Melford M. Ford, aged 29, formerly acting traffic manager for the Dunlop Tire & Rubber Goods Co., Toronto, was killed in action. Before moving to Toronto he resided at Elmira.

EXPORTS OF AUTOS

Canada is doing a steadily increasing trade with Australia in motor cars and accessories. Imports for the past four years of Canadian cars are as follows: 1914. $980,945; 1915, $994,040; 1916, $1.862.175; 1917, $1,189,240. The falling off in 1915 was attributed to large surplus stocks being carried over and the troubles in getting freight moved.

Taking into consideration the increased cost of the cars and the great increases in the price of petrol, the demand continues active, but importers have not only to contend with the absence of necessary transportation facilities, but also with the embargo on the importation of bodies, which are now being made in Australia. To effect economies in ocean freights, some of the cars are fitted with Australian-made tires.

With a view to effecting economies in the upkeep of the motor transport branch of the Commonwealth Defence Department, the board of business administration at headquarters has reorganized the service, and arrangements have been completed for the introduction throughout the Commonwealth of a standard type of motor-car for defence purposes.

The Canadian made Ford car has been selected by the board as the model to be brought into general use, and contracts for about 100 cars and 30 trucks have already been placed. It is stated that the bodies for at least the majority of the cars will be manufactured in Australia in conformity with the customs regulations limiting the importation of bodies.

In deciding in favor of the Canadian car the business board is stated to have been influenced by the fact that they could obtain a comparatively cheap type of chassis, of a standard pattern, and one that could be easily repaired.

CATALOGUES and BOOKLETS

"Plymouth Products," for November, issued by the Plymouth Cordage Co. of Welland, Ont., contains several interesting illustrated articles in which various uses of the firm's goods are shown.

"'Automotive Equipment" catalogue A 19, just issued by Kinzinger, Bruce & Co. of Niagara Falls, Ontario, lists a complete line of "'Made In Canada" bumpers, jacks, pumps, and specialties for Ford cars. It contains twenty pages and is most attractively printed and illustrated.

Advance catalogue No. 9 of the Powers Manufacturing Co., Waterloo, Iowa, contains twenty pages of information regarding textile automobile products, anti-draft shields, curtain lights, cushions, fan belts, belting and fasteners, radiator and hood covers, tool rolls, water buckets, web straps and miscellaneous canvas products.

The Usona Manufacturing Company, Inc., of Toledo, Ohio and Windsor, Ont., has issued catalogue No. 8, listing an attractive line of Kwik-Lite quality flashlights. The catalogue contains thirty-one pages and lists a large number of flashlights, batteries, lamps and display cabinets. All are splendidly illustrated, many of the pages being lithographed in colors.

Skates and accessories for the Christmas trade are featured in the November issue of "Vim," published by the Canada Cycle and Motor Co., Ltd. The remainder of the issue deals largely with matters of interest to the cycle trade.

HARDWARE LETTER BOX

Wire Nail Manufacturers

In giving the list of wire nail manufacturers in Nov. 2 issue of HARDWARE AND METAL on page 51, the name of the Dominion Iron and Steel Co., Ltd., Sydney, N.S., was inadvertently omitted.—Editor.

Employees Become Shareholders in Firm of T. S. Simms & Co., Ltd.

AT the annual meeting of the directors of T. S. Simms & Co., Ltd., St. John, N.B., announcement was made to department foremen, travellers, and branch managers that they had been taken into "partnership," and each was presented with a generous allotment of fully paid-up and non-assessable shares of dividend-bearing stock in the company, according to their length of service.

The directors made it very plain that this was not in lieu of any future salary bonuses or increases that they might be entitled to, but simply—as President L. W. Simms put it—a desire that the workers for the success of the company should share in its prosperity which they had helped to create, as one big partnership, in which they were all alike interested.

The appreciation of the men was suitably acknowledged at the time of the presentation. They immediately had their photos taken as shown below.



From left to right: Upper Row, J. Kennedy, D. Moore, J. McCarthy, C. H. Ritchie, R. J. Hennesay, W. H. Swanker, F. W. Olive. Middle Row, H. B. Agnew, (London Branch), G. C. Phinney, W. L. Bevill, R. W. Pugh, V. M. Parlee, J. L. Brown, (Secretary), H. S. Bissett, D. Gauthier. Front Row, C. D. Wright, (Eastern Ontario), F. M. Baker, (Toronto Branch), R. E. Charlton, (Province of Quebec), S. D. Purdy, (Superintendent), A. L. Foster, (Treasurer), R. C. Lewis, (Sales Department), H. Champelovier, (Western Representative), L. W. Simms, (President), J. O'Brien, W. J. MacDonald, (Maritime Provinces).

MUST PAY DUTY

Before sending trade catalogues and advertising matter oversea, Canadian manufacturers—in their own interests—should first ascertain the Customs regulations imposed by the country to which the trade literature is addressed. By ignoring the regulations many costly catalogues are either destroyed by the authorities or (as an act of grace) may be returned to the addressers.

The attention of Canadian firms contemplating sending catalogues to Australia is directed to the strictly enforced regulations governing the delivery within the Commonwealth of trade literature sent through the mails, as follows:

Duty is levied on catalogues, price lists, trade circulars and all advertising matter introduced into Australia through the mails, even when forwarded in single copies addressed to individuals, provided that when the duty on the total quantity posted by the consignor by any one mail to any one state of the Commonwealth does not exceed one shilling the duty is waived.

As it has been ascertained that large numbers of valuable catalogues posted by Canadian manufacturers to Australian firms have recently been returned, undelivered, owing to the refusal of the addressees to pay duty thereon, the following manner of pre-paying the duty is again brought to the attention of interested firms:

The total weight of all of the separate pieces of matter destined for each state should be first ascertained and the duty computed at the rate of 10d. (20 cents) per pound, or 44 per cent. net on the cost, whichever rate returns the higher duty. The amount so ascertained should then be remitted by money order, to the Deputy Postmaster-General in each State—concurrently with the despatch of the catalogues—in a letter stating that it covers the duty on . . . pounds weight of printed matter posted to various addressees whose names and addresses need not be given.

Each piece of matter should have written or stamped on the outside wrapper or envelope the words, "Duty paid by remittance to the Deputy Postmaster at . . . Australia" (with the names of the addressers).

There is a Deputy Postmaster-General at the capital of each State, viz.: Melbourne, Victoria; Sydney, New South Wales; Brisbane, Queensland; Adelaide, South Australia; Perth, Western Australia; and Hobart, Tasmania.

Catalogues and advertising matter sent in bulk as ordinary cargo are also dutiable at the above rates when consigned to an Australian firm for distribution.

MERCHANTS OUST ARIZONA PLAN

Continued from page 42

Court and the decision of the lower court was reversed and Campbell was unseated.

Governor Hall called a special war session of the State Legislature to provide for war time contingencies, such as soldier voting and similar measures. Trouble followed over the naming of members. George E. Adams was named as vice-chairman, and the price tag resolution was carried in the absence of the chairman. He took an active part in having the order suspended at the recent conference.

Strong Opponent

Governor Hall has been an open and avowed political opponent of the great copper companies of the state, some of which he strongly denounced in his opening address at a special session of the Legislature. The copper companies have been as open in their opposition to him. Many of these great companies operate stores of a commercial nature at their camps and it is openly charged that the price tag plan was in some measure an attempt to embarass them as punishment for political activity.

Rustless Steel in Demand

With the cessation of hostilities the British Ministry of Munitions has agreed to set aside a quantity of rustless steel for the manufacture of cutlery, and has entrusted its distribution to the rationing authority of the cutlery trade in Sheffield. The use of rustless steel in the cutlery industry was prohibited because all chromium, an essential alloy of the material, was wanted for munitions, but as conditions of the steel industry have changed, and at present there is a surplus of chromium in the country, there will be ample steel to clear off the heavy accumulation of overseas and home orders for rustless knives.

Joint Convention of Paint and Varnish Companies

The thirteenth annual convention of the Martin-Senour Company, Limited, and first joint convention of they and the International Varnish Company, Limited, was held at the head office of the former company in Montreal, November 11th, 12th, 13th, and 14th. Salesmen and district managers from all parts of Canada were present.

Sessions opened promptly Monday by an address of welcome from Managing Director A. T. Black and were continued with enthusiasm throughout the entire convention. Adjournment was made immediately after the opening address to permit of a group photograph, after which the entire staff participated in the city's Victory parade celebration.

Monday afternoon session was opened in charge of C. F. Kendall, sales manager, and entirely devoted to the salesmen's reports, discussion of trade conditions, and expansions to take care of the increasing volume of business which is already in evidence, and which will, no doubt, continue to increase rapidly due to after-war requirements.

Tuesday was factory day. The different plants were visited, all methods of manufacture explained, new labor-saving machines demonstrated, and comparisons of different lines of manufacture made, under the supervision of the company's chemists. Adjournment was made for luncheon and the entire factory, office and sales staff were entertained in the factory dining-room, after which home talent provided a pleasant program of song and story. The afternoon session was given over exclusively to advertising and was in charge of T. Houghton, promotion manager. Many plans of new and novel publicity were discussed and approved for the coming year.

Business on Wednesday was illuminated by addresses from the different district managers. Sessions were presided over by J. H. Conover, Toronto, and W. P. Walsh, Halifax.

The annual family dinner was held in the evening at the Canada Club, and if the sessions proper of the convention were enthusiastic in character, the dinner of the Martin-Senour family was none the less successful and was attended by the sales and office staffs and a few invited guests, in all about sixty being present.

General Manager Black performed the function of toast master in a highly approved manner, as was demonstrated later in a special toast proposed by C. F. Kendall and responded to gracefully by the toast master to the hearty approval of all.

The toast list closed, the toast master made the final and awaited announcement that prizes were won during the year would be distributed. In this event the winners were: Z. E. Martin trophy and gold being awarded to W. F. Ferguson, Eastern Ontario, a close runner-up being W. L. Magee of St. John, N.B. Other winners were: H. M. Borland, Middle Western Ontario; H. O. Farrow, Western Ontario; G. Tasse, Middle Quebec; C. D. Cookson, Middle Eastern Ontario; J. E. Naud, Montreal City.

TAMPERED WITH SHELLS

Lewis Elsie, a former superintendent, and Wm. Oliver, a former inspector of the London Manufacturing and Machine Co., London. Ont., were fined $800 and $700 respectively, with the option of nine months in prison, for tampering with shells. At first they pleaded not guilty, but later changed their plea and paid their fines.

AUSTRALIANS WANT

A strong development of the present season in Canada has been the growing interest in the bicycle trade of the Dominion by distributors and dealers of Australia. Within a few weeks no less than three representatives of different bicycle business houses of Australia have visited Canadian manufacturers and jobbers.



Salesmen and district managers of the Martin Senour Company, Limited, and International Varnish Company, Limited, at Convention in Montreal.

THE CLERKS DEPARTMENT

THE THIRD GENERATION AND INVESTED PROPERTY

Some Illuminating Views and Observations Upon the Handling of Estates and the Position and Attitude of Those Who Benefit

By ROBERT GRANT,
Judge of the Probate Court, Boston; Author of Women and Property, etc.

THIS article, by one of the highest authorities on probate proceedings in the United States holds a particular interest for Canadian investors apart from the subject under treatment. Judge Grant, the author, is a son-in-law of Canada's first minister of finance, A. T. Gault. It is reprinted from *Scribners Magazine*:

I recall that some years ago, when a will had been set aside by a jury, and after long delay in the settlement of the estate the hour for division among the victors had arrived, the attorney for two of them shook his head and remarked in an undertone for my ear: "I hate to pay this over; it won't last long." A glance at his clients threw light on his solicitude; they evidently belonged to the flotsam-and-jetsam order of society. It seems they were second cousins of the testator, who had not intended them to have a nickel; but after long waiting they were to receive about four thousand dollars apiece, and were correspondingly eager. Both bench and bar were powerless to prevent the transfer, for no one can be adjudged a spendthrift in advance, and the suggestion already made by their counsel that they put at least a portion of this treasure-trove in trust had been met with a suspicious "Why should we?"

The gist of the anecdote lies in the sequel. When I next ran across the attorney who made the prediction, he threw up his hands and said: "I was short of the truth. It took them less than a week to blow in the entire eight thousand. They're penniless, and they drifted into my office yesterday to see if I couldn't recover some of it." Naturally I was horrified and shocked, unspeakably so for a moment. Then I caught myself smiling. I saw their point of view, pathetic as it was. They had merely misapplied the poetic license:

'One crowded hour of glorious life
Is worth an age without a name.'"

It was easy to picture what had happened. They had embraced their first and only opportunity to live as they imagined those with large means did live—to taste all the costly and forbidden pleasures, to squander royally and be robbed in the process. Eight thousand in less than a week; Colossal; comparing favorably with whatever the plutocrats could do; they wished to be in the running just for once to see how it would feel. *Magnifique, mais ce n'est pas la guerre.* Yet I smack sufficiently of the Old Adam to be able to sympathize with them; whereas those more deeply imbued with the new freedom—shall we say respectfully those who smack of the New Eve?—would experience nothing but distress and exclaim: "How pitiable!"

Capital and Income

The importance of not exceeding one's income is a hackneyed homily engagingly elaborated by the late Mr. Micawber, who would nevertheless have enjoyed sitting in with the gentry above referred to; but even as according to our texts we divide mankind arbitrarily into sheep and goats, fat and lean, industrious and idle, we draw a line between those who do and those who do not distinguish capital from income. The obligation so to distinguish rests on no one. In this freest of countries it is permissible to make one pot of everything—and four-fifths of us are obliged to. Perhaps the most unpopular word in the lexicon of contemporary speech is "capitalist." Every one, from the executive to the tax-collector, and from the tax-collector to the man in the street, loses no opportunity to discredit it. A cynic might have convincing grounds for the belief that a capitalist in this country is any one who possesses more than the speaker or writer. Thus a dish-washer who inherits a thousand dollars becomes one in the eyes of the less fortunate pick-and-shovel man next door. But stripped of its cant, a capitalist may be said to be any individual whose support is derived either wholly or in part from the income of investments. A reprehensible status truly, yet not without its apologists. We can all recall the example of the statesman—one of our greatest Commoners—who, after forbidding us to press down the crown of thorns upon the brow of labor or crucify mankind upon a cross of gold, felt unable to live on his salary of twelve thousand dollars as United States Secretary of State, and went on circuit with yodlers and bell-ringers in order to eke it out. And why? Because he did not wish to eat into his capital, which was said to aggregate several hundred thousand dollars. What better authority could we desire for the proposition that despite stump oratory the accumulation of wealth is not deemed un-American, even by apostles of the new freedom, some of whom are adepts at it. Our savings banks, with their huge and accumulating deposits, are the best proof that thrift is still the motto of the American people; and what would become of our churches, colleges, hospitals, and diverse eleemosynary or scientific bodies, but for the income from invested property—theirs or somebody else's?—which keeps them stable? When one reads the newspapers or talks with social reformers it is sometimes difficult to believe that the practice of laying by a penny for a rainy day has not ceased to be respectable. Perhaps we were in need of just such a fillip as the Government's tiny request for three billion dollars from the savings of the people to remind us that any human panacea based on obliterating the distinction between principal and income is likely to prove an *ignis fatuus.*

Protecting Spendthrifts

The spendthrift, as we have seen, is a person to be reckoned with and protected; likewise heirs presumptive of immature years and daughters after coverture. Such has been the theory of Anglo-Saxon civilization, from which our own is derived. At the root of the English system of primogeniture, with its ban on the sub-division of landed property lies the purpose to promote the social longevity of family trees by a sufficiency of annual income. Our ancestors, deeming a practice which tended to impoverish all except the eldest son as incompatible with justice, rejected this principle from the start. At the same time they gave sanction to most of the other Anglo-Saxon devices for keeping capital intact for the benefit (or annoyance) of the next generation. The American who wishes to tie up his property so that his beneficiaries may enjoy the income but not the principal is free to do so, provided the period of restraint before it will vest in absolute possession does not exceed (according to legal jargon) "a life or lives in being and twenty-one years." In other words, he can always prevent his children and often his grandchildren from squandering his substance after he is gone. The generation beyond this can make ducks and drakes of it if they choose, unless their own parents imitate his example and, exercising the power of appointment by will which he ordinarily throws them as a sop, start the tying-up process all over again.

What are the benefits of thus tying up property? What are its disadvantages? Does the practice inure in the long run to the welfare of the *cestui que trust* (who might better be described as the one not trusted) or does it hamper him (or her) unduly by paralyzing initiative? Is it in most cases a wise precaution or does it chiefly cater to human vanity—the ambition of the accumulator to keep his name alive and defy the native saying that between shirt-sleeves and shirt-sleeves there are only three generations? Does it conflict with the new freedom or is the tying-up process for protection of the individual a neat-handled Phyllis to the social democratic code?

In Debt and Luxury

It is pertinent to note by way of preface in this connection that the United States has gone Great Britain one better in the matter of protecting the well-to-do individual who does not see fit to pay his debts. One better or one worse, according as we choose to think. It is an axiom of American society that every tub is assumed to stand on its own bottom; and in conformity with this our tradespeople are wont to remind purchasers by a persistent

"bill rendered" that monthly or at the most trimonthly settlements are a part of our moral code. On the other hand, all who buy clothes in England are familiar with the time-honored prejudice of the English tailor against prompt payment. It violates usage; he does not understand it and, detesting innovation, regards as unsophisticated any one who offers cash. Yet, nevertheless, the policy of obliging people to settle promptly by holding over their heads a social obligation, which could be inforced at law if needs be, met in a sense with a cropper as affecting the "idle rich," when the Supreme Court of the land decided firty years ago that money given in trust for the support of a son for life could not be reached by his creditors. Moreover, the court sealed the doctrine by going out of its way to say that, whatever the English view to the contrary, this is the American policy. The learned justice who wrote the opinion, arguing that it was no new thing in any of the States of the Union to exempt from seizure on execution a debtor's tools or homestead, proceeded as that much-revered student of the law, the late John C. Gray, pointed out, to "enable the children of rich men to live in debt and luxury at the same time."

In other words, it is un-American not to pay one's honest debts, but not un-American to tie up property so that one's children's creditors cannot get at it. Our courts have taken that view, or when they have attempted to modify the discrepancy by statute the remedy has been worse than the diesease. For instance, the New York court, interpreting a statute which provided that the surplus of income given in trust beyond what is necessary for the education and support of the beneficiary shall be liable for his debts, took into account that the debtor was "a gentleman of high social standing, whose associations are chiefly with men of leisure, and who is connected with a number of clubs." Commenting on this, Mr. Gray writes in the preface of his "Restraints on Alienation": "To say that whatever money is given to a man cannot be taken by his creditors is bad enough; at any rate, however, it is law for rich and poor alike; but to say that from a sum which creditors can reach, one man, who has lived simply and plainly, can deduct but a small sum, while a large sum may be deducted by another because he is of high social standing, etc. . . . is to descend to a depth of as shameless snobbishness as any into which the justice of a country was ever plunged."

Privileges for Delinquents

Yet, as Mr. Gray goes on to say, "dirt is only matter out of place; and what is a blot on the 'scutcheon of the common law may be a jewel in the crown of the social republic." It seems to be accepted theory in our country to-day that tubs unable to stand on their own bottoms should be protected against themselves whether they be poor men forced to the wall or gilded youths with a propensity to squander. Weakness in any form appeals to the neat-handed Phyllis of democracy eager to supply "first aid to the wounded." *Laissez-faire* has given away to the doctrine that mortals must do what is good for them—what society thinks good for them. This is admirable when applied to delinquents—to the maimed, the halt, and the blind of the social order. It is of the essence of modern progress to deprive conspicuously unfit parents of the custody of their children, to segregate the feeble-minded and to take away from those who waste their substance so as to expose themselves to want the control of their affairs. On the continent of Europe, where our system of tying up estates by elaborate trusts does not obtain, the machinery for safeguarding spendthrifts is more generally efficacious than here. But if we are to justify retraints on the vigorous and the self-reliant, it must be by a different set of arguments than those which convince us where the degenerate or the helpless are concerned. Yet it is still the tendency of men of property not to take a chance; they prefer to assume that their progency will be a bad lot, and to hamper them collectively by obliging them to distinguish principal from income. Undoubtedly this is salutary for the black sheep of the family, but the point whether it is for the best interests of the other kind is perhaps debatable.

Continued in next issue.

Trade Inquiries

781. **Wire Fencing, Gates, etc.**—A London firm of engineers is open to undertake the agency of a first-class Canadian manufacturer of wire fencing, gates, etc., for the sale of which they claim an expert knowledge. A partner is at present in the United States, so could advantageously conduct negotiations.

785. **Axe Handles.**—A St. John's, Newfoundland, firm is open to purchase a carload of axe handles.

786. **Broom Stails.**—An English firm inquires for broom stails. Average length 4 feet 2 inches, diameter 1⅛-inch full. Inquirer states that there is a great demand for these at present.

787. **Aluminum Ingots.**—A Japanese firm would like to receive samples of aluminum ingots (98 per cent.). Said ingots to be of first quality.

789. **Zinc Residues, Flux Skimmings and Hard Spelter.**—A Glasgow firm wishes to hear from exporters of the above with a view to post-war business.

790. **Small Petrol Engine for Farming Purposes.**—An Airdrie firm wishes to hear from manufacturers who have the above to offer for post-war business.

791. **Zinc Ore.**—A Glasgow firm, who have imported from Canada before the war, wish to communicate with exporters with a view to post-war business.

792. **Cream Separators.**—A Scottish firm asks to be placed in communication with exporters of the above for post-war business.

793. **Small Threshing Outfits.**—An Airdrie firm asks to hear from exporters who can offer the above for post-war business.

How England Saved 40,000 Tons of Tin

Just what England is doing in the way of conserving tin may be gathered from the following figures relating to savings effected in the use of tinplate for containers through the employment of salved scrap.

Biscuit Tins—In 1913 the trade used 12,000 tons. In 1918 it has had so far 515 tons. For the rest it has to use old tins or go without.

Boot Polish—In 1913 6,000 tons were used. This year none has been allotted so far. The trade has to work up scrap tin sent back from the front in France.

Tobacco—The trade wants about 16,000 tons a year. This year none has been allotted so far for civilian trade. The trade is living on old stocks.

Domestic Tinware—For this 8,000 tons were used in 1913. At present the trade is only allotted 750 tons a quarter.

Paints, Colors and Varnish—In 1913 4,380 tons were used in this trade. So far this year it has received 400 tons.

Printing Ink.—In 1913 the trade used 237 tons. This year it has so far received 31 tons.

In these six industries alone, 40,000 tons of tinplates, or nearly seven-eighths of their total normal consumption, will be saved this year.

STATES UNABLE TO COMPETE WITH ENGLAND

It is estimated that the value of property destroyed in France amounts to $1,040,000,000 — $180,000,000 in coal mines, $500,000,000 in the iron and steel industry, and the rest in textile and other miscellaneous property. "It is only natural," says the November letter of the Alexander Hamilton Institute, "that as much of this as possible will be replaced by goods produced by French labor, and it is certain that England can supply goods in many lines more quickly and cheaply than America. If we conclude that the work of reconstruction will be spread out over a period of years and that materials will be largely supplied in Europe, it seems certain that our exports for reconstruction purposes will equal only a small fraction of the trade in war supplies which we may expect to lose during the first year of peace. The good-will created by our signal achievements in industrial construction in Europe during the war will be very helpful to American exporters in getting new business in Europe after the war, but our new advantages will redound to our benefit in the longer future more importantly than during the period of depression which will immediately follow the war."

GOOD RULES FOR RETAILERS

Don't worry; don't overbuy; don't go security.

Keep a high vitality; keep insured; keep sober; keep cool.

Stick to chosen pursuits, but not to chosen methods.

Be content with small beginnings and develop them.

Be wary of dealings with unsuccessful men.

Be cautious, but when a bargain is made, stick to it.

Keep down expenses, but don't be stingy.

Make friends, but not favorites.

Don't take new risks to retrieve old losses.

Make plans ahead, but don't make them in cast iron.

Don't tell what you are going to do until you have done it.—*Commerce and Finance.*

The first prize of $100 for the best dressed window of a patriotic nature in the recent campaign in Montreal for Victory Loan subscriptions was won by Almy's departmental store. The second prize of $50 was awarded Dupuis Freres, who also conducts a departmental store.

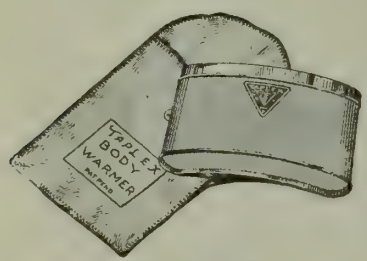
NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

BODY WARMER

The Great West Electric Co., of Winnipeg, has been appointed agent for Taplex warmers. These warmers, it is stated, are suitable for use at home, at camp, in an auto boat or train, and may be used for the alleviation of pain or for warming feet, hands or body.

Taplex warmers are made in various sizes for different uses. One style may



Body Warmer

be carried in the pocket for warming the hands, another may be placed against any part of the body. Another style is designed for foot warming in autos, etc.

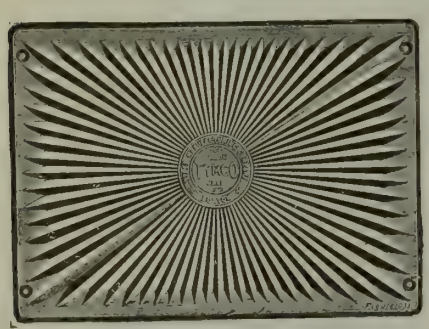
Taplex warmers, it is stated, give out heat steadily for hours, without attention of any kind.

The fuel used, it is stated, is especially compounded to burn in a closed container without flame, odor or smoke and, it is claimed, may be safely used in closed rooms, in beds, and similar places.

AUTO STEP PLATE

The Tyler Manufacturing Co., 6. Pearl St., Boston, is putting on the market a new step plate known as Type C.

The difficulty with many step plates in the past has been, it is stated, that they were either not grooved deep



Step Plate

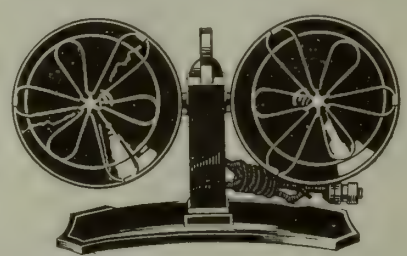
enough to accomplish the purpose intended of cleaning the boots, or they were too frail to stand the wear. The upstanding ribs on many patterns become broken from the plate after a moderate amount of use.

The design of the surface to the new style plate is such that, it is stated, there is no chance to tear away any portion of the ribbed surface, yet the grooves, it is claimed, are sharp cleaning surfaces and the clearance spaces are ample to take care of the mud that is so removed.

ELECTRIC HEATER

The "American Beauty" twin radiant electric heater is equipped with two heating elements and two reflectors, thus making it, it is claimed, virtually two heaters in one. The reflectors are adjustable, permitting the heat to be thrown in any desired direction or in two different directions at the same time. The heating elements, it is stated, are readily removable, also the wire guards which protect them. The reflectors also are removable, making it possible, it is stated, to keep the heater in the most efficient condition by keeping all parts of it clean and free from dust. These features, it is claimed, are exclusive with this heater.

This heater, which is manufactured by the American Electrical Heater Company



Twin Heater

of Detroit, is particularly adapted, it is stated, for use in the fall and spring when the furnace fire is out of commission.

It comes fully equipped with an eight foot cord, detachable plug and lamp socket attachment, plug ready for attaching to any ordinary lamp socket. The wattage of each heating element is 330, making a total wattage for the heater of 660 watts.

METAL HOT WATER BOTTLE

A new hot water bottle known as "New Era" has been placed on the Canadian market. The maker's claims state that this bottle is always dependable; cannot leak or burst, and that it can be safely filled with boiling water, which will continue to give out heat long after a rubber bottle would have become cold. It is further stated to be useful as a foot warmer for the bed or auto, or for invalids' use outdoors. For ordinary use a cup of boiling water is sufficient, the maker states, and that this will keep the bottle heated for a long time. The manufacturers are the Metal Specialties Co., Attleboro', Mass., and the Canadian selling agents Richardson and Bureau, 55 St. Francois Xavier street, Montreal.



Metal Water Bottle

FOOT REST

The G. A. C. Comfort foot rest is manufactured by the Royal Canadian Specialties (Hamilton Whip Company), 119-123 St. Marys street, Hamilton, Ont. The claim is made that it does away with leg weariness caused by keeping one's foot in a strained position on the accelerator. The Comfort foot rest, it is stated, keeps the foot in an easy, comfortable position and cuts down gas consumption by preventing constant lunges on the accelerator which wastes fuel and floods the accelerator. With the Comfort foot rest it is claimed, even, steady control is possible over the roughest roads. The rest it is stated is made of nickel steel and is easy to instal.



Comfort Foot Rest

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

A REDUCTION in the warehouse price of plate has been made in some quarters amounting to 2c per pound. The range of quotations has narrowed on galvanized sheets, some jobbers naming prices about 1c per pound lower than those effective for some time past. This is not the result of a direct improvement in the sheet situation, but in an effort to adjust prices to a level which cannot be termed fictitious.

The same conditions may be said to apply in regard to boiler tubes, a decline amounting to about 10 per cent. now being worked out. The market is practically bare of supplies.

Higher prices are again in evidence this week on turpentine, the advance this time amounting to five cents per gallon. Primary points show a continually strengthening market, and whereas there is an unloading of stocks by some interests, this is not having any bearish effect on prices. Even higher levels seem quite within the realm of probability.

Ingots show some declines, this being particularly noticeable in antimony, which is down a further 3c per pound. Peace time use of this metal is limited, and even lower levels are quite likely to be reached. Tin is down 5c in some quarters. Stocks are considered light and licenses are just as hard to get as ever. No marked change in conditions is looked for prior to the end of the year.

Manufactured goods generally show a firmer tone. This is noticeable in a sharp advance this week in sandpaper and emery cloth, which have gone up about 20 per cent. Drive well points are up 20 per cent., and an advance of $1.50 per dozen in Humpty Dumpty egg crates has been recorded.

Another line of oil heaters has reached higher levels this week; this amounts to 50c each, and on the present basis orders are being accepted for delivery up to March 1. Zinc fruit jar rings are up 10 per cent., and one line of phonographs is now priced at a figure $2 higher than that formerly in effect, approximating a 25 per cent. advance.

Many lines of auto accessories are under revision this week, the tendency being upward. Skis, petroleum faucets, roofing, building paper, cocoa door mats, compression bibbs, stop cocks and bed casters are other lines to reach higher levels. Business is very good, and the outlook for spring seems promising. Manufacturers expect to experience difficulty in supplying requirements of the trade for some few months, and this may be a factor in maintaining a comparatively high level of prices. In some quarters, however, a slight shading of prices is noticeable, and this condition may prevail until some clearer conception of probable developments is possible.

MONTREAL MARKETS

MONTREAL, Nov. 21.—Hardware markets show that several advances were made during the week. Weakness has developed into declines on antimony and spelter, while tin is also offered at a lower price. Competing grades of lead and casting copper have also been offered for less.

The week's advances include those for various auto equipment, sandpaper, handles, moulding nails in packages, horse whips, and casters. Egg crates and scythe stones are also higher, while a revision in roofing and building papers is reported. Other lines on which changes to higher levels have been made are stop cocks, compression bibbs and saw sets.

Wares and shovels, spades, scoops and steel plate lines of goods are scarce, and indications seem to be that present prices shall be in effect for some months to come.

Enamels; Foot Scrapers; Non-freeze Liquids

Montreal.

ENAMELS, FOOT SCRAPERS.—Prices on short tire lever black enamel are out, this size being quoted at 13½c trade; 13c in lots of 12, and 12c in 4-doz. lots. Discounts applying are, respectively, 25 per cent., 30 per cent., and 35 per cent., to the trade. National foot scrapers to attach to the running board of cars are priced at 57c each in single lots, 53c where 6 are taken, and at 49c in 2-doz. lots, usual discounts applying. Alcohol non-freezing liquid of Adelite make is selling at $2.80 per gallon in gallon tins, and in 5-gallon cans at $2.72 per gallon.

New Type Horn Button; Assemblies; Carburetors

Montreal.

HORN BUTTONS, CARBURETORS.—Among accessories, on which prices are announced, is that of New Type horn buttons. The trade price is 83c each; dozen lots 77c each, and 4-doz. lots 72c each; regular discounts of 25 per cent., 30 per cent., and 35 per cent. applying, respectively. Pan and hub assemblies for Ford cars are announced at $1.35 each to the trade with a discount of 25 per cent. Prices on Kingston carburetors are advanced, the ¾-inch size being raised from $9 to $9.63; 1-inch from $9.63 to $10.83; 1¼-inch from $10.17 to $12, and 1½-inch from $12.47 to $13.17.

Prices Given on Plugs, Pins, Gears, Etc.

Montreal.

PLUGS, PINS, GEARS.—"Jiffy" Ford ratchet crank pins are selling here at 37½c to the trade, or in lots of 25 at 35c. Splitdorf plugs in the various styles and in numbers 2, 4, 6, 7, 5, 3, 1, 8, 9 and 10, are priced to the trade at 80c each, or in lots of 100 at 75c each, and carry a resale price of $1.25. Drive gear for Ford cars No. 2518, are priced at $3.90, with a discount applying of 25 per cent. Holton hood clips for Chevrolet and Briscoe makes of cars, in black enamel finish, are selling at $1.60 per set where 25 sets are taken, or singly, at $1.80 per set. These are meant to resell to the consumer at $2.40 per set.

Electric Tail Lamps Assemblies; Rings Priced

Montreal.

TAIL LAMPS, PISTON RINGS.—No. 49 electric tail lamps are now priced to the trade at $2.55 each. Lower prices may be had when quantities are specified, and the resale price is $3.40 net. Front hub assemblies No. 2803C are priced at $2.25 each, with 25 per cent. discount, and the same discount applies to Standard piston rings for Ford cars, the price of these to the trade being 12c each.

Moulding Nails Up; Whips; Egg Crates

Montreal.

MOULDING NAILS, EGG CRATES.—A change is made effective in the differential for moulding nails sold in one pound packages. This has been based as a net extra of 1¾c per package, and is now advanced to 2¼c. Horse whips are higher, the advance on these totals about 10 per cent. Humpty Dumpty egg crates are up. The present price quoted is $6.60 per doz.

Handles, Sandpaper, Scythe Stones Up

Montreal.

SANDPAPER, STONES, HANDLES.—Advanced prices for sandpaper make new high levels for this line. Some are selling as high as 45 per cent. on the list. All kinds of handles are again advanced in price, the increase totalling about 5 per cent. Scythe stones are about 10 per cent. higher, some prices on this line being as follows: Quickcut, per gross, $13.20; Green Mountain, $8.80; Bay Chaleur, $8.80; No. 1 Pike's, $11; No. 2 Pike's, $6.60, and Canada Red End, $6.60.

Roofing, Papers Are Revised

Montreal.

ROOFING AND PAPERS.—Prices have been altered this week in the price of roofing and various building papers. No. 1 dry is selling at $1.10 per roll; No. 2 at 62c. The same respective grades in tarred are quoted at $1.25 and 77c per roll. Ready roofing, 2-ply, is selling at $1.20 per square, and 3-ply at $1.40. Extra dry sheathing is worth $3.05 per 100 pounds, while tarred sheathing is $3.20. Carpet felt is $3.70. Gas pitch is $1 per 100 pounds; shingle varnish $7.50 per barrel.

MARKET BRIEFS

Lower levels on steel plate are recorded in some quarters this week, prices named being $8 per 100 pounds.

* * *

Boiler tube prices are being adjusted to a level 10 per cent. below present schedule of prices. This is not due to any improvement in stocks, the market being practically bare of supplies, but in an effort to get away from fictitious values represented by recent quotations.

* * *

Antimony is down 3c in Toronto, and tin is 5c per pound lower in some quarters. Even lower levels are thought probable on antimony, but other metals are not expected to change materially before the end of the year.

* * *

Turpentine is again soaring, the week's advance being 5c per gallon. This is a direct reflection of conditions at primary points, and lower levels are not looked for.

* * *

Montreal reports linseed oil higher and adjustments in Toronto markets have been made to a higher basis. Flax seed remains high, futures showing an advance for the week which may have a bearing on situation for next couple of months.

* * *

Sandpaper and emery cloth have climbed upward at a rapid rate, this week's advances amounting to about 20 per cent.

Stop Cocks, Saw Sets, Casters Revised

Montreal.

STOP COCKS, SAW SETS, CASTERS.—Stop cocks with waste are selling here in one quarter at 47 per cent. off list. Compression bibbs are continued at 45 per cent. Perfect saw sets are revised, and the No. 1 are priced at $10.50 per dozen, and the No. 3 at $12.25. Gem casters are higher, the present prices being as follows: Nos. 351 to 356, per set, 36c; No. 451 to 456, per set, 40c; No. 651 to 656, per set, 47c; No. 751, 51c; No. 851, 76c, and No. 951, 85c. Cut lace leather has also firmed up somewhat.

Rope Basis Held; Little Doing

Montreal.

ROPE AND CORDAGE.—There has been little movement in these lines this week and the makers report just a fair amount of orders from without. It is not a selling period, and makers are looking forward to the new year with confidence. Soft fibres and jutes are still very strong, and the position of hemp is steady here. British manila rope is based still at 33c per pound; pure manila at 39c, and sisal at 27½c.

Steady Gasoline and Coal Oil Markets

Montreal.

GASOLINE, COAL OIL.—Markets are steady and firm, the basis being unchanged with motor grade gasoline on the basis of 34c per gallon. Royalite coal oil is 19c; Palacine and Electroline 22c, and for the latter line the demand in the country has developed considerably.

Stoves Hold Firm; Wares Will Hold

Montreal.

STOVES AND WARES.—Stoves have ruled steadily all season, and the trade has been reasonably satisfactory. This is the case as far as heaters are concerned, in any case. Values still are maintained on an unchanged and firm basis, material for making not being available in any larger quantities than heretofore. The announcement is made that there will be no lower prices on various wares for some months yet. There is a scarcity of material that cannot be overtaken for a considerable period.

Nail Prices Steady; Unchanged

Montreal.

NAILS AND WIRE.—There is really little new to report, a routine demand existing and supplies being fair to take care of this business. The base price remains at $5.50 per keg on standard wire nails and at $5.85 for cut. Smooth steel wire sales are light and the base is still $6.25 per 100 pounds.

Lead Products Lag; Little Sale

Montreal.

LEAD PRODUCTS.—Little sale exists for lead products and the tendency is somewhat of an easing nature. It is not improbable that some of the prices will be slightly revised, though this is likely to be gradual. The base price on lead is still unchanged, but some free lead has found its way into the New York market and is there selling at a somewhat lower figure than standard grade.

Lead pipe, lb.	$0 15	$....
Lead waste pipe, lb.	0 16	....
Lead traps and bends	Net list.	
Lead wool, lb.	0 15½	0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs., sq. ft.	0 12½	0 13
Cut sheets, ¾c lb. extra, and cut sheets to size. 1c. lb. extra.		
Solder, guaranteed, lb.		0 52
Solder, strictly, lb.		0 45
Solder, commercial, lb.		0 41
Solder, wiping, lb.		0 41
Solder wire (8 gauge)—		
40-60		0 58
45-55		0 57½
Zinc sheets, casks		....
Do., broken lots		....

Note—The above prices for solder are for full boxes of 100 lbs. Jobbers will charge several cents more for small lots.

Iron Bars and Steel Steady and Firm

Montreal.

STEEL AND IRON.—The market rules without change of any kind. The attitude in some quarters is that of a

waiting one, although some of the indications point to a maintenance of values for an indefinite period.

Common bar iron, per 100 lbs.	$4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 22

Sheets All Held Without Change

Montreal.

SHEETS AND PLATES.—There is no new feature this week and the trade in these commodities has been a little on the quiet side, and orders are confined to immediate needs. There is some hope that improvement of delivery may be accelerated within a few months, and the trade may look for better things by spring. In the meantime, however, there is little encouragement for a lowering of values existing to-day.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$9 75	$11 50
12 gauge	9 65	11 00
14 gauge	9 00	8 20
16 gauge	9 15	8 25
18-20 gauge	9 25	8 30
22-24 gauge	9 60	8 35
26 gauge	9 75	8 40
28 gauge	9 90	8 50
GALVANIZED SHEETS—		
10¾ oz.	$12 00	$12 35
28 gauge	11 65	11 90
26 gauge		11 35
22 and 24 gauge		11 15
20 gauge		11 05
18 gauge		10 95
16 gauge		10 85

NOTE.—These prices are for full bundles, an extra charge of 25c per 100 lbs. is made for broken lots.

Old Materials Quiet; Values Easier

Montreal.

OLD MATERIAL.—While there is no actual change this week in the buying prices of dealers, the tendency is an easier one and lower prices may be looked for. The movement has declined materially and there is less business than usual.

Dealers' Buying Prices:		
Tea lead	....	0 05½
Heavy lead pipe	....	0 07¼
Yellow brass	....	0 13
Red brass	....	0 23
Light brass	....	0 08
Scrap zinc	....	0 06¼
Heavy copper	0 24	....
Wrought iron, No. 1, per gr. ton	26 00	27 00
No. 1 machinery cast	38 00	40 00
Heavy melting steel	22 00	23 00
Pipe scrap	18 00	20 00
Stove plate, per ton	26 00	28 00
No. 2 busheling	13 00	14 00
Old rubbers, boots and shoes	....	0 07¼
Overshoes, lumbermen's rubber boots	....	0 05
Bicycle tires	0 04½	0 05
Automobile tires	0 04¾	0 05

Tin, Antimony, Spelter On Easier Basis

Montreal.

INGOT METALS.—The markets are weaker for antimony. Copper, due to a freer offering of some grades, may be had at a little better price. Competing lead has also been offered for less money.

COPPER.—Some casting grade copper has been offered for less money, indicating a desire to sell on the part of some operators. Prices here are unchanged at 30c to 31c per pound.

TIN.—The cable service between here and Great Britain has been very intermittent for the past ten days, and the position on ingot tin is therefore somewhat undefined. This is offered for less, 86c per pound being the low price ruling.

SPELTER.—An easier feeling in this commodity has developed and quotations are made at 10½c per pound.

LEAD.—Some lead has been brought in from the Mexican producer and is being offered at a better price in New York. At the same time there is no change in the local price, which remains at 10½c to 11 per pound.

ANTIMONY.—This has developed a much weaker feeling, with sales made here at 12c per pound. It may go lower still.

ALUMINUM.—There is nothing new and the market is featureless. Price here remains at 48c to 50c per pound.

TORONTO MARKETS

TORONTO, Nov. 21.—Higher prices generally have been the order of the day in the markets this week. A sharp advance has been made in sand paper, egg crates, drive well points and phonographs. Another line of oil heaters is added to the list of lines to go higher along with jar rings, petroleum faucets and skis. Prices on sheets have been revised to slightly lower levels in some quarters and plates are also down 2c per pound. Fuel oil is 1c lower.

Trade generally is in a pretty healthy condition and the outlook for business seems good. Manufacturers intimate that goods will be scarce and hard to get for another six months.

Sand Paper in Sharp Advance

Toronto.

SAND PAPER, EMERY CLOTH.—A very sharp advance has occurred in sand paper and emery cloth. This is in line with information given out in HARDWARE AND METAL last week, which predicted that prices would reach higher levels. The B and A sand paper, flint, is now selling at an advance of 25 per cent. on list; Star sand paper is also quoted at 25 per cent. advance on list; and Emery cloth takes the same advance, being quoted at 25 per cent. advance on list. New net prices have been figured out; the B and A sand paper, No. 00 and No. 0 being quoted at $7.75 per ream; No. ½, $8.20; No. 1, $9.25; No. 1½, $10.80; No. 2, $12.50; No. 2½, $14.40, and No. 3, $16.40. On the next grade sand paper No. 00 and No. 0 are quoted at $7.00 per ream; No. ½, $7.45; No. 1, $8.35; No. 1½, $9.45; No. 2, $10.70; No. 2½, $12.00, and No. 3, $13.60. B and A Emery cloth, Crocus, is now quoted at $2.25 per quire for No. 00 and No. 0; No. ½ is now $2.30; No. 1, $2.40; No. 1½, $2.50; No. 2, $2.70; No. 2½, $2.90, and No. 3, $3.10.

Egg Crates Up; Jar Rings Too

Toronto.

EGG CRATES, JAR RINGS.—A sharp advance has occurred in Humpty Dumpty egg crates, this line advancing from $4.75 to $6.25 per dozen.

Higher levels have also been reached in the zinc fruit jar rings, which are now quoted for next season's delivery at 40 cents per dozen net. This represents an advance of 10 per cent. over levels formerly ruling.

Phonographs Make Sharp Advance

Toronto.

PHONOGRAPHS.—A sharp advance has been made in at least one line of phonographs, the Stewart now being quoted at $9.75 each, which represents an advance of $2.00. Manufacturers intimate that conditions in regard to getting raw material have been so uncertain and production costs have mounted to such high levels that this move was found necessary.

Petroleum Faucets Up; Well Points Up 20%

Toronto.

FAUCETS, WELL POINTS.—A revision in the price of Petroleum faucets has been made, and the present basis of quotations represents an advance over former levels. The ⅝-inch are now quoted at $8.10 per dozen; ¾-inch at $9.45; 1-inch at $10.80.

Drive Well points have advanced about 20 per cent. The increasing cost of raw material and higher levels reached in production costs are considered factors which have brought this about.

Skis Revised; Trap Prices Out

Toronto.

SKIS, TRAPS.—New prices have been named on skis for the present season and these provide for a slight revision and that is upwards. Pine, 5 foot, are now selling at $2.45 per pair; 6 foot at $3.00, and 7 foot at $3.50. Maple, mahogany finish, 6 foot are quoted at $5.40 per pair; 6½ foot, $6.00; 7 foot, $6.50; Ash, mahogany finish, 7 fot, $8.25 per pair, and 7½ foot, $8.70.

Advices in last week's issue were to the effect that mouse traps and rat traps had advanced. At that time net prices were not available, but these are now worked out, the Hold Fast mouse trap now being quoted 35 cents per dozen, and the Hold Fast rat trap at $1.65; the Out-of-Sight mouse trap is now 90 cents per dozen, and the Out-of-Sight rat trap, $1.65; the Wood Choker 4-hole mouse trap is quoted at $1.50 per dozen.

Oil Heaters Go To Higher Levels

Toronto.

OIL HEATERS.—An advance of 50c each, amounting to about 10 per cent., has been made in McClary oil heaters for next season, but immediately effective. On the new basis the nickel plated heater will be quoted at $4.75 each, and the enameled heater at $5.50 each. Orders are being accepted for delivery up to March 1 on this basis.

Trade in Stoves Quiet; Wares Steady

Toronto.

STOVES, WARES.—The bulk of business on stoves has been handled and only a little sorting is now being indulged in. The trade are watching details very carefully and hopes are expressed that some relief in the matter of supplies may materialize in the next three months or so.

Business on enamel and other wares is quite active. Dealers who have held back owing to epidemic of sickness and efforts in Victory Loan are now replacing stocks as far as possible, though manufacturers still report a scarcity of materials which may not improve to any great extent for some months.

Cordage Trade Inactive, Waiting

Toronto.

CORDAGE, TWINES. — There have been no new developments in the situation as it affects cordage. Prices have held steady and at present there is no indication of any lower figures prevailing. Adjustments which may be made to lower levels will it is thought be brought about slowly and without great disturbance to the trade. Quotations rule without change as follows: Pure manila, 39c per pound base; British manila, 33c; sisal, 27½c.

Nails Move Slowly; Wire Steady

Toronto.

NAILS, WIRE.—There has been no great movement of nails reported, trade being quiet but this is a seasonable condition. Prices are fairly well maintained though some shading of values is reported. In one or two cases some retailers have been known to buy at lower prices than basis generally prevailing, which for wire nails is $5.50 per 100 pounds. Cut nails are steady at $5.85.

Smooth steel wire follows a comparatively narrow range of trading and base price shows no change at $6.25 per 100 pounds.

Fuel Oil Down 1c; Gasoline Steady

Toronto.

OILS, GASOLINE.—A decline in the price of fuel oil has occurred this week amounting to 1c per gallon. The net price on barels is now 12½c per gallon, and in tank cars 11c per gallon.

Coal oil is firm and unchanged during the week at 18½ to 21½c per gallon according to grade. Sales are heavy and no let up in the demand is expected. Gasoline is steady and ruling at the unchanged basis of 33c per gallon, with quite an active demand in evidence.

Bars Unchanged Movement Light

Toronto.

IRON AND STEEL.—Bars are selling for immediate use and movement consequently is rather limited. Prices have held without change during the week at the following levels:

TORONTO—	Per 100 lbs.
Common bar iron	$ 5 25
Common bar steel	5 50
Refined iron	5 65
Angle base	5 75
Horseshoe iron	5 50
Tire steel	5 70
Mild steel	5 50
Norway iron	11 00 13 00
Toe caulk steel	6 25
Sleigh shoe steel	5 50
Band steel, No. 10	5 75
Do., No. 12	6 00
Spring steel	9 50 11 50
Mining drill steel	19 00 30 00
Sheet cast steel	0 42 0 45
Tool steel	0 20 0 42

Plate is Lower; Sheets May Come

Toronto.

SHEETS, PLATES. — One Toronto warehouse is now quoting $8 on plate. That is a direct cut of 2 cents per pound, as $10 has been the prevailing price for a number of weeks now. This move was not due to any great improvement in the purchasing conditions, but rather was it the outcome of a desire on the part of the trade to get below the $10 price for plate, which it is indicated, has been more or less of a fictitious value for some time past. It is understood that the War Trade Board in the United States are permitting mills to ship steel to Canada without permits any time prior to December 1. It is thought the mills may have some supplies made up for the Canadian trade for which permits had not been granted, and this measure may possibly afford some relief in the matter of supplies as shipments can be made at once. Whether extension of this time will be granted is a debatable point as yet. The announcement on Tuesday of this week that the War Industries Board had discarded the preference list means that war industries are placed on the same basis in regard to getting materials as other manufacturers. It is also reported that the tonnage of steel for agricultural industries will be materially increased. The range of galvanized sheets has narrowed somewhat and an $11.00 basis is generally existent this week.

BLACK SHEETS—	Per 100 lbs.
10 gauge	$10 00
12 gauge	$9 60- 10 00
14 gauge	8 40- 8 90
16 gauge	8 50- 8 55
18-20 gauge	8 05 8 30- 8 80
22-24 gauge	8 10 8 35- 8 85
26 gauge	8 15 8 40- 8 90
28 gauge	8 25 8 50- 9 00
3/16-inch plate	$8 00
¼-inch boiler plate	8 00

Prices shown are for full cases. An extra charge of from 25c to $1 per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—		
10¾ oz.	$11 00	$12 00
U.S. 28	10 70	11 70
U.S. 26	10 40	11 40
22 and 24	10 25	11 25
18 and 20	10 10	11 10
16	9 95	10 95
14 gauge	9 85	10 85

Prices shown are for full cases An extra charge of from 25c to $1 per 100 lbs. is made for less than case lots.

Situation Unchanged in Corrugated Sheets

Toronto.

CORRUGATED SHEETS.—There is apparently nothing new to report in the situation on corrugated sheets or manufactured sheet metals. There is a fair amount of business passing, but the trade shows a tendency to wait and see what may develop. Prices rule without change at following levels:

TORONTO—	Per 100 Sq. Feet	
Corrugated Sheets—	Gal'zed	Painted
No. 28 gauge	$ 9 00	$ 7 50
No. 26 gauge	10 00	8 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No. 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7½ per cent.

Boiler Tubes Decline About 10%

Toronto.

WROUGHT PIPE, BOILER TUBES. —Lower prices are being worked out on boiler tubes, which will provide for a decline approximately 10 per cent. Figures are not yet available. This is not due to any improvement in the matter of supplies, in fact the situation in regard to stock is even worse, the market being bare of tubes. However, the feeling prevails that lower prices are in order, although indications are that it will take some months before stocks are back anywhere near a normal basis.

There has been no change made in wrought pipe this week. The market has held steady and no immediate revisions of prices are looked for.

	Per 100 feet	
Toronto—	Cold drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Prices shown under revision downward.

Solder Holds Unchanged; Lead Products

Toronto.

ZINC AND LEAD PRODUCTS.—A little easier feeling is reported in tin in

some quarters, but as yet this has had no similar effect on solder. The situation as regards solder seems fairly stable and no marked changes are expected prior to the end of the year. From then on any adjustment made will, it is thought, be more gradual than the result of a slump.

Lead products are steady and manufacturers are hoping there will be some lead released for commercial purposes. No acute shortage has been reported, but rations have been pretty slim. Prices on the manufactured products rule without change.

Lead pipe, lb.		0 15
Lead waste pipe, lb.	....	0 16
Lead traps and bends	....	Net-list
Lead wool, lb.	0 14	0 15
Lead sheets, 2½ lb. s. ft., lb.	....	0 14½
Lead sheets, 3 to 3½ lbs. sq. ft., lb	....	0 14¼
Lead sheets, 4 to 9 lbs. sq. ft., lb.	....	0 13½
Cut sheets ¾c lb. extra, and cut sheets to size. 1c lb. extra.		
Solder, guaranteed, lb.	0 50	0 55
Solder, strictly, lb.	0 47	0 52
Solder, commercial, lb.	0 42	0 45
Solder, wiping, lb.	0 40½	0 50
Solder wire, lb.	0 56	0 70
Zinc sheets, lb.	....	0 26

Nothing Doing in Old Materials

Toronto.

OLD MATERIALS.—Pending some settlement of the market many buyers have withdrawn from the market altogether. Conditions are unsettled and until some indication of how the market may swing is in evidence, trading will be along very narrow channels. Quotations shown are only nominal.

Dealers' Buying Prices—		
Tea lead	$0 05¼	....
Heavy lead pipe	....	0 08
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 22	0 23
Stove plate, per ton	....	25 00
Old cast iron, per ton	....	30 00
Overshoes, trimmed Arctics	....	0 06½
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Antimony Lower; Metals Quiet

Toronto.

INGOT METALS.—The only marked change in ingot metals this week is that applying to antimony. More than any other is this metal influenced by war business. Copper is steady and tin holds firm. Indications seem to point to a maintenance of present basis of quotations until end of the year at least.

COPPER.—The price established will stand at least until January 1. There is no marked improvement in supplies commercially, and none looked for for some time to come. Quotations nominally hold around 30 to 32c per pound, with little trading in progress.

TIN.—Stocks are considered light and it is as yet no easier to secure licenses. There is no material change in the situation and outlook seems to be for a fairly steady market, though quotations as low as 85c and ranging up to 95c per pound are made.

SPELTER.—No new developments are recorded in this metal. The demand is principally for spot delivery, the idea begin that the future can take care of itself. No revision of prices has been made, 11c per pound being ruling quotation.

LEAD.—Production continues to go to essential consumers and there is as yet no relief commercially in lead. Sales are within rather narrow limits and prices hold nominally around 10½ to 11c per pound.

ALUMINUM.—Supplies have not yet been diverted to commercial uses and there is consequently little to say about this metal. Price holds nominally at unchanged basis of 50c per pound.

ANTIMONY.—A sharp decline has been made in this metal amounting to 3c per pound. It is indicated that use of this metal in times of peace is limited whereas war demands fall quite heavily with a resulting high price. To-day's price is 12c to 14c per pound, and further recessions may occur.

PIG IRON.—The shortage of pig iron is greater than that of steel and this has a tendency to stabilize the market. The trade generally is adopting a waiting attitude with regard to new business, but furnaces are pretty well sold up for first six months of 1919 already. There is little expectation that there will be a material decline in iron as maintenance of steel production on the current basis seems quite probable.

LONDON MARKETS

LONDON, Ont., Nov. 21.—Higher prices still continue to prevail, the markets during the week showing an upward trend in each item. Turpentine has advanced still further and now prices are out on socket wrench sets, bed casters, sliding shoes, and crumb sweepers. Quotations just issued on cocoa door mats, brass compression bibbs, stop and waste cocks, and valves show that all have followed the upward trend.

Seasonable goods are moving very freely and there has been no apparent let-up in the demand for oil heaters, axes, crosscut saws, bucksaws, horse blankets, lantern and axe handles. The outlook for the balance of the year is quite satisfactory.

Socket Wrench Sets Higher; Nails Steady

London, Ont.

WRENCH SETS, NAILS.—New prices have just been issued this week on the Mossberg Socket wrench sets. These are higher than former figures, the No. 13 now selling at $4.00 per set, the No. 14 at $13.25.

The situation in regard to wire nails is unchanged, prices are maintained on a steady basis, the wire nails selling at $5.50 per 100 pounds base, and the cut nails selling at $5.85.

Bed Casters Up; Sliding Shoes, Too

London, Ont.

CASTERS, SLIDING SHOES.—Higher prices are again in evidence on the Giant bed casters, the present basis of quotations for these being 15 cents per set.

A new discount has been named on the Onward sliding shoes. This provides for an advance in the net price of this line. The present selling discount is 20 per cent. from list.

Cow Ties Active; Game Traps Sell

London, Ont.

COW TIES, GAME TRAPS.—Sales of cow ties have been very good and there is no indication of any change in the price which remains at 10 per cent. discount from list. Stall fixtures are also moving quite freely, the price on these is unchanged, the Hollow still being quoted at $1.40 per dozen.

The movement of game traps has been quite satisfactory. Prices are holding firm at levels recently established, and it is thought that this basis will be maintained for some little time. Quotations on some of the more familiar types and numbers are given herewith: Victor, with chain, No. 0, $2.25 dozen; No. 1, $2.60; No. 1½, $3.90; No. 2, $5.45. O'Neida jump, with chain: No 0, $2.95 dozen; No. 1, $3.50; No. 1½, $5.20; No. 2, $7.60.

Glass Rules Strong; Putty Moving

London, Ont.

GLASS, PUTTY. — The situation in window glass is one of continued strength. There has been no change recorded during the week, the single and double diamond both being quoted at 25 per cent. discount from list in full box lots. Cut lights are quoted at 10 per cent. discount from list.

Putty is enjoying a very good sale. Prices remain firm, the Standard in 100 pound drums selling at $6.75 per 100 pounds, and in 25 lb. drums at $7.00. Pure putty is $2.00 per 100 pounds more than prices shown on the Standard.

New Discounts on Bibbs, Cocks, Valves; Higher

London, Ont.

COMPRESSION BIBBS, VALVES.—

New discounts have been named on the brass compression bibbs, net prices now being arrived at from a discount of 45 per cent. from list; this provides for an advance. The same discount of 45 per cent. applies to stop cocks and stop and waste cocks. This provides for an advance in this line also. Quotations now being named on the Standard globe, check and angle valves have also gone to higher levels, the present discount being 15 per cent. from list. Jenkins' Pattern globe, check and angle valves are also higher, now being quoted at 10 per cent. discount from list.

Door Mats Advance; Mitts Selling

London, Ont.

DOOR MATS, MITTS, GLOVES.—Higher prices are in evidence this week on cocoa door mats. It has been some time since any change was made in this line, but the tendency right along has been upward. There is no exception in this case, and the new prices which are now being named to the trade are for the No. 1, 14 by 24 inches, $1.05 each; No. 2, 16 by 27 inches, $1.40; No. 3, 18 by 30 inches, $1.75.

A very good sale of mitts and gloves is reported. This line has held firm and without change, the muleskin mitts with one finger selling at $4.50 per dozen pairs, and the muleskin gloves at $4.75 per dozen pairs.

Turpentine Still Higher; Linseed Oil Firm

London, Ont.

TURPENTINE, LINSEED OIL.—A further advance has occurred this week in turpentine. This amounts in this instance to 5 cents per gallon. Conditions at primary points remain very firm and the market there has continued to advance since last week. These conditions are bound to be reflected in the situation locally, and it is indicated that prices may still go higher. Prices to-day are in 1 barrel lots, $1.20 per Imp. gal.; 2 to 4 barrel lots, $1.19; 5 gal. lots, $1.30.

Linseed oil is ruling with a very firm undertone. The seed market has shown increasing strength since last week and seems to be on a fairly steady basis. This being the case, it would not come as any great surprise to see prices revised to higher levels. There has been no change this week from advance provided for and noted in last issue. Quotations are being made on the following basis:

	Raw per gallon	Boiled per gallon
1 to 2 barrels.....	$1.87	$1.90
3 to 5	1.86	1.89
6 to 9 ,, ...	1.84	1.87

Less bbls. add 10 cents gal.

WINNIPEG MARKETS

WINNIPEG, Nov. 21.—Prices on all lines of hardware are holding very firm, as is shown by the price changes for the week, all lines registering advances. Such items as expansive bits, post-hole augers, hand, rip and panel saws, vises, faucets and molasses gates are included in the list to go skyward. Baseball bats, turpentine, pipe cutters and door springs have also followed the upward trend.

Winnipeg, as well as a great many towns in Western Canada, is still in the grip of the epidemic, preventing the travellers from making their regular trips, and this has seriously affected many lines of business, trade in general being fairly quiet.

Post Hole Augers Revised Upwards

Winnipeg.

POST HOLE AUGERS. — Vaughan post hole augers have undergone a further revision during the week, moving up to higher levels and are now quoted at the following figures: 5 inch, $13.80; 6 inch, $14.55; 7 inch, $16.40 per dozen.

Base Ball Bats Are Higher

Winnipeg.

BASEBALL BATS. — Following the recent advances in other lines of sporting goods, new prices have been issued covering baseball bats for next year. These show increases over former quotations. Prices now ruling are as follows:

Base Ball Bats—No. 02, $2.35; No. 4, $3.60; No. 11B, $5.75; No. 12, $5.75; No. 15, $11.00; No. 40K, $20.00; No. 40TC, $16.00; No. 40TC Jr., $6.00; No. 40W, $16.00; No. 40FB, $16.00; No. 40EC, $16.00; No. 40HG, $16.00; No. 40L, $16.00; No. 40D, $16.00; No. 40JD, $16.00; No. 40 Tapered, $15.00; No. 40, Burnished, $15.00 per dozen.

Expansive Bits Up Five Per Cent.

Winnipeg.

EXPANSIVE BITS.—New prices have just been announced on expansive bits, due to further increased costs. To-day's prices show an advance of approximately 5 per cent. over former quotations. Prices now ruling are as follows: No. 72, $17.10 dozen; No. 71, $24.70 dozen.

Revised Prices Issued on Saws

Winnipeg.

SAWS.—Due, it is said, to the increased prices of high grade materials entering into the manufacture of saws, new prices have just been issued covering panel, hand and rip saws which show an increase of from 5 to 7½ per cent. Prices at which these are now selling are as follows:

Hand Saws—No. D20 x 26-inch, $42.00; No. D8 x 26-inch, $37.60; No. 12 x 26-inch, $49.00; No. 120 x 26-inch, $56.00 per dozen.

Rip Saws — No. D8 x 26-inch, $37.60; 28-inch, $43.00; No. 12 x 26-inch, $49.00.

Panel Saws—No. D8 x 18-inch, $28.00; 20-inch, $30.50; 22-inch, $33.25; 24-inch, $36.00 per dozen.

Vises Change, Are Higher

Winnipeg.

VISES.—Prices on Bonney vises which have held firm for some time, again show a slight advance. This, it is intimated, is due to increasing cost of raw materials and higher freight rates. New prices now effective are as follows: No. 1, $6.85; No. 2, $11.40; No. 3½, $14.80; No. 4, $27.35; No. 5, $34.20; No. 3, $20.50; No. 7, $39.90 per dozen in sets, No. B2, $18.50 per set.

Faucets and Gates Up 5 to 10%

Winnipeg.

FAUCETS, GATES. — Further advances of from 5 to 10 per cent. have just been announced by the manufacturers of Perfection faucets and molasses gates which become effective at once. To-day's selling prices are as given below:

Perfection Faucets—

Wood thread, ¾-inch, $12.25; 1-inch, $14.00; 1¼-inch, $16.20; 1½-inch, $19.25; 2-inch, $26.25 per dozen.

Pipe thread—¾-in., $13.45; 1-in., $15.40; 1¼-in., $17.80; 1½-inch, $21.15; 2-inch, $28.85 per dozen.

Petroleum Faucets—

Wood thread—½-inch, $9.60; ⅝-inch, $11.35; ¾-inch, $14.00; 1-inch, $20.10 per dozen.

Pipe thread—½-inch, $10.50; ⅝-inch, $12.25; ¾-inch, $14.85; 1-inch, $21.00 per dozen.

Stebbin's Molasses Gates—No. 1, $5.25; No. 2, $6.00; No. 3, $6.75; No. 4, $7.50; No. 5, $9.00 per dozen.

Pipe Cutters Go To Higher Levels

Winnipeg.

PIPE CUTTERS.—Prices on pipe cutters have undergone a further revision. Present quotations show an increase of from 5 to 10 per cent. This advance brings to-day's prices to following levels: Barnes pipe cutters: No. 1, $3.15; No. 2, $4.20; No. 3, $7.00 each; Barnes extra wheels: No. 1, 20c; No. 2, 23c each. Saunders pipe cutters: No. 1, $2.55; No. 2, $3.85; Saunders extra wheels: No. 1, 22c; No. 2, 30c each.

Change Recorded in Door Springs, Up

Toronto.

DOOR SPRINGS.—New prices are now effective covering Sargent door springs which again move upward. These are now selling at the following figures: Sargent door springs: No. 161, $2.50; No. 162, $3.00; No. 163, $4.00 per dozen.

Black Steel Sheets Hold Firm

Winnipeg.

BLACK STEEL SHEETS.—Prices on black steel sheets continue firm. Stocks

are reported as very broken owing to embargos. Prices now in effect are confirmed as follows: 10 ga., $9.45; 12 ga., $9.45; 14 ga., $9.45; 16 ga., $9.45; 18 ga., $9.30; 20 ga., $9.30; 22 ga., $9.30; 24 ga., $9.30; 26 ga., $9.35; 28 ga., $9.45 per 100 pounds.

Turpentine Up 10c; *Linseed Oil Steady*

Winnipeg.

TURPENTINE, LINSEED OIL.—In recent issues of HARDWARE AND METAL further advances in the price of turpentine have been predicted due to the difficulty experienced in securing transportation and possibility of overseas business developing. These predictions are fulfilled in the new prices just issued which show an increase of 10c per gallon over previous figures. To-day's prices are as follows: Full barrels, $1.20 gal.; ½ barrels, $1.23 gal.; 5 gal. lots, $1.25 gal.; 1 gal. lots, $1.25 gal., plus the usual extras for containers.

Linseed oil prices continue firm on the local market with stocks reported as normal with the usual demand. Prices still ruling are given as follows: Boiled linseed oil, $2.23 gal.; Raw linseed oil, $2.20 gal. in single barrel lots.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Nov. 21.—Reconstruction work in the iron and steel trade is in full swing, Only a small fraction of the work has already been done, but what has occurred is sufficient to indicate rather clearly in a general way the course that will be pursued.

It will be recalled that for several weeks there were circumstantial reports that the War Industries Board contemplated continuing its control of the iron and steel industry after the cessation of hostilities for the purpose of setting the industry firmly on its feet on the peace foundation. Members of the trade had also expressed their desire that this should be done, and the sentiment, while not unanimous, was decidedly preponderating. A few reactionaries opposed such procedure, either on general principles or because, perhaps, they would welcome a slump in the steel market as a means for reducing wages. The majority in the steel trade feel convinced that economic conditions are such that wages cannot be reduced because of the high cost of living and because of the shortage, more or less, of the class of labor employed at coke works, ore mines, blast furnaces, and steel works by reason of the practical cessation of immigration with prospect of an efflux, rather than an influx, of foreign-born after the war.

Opposed to Reduction

The government, of course, is opposed to wage reductions, and it is, moreover, in the delicate position that the successive wage advances that have been made in the iron and steel industry did not occur, by the showing of the public records, through any act of the government. All these advances were fostered by the United States Steel Corporation. It may be that in some instances the action anticipated, by possibly only a very few days, a movement on the part of the government, but the practical point is, that if so, the movement really was anticipated, and the public record is that the government did not bring about the advances. Naturally it could hardly be a party to reductions. Thus the situation as to costs is already fairly clear. They can be reduced somewhat, but not by so large a percentage. As to profits, the government is particularly interested in seeing profits continue for the remainder of this year at least, for the simple reason that the excess profits or war taxes, whatever may be the precise details formulated by Congress in the Bill now in committee, will be assessed upon the year as a whole, with the last dollar of profits taxed the highest percentage, hence a drop in profits in the closing portion of the year would make a big difference in the taxes secured.

War Industries Board Control Continued

Immediately following announcement of the termination of hostilities the War Industries Board invited the special committee of the American Iron and Steel Institute to meet it. The committee formally requested the Board to retain its control for the transitionary period from war-time to peace-time conditions, and the Board, having already been of that mind, immediately acceded.

Inasmuch as the legal powers of the War Industries Board are rather limited, its control in the past, having been largely a matter of voluntary co-operation on the part of manufacturers, it is important to note that the reconstruction policy is not simply that of the members of the board. The policy is that war contracts should be canceled, as far as possible, only as peace business develops, so that there shall be no interruption of work, no idleness of plant facilities, or of workmen. The Secretary of the Treasury, who must be held to speak for the government rather than for the War Industries Board as a separate body, used very plain language in a letter addressed to the chairmen of the Senate and House committees that have to deal with the pending tax measure. He said that government expenditures would be reduced, but could not be reduced greatly at once if a wise policy were pursued of keeping plants and men employed. He also gave reassuring words to business men when he urged that at this time Congress decree what shall be the taxes for the calendar year 1919, as well as the year 1918, insisting that business men must know how they are going to be taxed or they will be restricted in their business operations.

Removing Restrictions

The first important action of the War Industries Board was to cut in half the restrictions arranged with a host of manufacturing consumers of steel. Thus, for instance, the agricultural implement makers, instead of being restricted to 75 per cent. for the twelvemonth beginning October 1, 1918, are restricted to 87½ per cent. Their total normal consumption of pig iron and steel products had been estimated at 2,000,000 tons a year.

This action was followed by an action of the Food Administration, relating to the only subject on which that administration is connected with the steel industry, and removing all the restrictions arranged as to the consumption of tin plate in packing non-perishable foods. At no time had there been restrictions as to perishable foods. No provision is yet made for consuming tin plate outside of food products, except that a certain amount is allotted to the oil export trade. Tobacco, paints, oils, etc., etc., are still to be considered. Owing to the heavy food requirements next year free consumption of tin plate may not be allowed for a long time.

Cancellations

As to cancellations, the general policy is, as noted, not to cancel orders, if possible, if such cancellation would result in idleness of plants and men. So far as can be learned no cancellations of any importance have been made of orders actually in process of being filled. There have been numerous cancellations of other orders, however, an instance being the 40,000 cars recently ordered for use in France, the manufacture of which had not been undertaken as the car shops were still engaged in filling previous orders of the same general character.

Private buyers have been much less reserved than the government as they have been seeking cancellations in many cases. Millions of tons of business are on the books of steel companies, relating to steel which the regulations did not permit the mills to make and ship at all, or only in very limited quantities. Some of this business is as much above the government limits. Some of it, on the other hand, is so far below the government limits that the mills do not want to fill it. One must remember that while there was a runaway market which one might call the second or third runaway, in 917, before the government undertook regulation, it was not until March, 1917, that the average market level reached the level of the government limits afterwards prescribed. In general, therefore, orders placed prior to March, 1917, are at less than the present market prices. Thus with business on books at far above and far below the present market the mills are in a delicate position.

Peace Prospects

Government prices run, by arrangement, through the present quarter. The termination of hostilities has nothing to do with that. Producers have the privilege as formerly of shading prices, but they are quite unlikely to do so. In past years they have had much ex-

Continued on page 64

WEEKLY PAINT DEPARTMENT

Quality and Service Build Business

Quantity and Price Are Not Sufficient to Hold Customers—Salesmen Who Can Make Timely Suggestions and Know All About Goods They Are Offering Are Winners in Building Up Big Trade

WHEN a sales force is so organized that the spirit of enthusiasm and co-operation is shown by every member, the best results of team work are apparent. When this spirit is backed by the store with a stock of goods which can be guaranteed there is only one result—bigger and ever bigger business. In no department of the hardware store is this more true than in the handling of paints and varnishes. Given quality goods and store service any paint department must grow, no matter whether the store is a large one or a small one. Quality and service make a combination that always bring steady returns. They pay in satisfied customers, who not only come back to you when they are planning other work, but send their friends. Quality and service pay in winning for your store in general and your paint department in particular that much to be desired reputation of being dependable and of maintaining a high standard. They pay in the bigger business brought to you by the advertising satisfied customers always give freely.

APPRECIATED SERVICE

The salesmen who get the most consideration these days are those who show customers how best to buy and use the paints required. The salesmen who develop the buyer's knowledge of paint and varnish and who can show the customer why the goods they recommend will fill the customer's exact needs are those who are building for bigger and better business. Quantity and price are not sufficient to hold customers. Service is the great item, that not only holds old patrons of your store, but will bring you new ones and pile up profits more than any other thing. Many stores if requested have found it good policy to always exchange goods wherever possible. They have found, however, that if proper selling methods are followed this is rarely necessary. It occasionally happens though, that a customer decides to make a change, preferring some other color or some other material.

WORKS OUT WELL

Many hardware stores have a paint service department, in charge of a man who is capable of answering any questions that may be asked. This man often holds conferences with the other clerks, giving them selling talks for pushing seasonable lines or answering questions that may have come up in connection with trade. Every advantage is taken of the occasions on which paint travellers visit the store to have special sales talks and many valuable points are brought out. Remember service always walks hand in hand with sales. Always be ready to furnish ideas. Suggestions are in nine cases out of ten more effective than logic. Women especially are appealed to by clever ideas that will make their homes more attractive or better. While most men are not painters, they have a little knowledge of the value of paints and varnishes and they like to do odd jobs around the house. If you can show them the best materials to use, the best ways to do the work they plan, and suggest other work that they may not have thought of you will not only sell more goods, but you will teach them to rely upon you for advice and come to your paint department again and again. Not only this, but when they want hardware they will remember the good service they got at your store and will come again. You cannot afford not to know all about the paints and varnishes you carry, what they will do and how best to apply them. If you wish to create new business and hold old and build up your paint department you must make yourself thoroughly familiar with the goods and be prepared to render SERVICE.



The Name "Moore" Goes Far In Making a Paint Sale

A display of Moore's Paints and Varnishes in your window or on your shelves affords your prospect such a complete line of highest quality guaranteed paints and varnishes to choose from that an ultimate sale is always assured.

Moore's Paints dry hard but retain sufficient elasticity to prevent cracking or peeling. Thus they combine tip-top appearance with unbeatable wear.

The Moore Agency proposition will interest you. Write for particulars.

Benjamin Moore & Company, Limited

WEST TORONTO



When a Paint Does Its Full Duty

M L QUALITY

It performs a public service. It starts a buying pulse that anchors your trade solidly with satisfaction. And profit takes care of itself in your interest.

Maple Leaf Paints

Render public service by fully complying with every requirement in protection, preservation and ability to wear.

Write us for our M.L. Agency Proposition

THE IMPERIAL VARNISH & COLOR CO. LIMITED

WINNIPEG TORONTO VANCOUVER

CANADA

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Nov. 21.—The big features of the week consist in higher prices for linseed oil and turpentine, and in the announcement regarding the reinstatement of paint cans in the pint and half gallon sizes. This applies as well to varnish cans.

Turpentine is scarce and higher, in sympathy with the position attained at primary points. Shipping is scarce and one of the largest local importers attributed much of the present strength in market prices to this condition. Rosin is firm, too, the increases totaling $1.25 since the first of the month. Linseed oil is higher, and is scarce, too, deliveries not having improved as had been looked for.

Higher Again Goes Linseed Oil

Montreal.

LINSEED OIL.—Scarcity of seed had the effect of putting prices up again on linseed oil and the lowest quotation on raw in this market is now $1.84, in single barrel lots. It is probable that this price will not hold a great while, although late enquiry of the crushers reveals the fact that delivery of seed has somewhat improved. It has not yet manifested itself to a great extent, however, and the remaining ten days of open navigation is a short time in which to look for huge shipments. Precedence is being given wheat shipments just now, and there will be an increasing market for oil if flaxseed delivery is held up much longer. The supplies are light, and demand somewhat easy.

Linseed Oil—	Raw Imp. gal.	Boiled Imp. gal.
1 to 2 barrels	$1.84-$1.85	$1.86½-$1.88
5 to 9 barrels	- 1.83	- 1.85½
10 to 25 barrels	- 1.82	- 1.84

Add 10c per gallon in smaller quantities.

Turpentine Up 12c; Firm Tendency

Montreal.

TURPENTINE.—There was an advance of 12c per gallon in turpentine here, the marked increase being due to a shortness of supply and a firming of primary markets. It is not expected that there will be much, if any, recession from the values obtaining to-day, for a considerable period at any rate. Shipping is very scarce and this constitutes a big problem. One large importer states that there will be more stock in hand soon, a shipment being on the way now. Declines are not looked for.

Rosins are very firm, and since the first of November the increase in quotations has totalled $1.25 per barrel of 280 pounds.

Turpentine.	Per Imp. Ga.	
1 to 4 barrels	$1 10	$1 12
5 barrels and over	....	....
Small lots	1 16	1 20

(Packages extra)

Putty to be Sold on Present Basis

Montreal.

PUTTY.—The important announcement is made that putty orders may be taken on the present basis for spring delivery. That is, those wishing to book ahead may do so at prices obtaining to-day. The present prices were in effect only until the end of November, but this decision will enable the trade to book ahead.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

White Lead in Oil Holds For Spring

Montreal.

WHITE LEAD IN OIL.—As with putty, the trade may now book white lead in oil for delivery in the Spring at to-day's prices. This is a continuation of the basis that was previously arranged to be in effect until the end of November. Quotations on pure lead are as follows: Five ton lots, per 100 pounds, $17; ton lots, per 100 pounds, $17.50; and small lots, per 100 pounds, $17.85.

Mixed Paint Containers Reinstated

Montreal.

MIXED PAINTS, VARNISHES.—The big news of the week is that of the reinstatement of paint and varnish cans in pint and half gallon sizes. In view of the expected easing of the tinplate situation, the paint makers announce this change, so that the trade may now specify their wants in the sizes they find to be the best sellers.

There are no changes of price, and none are immediately anticipated. Materials are still scarce and high in price and production is not expected to improve sufficiently to make any appreciable declines for at least some time to come.

TORONTO

TORONTO, Nov. 21. — Higher prices are again in evidence on turpentine, the advance this week amounting to 5c per gallon. A general stiffening of linseed oil prices is also noted, resulting in a narrowing of the range. The reinstatement of pint and half gallon containers for paint and varnish is announced this week. Prices now prevailing on putty and white lead in oil have been confirmed for booking date up to April 1.

The outlook seems to be for good business and a fairly well maintained basis of prices.

Linseed Oil Price Range Narrows

Toronto.

LINSEED OIL.—The range of quotations on linseed oil has narrowed during the week, the higher basis being gradually adopted in all quarters. Supplies at the present time are ample for all demands, but outlook is to some extent uncertain as regards movement of seed. However, feeling seems to prevail that operations will be fairly well maintained. Seed futures are higher for the week and this would indicate that a firm market may be looked for. Quotations to-day follow:

Linseed Oil—	Raw Imp. gal.
1 to 2 barrels, gal.	$1.86-$1.87-$1.92
3 to 5 barrels, gal.	1.85- 1.86- 1.91
	Boiled Imp. gal.
1 to 2 barrels, gal.	$1.88½-$1.90-$1.95
3 to 5 barrels, gal.	1.87½- 1.89- 1.94

Add 10c gallon in smaller quantities.

Turpentine Goes Up Another 5c

Toronto.

TURPENTINE.—Prices to the trade show a further advance of 5c per gallon this week. Locally supplies are well able to take care of the demand, which seems to be along comparatively narrow lines. Primary points in the South continue upward, and whereas it is reported that some interests are selling their holdings at present basis, this is

PEACE

Four years we have longed for it
Now it is here
What shall we do with it?

In August, 1914, Canada stood at the most important of all the cross-roads in her history.

We had to make a momentous decision—and we made it aright. We went to war—to end all war.

The period that has elapsed since then has been one fraught with much sorrow for Canadians—but correspondingly great has been our glory.

Our soldiers have fought so valiantly, endured so nobly, conquered so gloriously—that Canada has won the respect of the world as a fighting nation.

To-day we stand at another cross-road with another momentous decision to be made.

Peace has come at last to the world—bringing new responsibilities and new opportunities.

Shall Canada play the part in the world's reconstruction that Destiny has designated for her? Shall we face our peace problems as we faced our war problems—valiantly, nobly, resolutely?

Or shall we sit back and let other countries take up the burden of rebuilding French and Belgian towns and of feeding the starving millions of Europe?

On every Canadian citizen rests the responsibility of this decision.

Let each and every one of us, in thought and in speech and in deed, so comport ourselves that the world may know at once it is our intention to work as diligently for the world's construction—and our own—as we have fought bravely for the world's freedom.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

not having a bearish effect on the market by any means. In fact the feeling seems to be that higher levels may be expected. Rosin is also continuing its upward movement, further advances being recorded this week.

Turpentine—	Imp. gal.
1 barrel (barrel included)	$1 20
2 to 4 barrels (barrels included)	1 19
5 gallon lots	1 30

Pint and Half Gallon Containers Reinstated

Toronto.

MIXED PAINT.—Half gallon and pint tins, which were to be eliminated from sizes offering in mixed paints and varnishes, are to be reinstated. No material change otherwise is reported in the outlook this week. Booking business for Spring is coming along fairly well. No general change in price has been effected, nor is one looked for, manufacturers operating on high-priced materials, which may mean present basis will be maintained for some months.

Spring Prices on White Lead in Oil

Toronto.

WHITE LEAD IN OIL.—The booking date on white lead in oil has been extended to April 1, which means present basis of quotations will be maintained until that time, or at least that orders will be accepted now for delivery up until that time. Reports from producing centres in the United States indicate that full production of pig lead is still going to essential consumers and it will be some little time before situation is relieved to such an extent that corroders will be able to draw from a normal supply. Pure white lead in oil is going forward at a price of $17.80 per 100 pounds in ton lots, and $18.15 in smaller quantities. Same prices to rule for shipment up to April 1.

Glass Outlook Not Promising; Putty

Toronto.

GLASS, PUTTY.—The feeling has been general that the cessation of European hostilities might bring about an almost immediate decline in window glass along with many other lines. Indications seem to be, however, as far as window glass is concerned that the reverse may be the case. The further curtailment of output for the season of 1918-1919, which was decided upon by the United States War Service Committee is going to be carried out. Time must elapse to develop plans for readjustment, and it should not be hastily concluded that plants can speed up to the highest point of output in so short a time as to affect present schedule of discounts. Reports are to the effect that with a diminished output, the market for the coming season looks to be secure and as there seems to be every prospect of a boom in the building trade, the demand for glass may prove greater than the output, with the consequent result of even higher prices.

Putty is ruling with a comparatively steady tone. Sales are fairly well maintained. The booking date has been extended to April 1, which will probably mean a consistent range of quotations for the next few months.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

MARKET REPORTS

(Continued from page 59)

perience in sticking to openly recognized prices without formal agreement.

Under the policy of the War Industries Board continuing its control, the board will probably announce prices for the first quarter—possibly, but not likely, the first half—of the new year, and probably well before the end of this quarter. While producers will talk about maintaining prices there would be nothing in the plan to have government control for the purpose of readjustment if there were no reductions. That would merely be shirking the work voluntarily undertaken. The prospective reductions cannot be predicted, but a rough guess, to suggest the scale of the operation, would be that there will be something like $5 a ton in steel products generally, and $2 or so in pig iron.



Auto accessories are more and more coming to the fore in the hardware merchants volume of sales. There will be a lot of automobile accessories sold during the next few weeks. Suggest accessories as Christmas presents.

Big Problems for Business in Canada

"CANADIAN manufacturers are to-day facing a great crisis.

"Are our industries to pass from their war-time activity to a state of protected idleness? Or are they to take advantage of the development of a normal decade, encouraged under the abnormal conditions which have prevailed since August, 1914, to establish export business on a new scale and win for Canadian people a substantial share of that wealth which will help to discharge the burden of war and maintain prosperity?

"These are the questions which may be answered in the events of the next few weeks or months. Immediate action, direct and practical, is necessary. The appointment of a trade mission to England is one step in the right direction which should go far towards maintaining Canada's position as a factor in the ind[illegible] world. Further government co-operation of the same practical character in securing orders and arranging transportation and finances is necessary. But this is not all."

Above is a direct quotation from the leading article in THE FINANCIAL POST of November 16th, and in THE POST of that date and of subsequent issues, you will find further information on this intensely important business situation. It will be profitable for you to read THE POST every week at this juncture. Note this list of contents of the current issue:

Problems Which Must be Faced if Industrial Prosperity of Canada is to be Maintained.

Food Demands Make Farmers' Position Strong.

Post War Relations With the United States.

The Adjustment Brought by War to the Stock Market.

World Shortage Likely to Keep Food Prices Up.

$75,000,000 to be Spent on Ships by Government.

Allies in Europe Will Expect 50 Per Cent. Credit.

Life Companies Are Lifting Their War Restrictions.

Ending of War Should Bring Reduced Taxes.

Big Building Programme to be Carried Out.

Peace Conditions Have Not Affected Grain Markets.

An Anglo-Colonial on Future of British Trade.

Bond Market Outlook Favorable.

Anxious Times Ahead for Fire Insurance Companies.

Above mentioned are a few of the more important contents of this issue of THE FINANCIAL POST. Send a subscription to THE POST and note its business value to you. Use this form in sending subscription which is $3.00 per year.

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me THE FINANCIAL POST every week till further ordered. I will pay subscription price $3.00 per year on receipt of bill or you may draw on me for this.

Name .....

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H.&M.



BERRY BRANDS

The uniform reliability of Berry brands is a business-building asset for the dealer in varnishes.
All classes of buyers know from experience that when Berry Brothers' varnishes, enamels and stains are used there will be no uncertainty as to the handsome appearance and lasting quality of the finish.
The general recognition of the Berry label as a guarantee of complete dependability creates an ever-widening demand for all "Berry" products.
Write for dealer's descriptive catalogue and price list.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

Established 1858
Walkerville, Ont.

(683)

15 cents VOLPEEK

MENDS POTS & PANS



Show the housewife how easy it is to make leaky kitchen utensils good as new in an instant by means of Vol-Peek.
Vol-Peek can be applied with the finger—no tools necessary. And the mended article is ready for use in two minutes or less.
Vol-Peek is put up in attractive display stands that make sales easy. Order from your wholesaler or from us direct.

H. NAGLE & CO., Box 2024, Montreal

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list. B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Shi9 Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to $1.15 a lb.

BARS, CLOTHES

No. 4, dozen	$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb. $1.70-$1.90
Cut Lace Leather, lb. $2.00-$2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz.	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net lists.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 12-14c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 44
Rods, base ½ to 1 in., round	0 41
Tubing, seamless, base	53-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.	45½-50
Copper tubing, iron pipe size, base, ¾ in. up to 3 in.	0 57

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$14.50-$17
30-gal. Standard	14 00

BOARDS (Wash), Zinc

	List Doz.
Pony	$2 25
Improved Globe	4 90
Neptune	4 90
Standard Globe	4 90
Original Globe	5 40
Jubilee	5 50
Newmarket King	5 50
Western King (enamel)	7 00
Beaver (brass)	7 00

List plus 5%. F.O.B. Newmarket.
F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN	Fire Welded Proof Coil Mont'l	Fire Welded Proof Coil Tor'to	B.B.B. Mont'l	B.B.B. Tor'to
3-16 in.	$22.75	$17.00	$.....	$.....
¼ in.	16.75	14.50	21.75	23.70
5-16 in.	14.15	12.50	19.00	18.35
⅜ in.	13.00	11.50	15.90	14.00
7-16 in.	12.75	11.30	15.65	13.80
½ in.	12.50	11.15	15.50	13.65
⅝ in.	12.35	10.95	15.25	13.45
¾ in.	12.25	10.70	15.10	13.20
⅞ in.	12.05	10.60	15.00	13.10
1 in.	11.90	10.50	14.85	13.00

	Electric Welded B.B.	B.B.B.	
3-16 in.	$18.00	$19.00	$.....
¼ in.	14.95	16.00	16.20
5-16 in.	12.55	13.50	13.80
⅜ in.	11.35	12.25	12.60
7-16 in.	11.10	12.00	12.35
½ in.	10.95	11.80	12.20
⅝ in.	10.70	11.55	11.95
¾ in.	10.40	11.25	11.65

Montreal and Toronto

	American Proof Coil Chain B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain. ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 5, 10%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl. $2.80-$2.95 in car lots; $3.40-$3.50 bbl. in small lots.

Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. Wood Drills, 37½%.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.
St. John, N.B., 20%.

CHOPPERS, FOOD Universal (doz.)

No. 0	$19 25
No. 1	23 30
No. 2	28 35
No. 3	36 45

F.O.B. Montreal, Toronto.

Russwin—

No. 0	$19 20
No. 1	23 40
No. 2	28 20
No. 3	36 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$7 80
17—7-strand, 50 ft. lengths	8 00
18—6-strand, 100 ft. lengths	5 40
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER .. ... Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.	$43 50	$43 00
Plain sheets, base, 16 oz. and heavier	48 00	50 00
Copper sheet, tinned, 14x60 in., 14 oz.	49 00	.....
Copper sheet, planished, base 16 oz. and heavier	58 00	50 00
Braziers' in. sheets, 6x4 base	46 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets	$11 75 $ 9 50
Do., 60 sheets	9 65

	Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	.....
IX, 20x28 base (nominal)	...
IXX, 20x28 base (nominal)	..
IXXX, 20x28 base (nominal)	

F.O.B. Toronto

Raven and Murex Grades—

IC, 20x28 base, 112 sheets	..
IX, 20x28 base, 112 sheets	..
IXX, 20x28 base, 56 sheets	..
IXXX, 20x28 base, 56 sheets	

(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C. 20x28, 112 sheets $30 00

F.O.B. Toronto.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheets $28 00

F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.

Goods Well Displayed Are Half Sold

Every Hardwareman who sells

BABBITT METALS

May have a handsome Show Stand FREE

Write us for particulars



We Manufacture

Babbitt
Solder
Lead Pipe
Sheet Lead

and we have large stocks of

Ingot Metals

Write our nearest Branch for prices.

THE CANADA METAL CO., LIMITED
HEAD OFFICE - TORONTO

BRANCH FACTORIES:
HAMILTON 34 Jackson St. E. MONTREAL 50 Brennan St. WINNIPEG 301 Chambers St. VANCOUVER 1428 Granville St

THE CANADA LINSEED OIL MILLS LIMITED MONTREAL & TORONTO
WARRANTED PURE LINSEED OIL

A Double Guarantee

---"*RELIABLE*"

and "Warranted Pure"

Linseed Oil

The Canada Linseed Oil Mills
LIMITED
MONTREAL and TORONTO

If interested tear out this page and place with letters to be answered.

DOORS,

See Screen Doors.
F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	25-27½%
Black Diamond	25-27½%
Delta Files	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 15-20%; cast bushings, 15-18%; unions, 30%; plugs, 10-15% off list. Net prices: Class B, black, 27-28c lb.; Class C, black, 18-19c lb.; galvanized, Class B, 37-39c lb.; Class C, 27-28c lb. Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz. pairs.	Tee
4-inch	$2 70	$2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 25%.

F.o.b. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $10 50 11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c	
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy yiron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Fetherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight(front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2, and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	$23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2.30-2.40
Mrs. Potts, handles, japanned, doz.	1.50-1.65
Sad irons, common, plain, 3, 4, and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Crescent	0 19
Household	0 19
Standard, 4-12 ft.	0 21
Electrician	0 30
Heavy duty	0 47
Extension	0 35
Perfect, 6 to 10 ft. only	$0 31
Hercules, 4 to 10 ft.	0 33
Hercules, 12 to 14 ft.	0 28
Faultless, 4 to 10 ft. only	0 29
Ontario, 4 to 10 ft. only	0 26
Shelf Lock, 4 to 8 ft. only	21

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Extension Ladders	Per ft.
Up to 32 ft.	0 23
36 to 40 ft.	0 26

F.O.B. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	7 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.z; 6 dozz. cases, 90c doz.

Cold blast, genuine ruby $4.75

F.o.b. Toronto, London, Hamilton, and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$1 90-$2 05
Steel Thumb, No. 3	2 50- 2 75
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	$10 00
Dowswell	10 00
Noiseless	15 50
Hamilton	12 00
Ottawa	10 50
Peerless	10 50
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	107 00
Seafoam, engine drive	49 00
New Idea, electric	134 00
Sunshine	9 50
Popular, No. 1	10 50
Popular No. 2	10 00
Economic	12 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	50 50
Do., do., electric	108 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	55 50
Perfection, engine drive	15 50
Gem	16 50
Winner, plain	13 50
Connor Improved	10 00
Jubilee	9 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50 $13 25
Pick, doz.	12 50 13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, doz.	$38 10 39 60
No. 8, doz.	46 40 48 60

MOPS

O-Cedar, doz, net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 00 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	6 90

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.50 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.55 base.

Freight equalized on above points. Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $5.62½.

Sault Ste. Marie, Port Arthur, Fort illiam, $5.55 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.85 base; Toronto, $5.85 base; London, $5.85; Hamilton, $5.85; no equalization of freights.

Roofing Nails—American, large head, keg, $9.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%.



YOUR customer can save on those big jobs by using the Jamieson line of Prepared Paints and Varnishes.

And on the small jobs, too. Jamieson's are pure and uniform in quality and color — most for the money.

R. C. Jamieson & Co., Limited

ESTABLISHED 1858

Calgary **Montreal** Vancouver

Owning and Operating P. D. Dods & Co., Ltd.

JAMIESON'S
PURE PREPARED PAINTS

If interested tear out this page and place with letters to be answered.

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	1⅜"	$20 00
4	1¾"	10 00
5	2 15-16"	5 00
6	2¼"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	$10 00- 10 50

F.o.b. Montreal, Toronto

OILS	Montreal	Toronto
Royalite, gal.	0 19½	0 18½
Palacine, gal.	0 22½	021½
Gasoline, net, gal.	0 34	0 33

	List	Gallon
Black oil (Summer)	0 19½	0 18½
Black oil (Winter)	0 20½0	19½
Imperial Kerosene Tractor		0 55
Capital cylinder	0 62	0 61
Machine oil, regular grades	33½-42½	32½-41½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 29	0 28

List, less 15% on above.

Polarine Oil, list		0 90
Polarine Oil, heavy, list		0 90
Gargoyle Mobiloil, list		1 15

List, less 25% on above.

Fuel oil, bbls. net	0 14½	0 12½
Fuel oil, tank cars, net	0 13	0 11

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER	Per 100 ft.
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 62- 0 65
Anchor Brand	1 20
Rosin Sized Sheathing, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 77- 0 83
Surprise Fibre	0 67- 0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	0 15
Carpet Felt, 16 oz., per 10 lbs.	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—	
5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50
Rock—	
7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 37

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	$.....
¼ in.	5 22	7 35	5 52	7 65
⅜ in.	5 22	7 35	5 52	7 65
½ in.	6 63	8 20	7 06	8 71
¾ in.	8 40	10 52	8 97	11 09
1 in.	12 41	15 56	13 26	16 41
1¼ in.	16 79	21 05	17 94	22 20
1½ in.	20 08	25 16	21 45	26 54
2 in.	27 01	33 86	28 86	35 71
2½ in.	43 29	54 11	.....	.....
3 in.	56 51	70 76	.....	.....
3½ in	71 76	88 78	.....	.....
4 in.	85 02	105 19	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$31 82	$38 30	$33 70	$40 20
2½ in.	47 97	58 21	50 90	61 10
3 in.	62 73	76 12	66 66	79 90
3½ in.	78 20	96 14	82 80	100 00
4 in.	92 65	114 00	98 10	119 00
4½ in.	112 00	137 00	125 00	149 00
5 in.	130 00	159 00	145 00	174 00
6 in.	169 00	206 00	188 00	226 00
7 in.	219 00	268 00	243 00	292 00
8 L in.	230 00	281 00	255 00	306 00
8 in.	265 00	324 00	294 00	353 00
9 in.	317 00	388 00	.....	.....
10L in.	294 00	360 00	326 00	392 00
10 in.	379 00	464 00	420 00	505 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

List plus 15%.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Medium and extra heavy pipe, 2 to 6 inch 15%

Medium and extra heavy fittings, 2 to 6 inch 25%

8 inch pipe and fittings....Net list

F.O.B. Toronto, Montreal

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$ 3 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto

POLISH (O-Cedar)

4-oz. bottles, doz., list		3 00
12-oz. bottles, doz., list		6 00
½-gal. can, doz., list		15 00
¼-gal. cans, doz., list		24 00
1-gal. cans, doz., list		36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	**$2 00**
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 40
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Black Diamond tarred felt	4 10
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal. in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal

ROPE	Lb
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., 1½c; 9-16 to 7-16 in. inclusive 1c; ¾ in., 1¼c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Italian rope basis	On application
Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	75 77½
¼-in. and up	74 76¼

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 25% on list.

on list

B. & A. emery cloth, 25% on list.

B. & A. sandpaper in rolls .... per cent. on list. F.o.b. Toronto Montreal.

SCALES Champion—	Scale List	Stamping extra
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%: Standard scales 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	15 50

F.o.b. Toronto, London.

SCREEN DOORS

Kasement, No. 1, 2 ft. 8 in., $28.80; 2 ft. 10 in., $30.00; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F. H., bright	**72½**
Wood, R. H., bright	**67½**
Wood, O. H., bright	**67½**
Wood, F. H., brass	**37½**
Wood, R. H., brass	**32½**
Wood, O. H., brass	**32½**
Wood, F. H., bronze	**27½**
Wood, R. H., bronze	**25**
Wood, O. H., bronze	**25**
Square cap	**20**
Hexagon cap	**20**

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen $7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs	
10¾ oz.	$11 00	$12 00
U.S. 28	10 70	11 70
U.S. 26	10 0	11 40
22 and 24	10 25	11 25
18 and 20	10 10	11 10
16	9 95	10 95
14	9 85	10 85

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$10 85
16 gauge	11 20	10 95
18-20 gauge	11 20	11 10
22-24 gauge	11 40	11 25
26 gauge	11 60	11 40
28 gauge	11 90	11 70
10¾ ozs.	12 25	12 00

Add 25c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55		$12 55
18-20	12 55		12 55
22-24	12 25		12 25
26	12 25		12 25
28	13 00		13 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES	Per sq
Standard galvanized	$11 00

Shipping weight, 90 lbs.

Standard painted	8 50

Shipping weight, 80 lbs.

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL	
Standard galvanized	$9 25
Standard painted	7 50

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64½ lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount 25% off list.

Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list

Freight allowed on shipments of 24 heaters.

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

Alex. McArthur & Co., Ltd.

TRADE MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND

TARRED FELTS

and SHEATHINGS

Made at our own Paper Mills.

SAVE COAL

BY USING

BUILDING PAPER

Make a Display

NOW of

Automobile SKATES

It has been proven by experience that a nice display of Skates EARLY in the season, results in greater sales when the selling season actually opens.

A full assortment of display card, hangers, etc., will be sent on request, if not already received with skate shipment.

Canada Cycle & Motor Co.
LIMITED

Montreal, Toronto WESTON Winnipeg, Vancouver

The True Value of Dougall Varnishes Is Realized by Thousands Who Daily Use Them!

Some of your customers, perhaps, are among the small number who have not tried Dougall Varnish.

To you, then, who are interested in recommending a dependable line that will give you ample profit and eventually build up a substantial business, we have an important message.

Drop us a line for details.

The Dougall Varnish Company, Limited
MONTREAL

QUALITY DOUGALL VARNISHES FIRST

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	....
Hollow Back Scoops	25 and 25	....	25 and 25
Sand Shovels	25 and 25	....	25 and 25
Hollow Back Shovels	25 and 25	....	25 and 25
Hollow Back Coal Shovels	25 and 25	....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing	$51 00
Boudoir, Nic., Cyco B.B.	48 00
Club, Jap. Cyco Bearing	108 00
Champion, Nickeled Fittings	43 00
Champion, Japanned Fittings	36 00
Elite, Nic., Cyco B.B.	54 00
Grand, Nic., Cyco B.B.	64 00
Grand, Jap., Cyco B.B.	57 00
Grand Rapids, Nic., Cyco B.B.	48 00
Grand Rapids, Jap., Cyco B.B	41 00
Parlor Queen, Nic., Cyco, B.B.	54 00
Princess, Nic., Cyco B.B.	49 00
Standard, Nickeled Fittings	45 00
Standard, Japanned Fittings	38 00
Universal, Nic., Cyco Bearing	46 00
Universal, Jap., Cyco Bearing	39 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	$108 00
Household, Jap.	96 00
Superba, Nic.	126 00

F.o.b. factory Niagara Falls, Ont., Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b Toronto, Hamilton, London.

TACKS

	Discount
Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%

Shoe findings list adopted July 5, 1917—Net list.

List of Capped Goods adopted Jan. 1, 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount. F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List plus 15%	

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

	Doz. with chain
Victor, No. 1	$2 60
Jumo .No. 1	3 45
Hawley & Norton, No. 1	4 05
Newhouse, No. 1	5 55

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER)

	Per lb.
500 ft.	$0 23½
550 ft.	0 25¼
600 ft.	0 26½
650 ft.	0 28

In 5-ton lots ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 75-77-80¾

4-ply, wrapping, lb. 79-81¼-85

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b Newmarket

VALVES

	%
Ground work	40
Compression work, standard	45
High grade	41
Cushion work	40
Fuller work, standard	43
High grade	36
Basin cocks, No. 0 Standard	38
High grade	38
Bath cocks	48
Flatway stop and waste cocks, standard	47
High grade	45
Roundway stop and waste cocks, standard	45
High grade	45
Brass steam cocks, standard.	10% advance on list
Radiator valves, standard	10
D., removable seat	Net list
Patent quick opening valves.	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc, 5% advance	on list

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 40-10%.

Colonial, 27½%.

Imperial Ware, 27½%.

Pearl, 27½%.

Premier, net list.

Canada Ware, net list.

Diamond, net list. White Ware, 45%

Japanned Ware, list plus 30%.

Japanned Ware, White, list, plus 40%.

Plain and Jap Sprinklers, list plus 30%.

Barb $6.75

Stamped Ware, plain, 45%.

Stamped Ware, retinned, 40%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 45%.

Tinners' Trimmings, retinned, 40%.

Tinners' Trimmings, general, list plus 20%.

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list ,plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 70%.

Sheet Iron Ware, list, plus 20%.

Pieced Ware, ordinary, list, plus 50%. Fry Pans, 40%.

Spiders, steel, net list; cast iron, 10%.

Fire Shovels, Japanned, list, plus 20%.

Steel Sinks, painted, list plus 25%.

Steel Sinks, galvanized, list plus 25%.

Light Galv. Pails and Tubs, list plus 30%.

Heavy Galv. Pails and Tubs, list, plus 20%.

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 40%.

Galv. Coal Hods, list, plus 50%.

Paper Lined Boards, 30 and 10%.

Wood Lined Boards, 30%.

Stove Pipe, patent, per 100, 6 in., $22.38; 7 in., $23.87.

Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.

Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...

Stove Pipe Thimbles, 45%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼-in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.20; ⅞ in., $18.20; 15-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 33 1-3 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.35
Section, ½ lb. per 100 lbs.	5.50- 5.85	5.50	6.00
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	4.25

WHEELBARROWS

Navvy, steel wheel, doz.	$58 20
Garden, steel wheel, doz.	67 20
Light garden, doz.	64.20

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire Per 100 lbs.

No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	9 00
No. 19	9 50

Hay Wire in Coils

No. 13	6 85
No. 14	7 00
No. 15	7 20
No. 16	7 45

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

No. 9 pl. galv.	5.35- 6.75
No. 12 pl. galv.	5.50- 6.15
No 13 pl. galv.	6.00- 6.25
No. 9 coil sp.	5.50- 6.00
No. 12 coil sp.	5.80- 6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright	$5 75
Fence staples, galvanized	6 50

In 25-lb. boxes add 50c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list	$12 00

Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus	10%
Brass wire, 3 to 24 gauge, add	40%
25 to 36 gauge, add	25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	$3 25
In 50-ft rolls	3 30
Galvanized, per 100 sq. ft. in 100 ft. rolls	4 75 5 50
Bronze, sq. ft.	0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$15 60	18 in.	$35 00
10 in.	17 40	24 in.	50 60
14 in.	24 45		
Coes—	**Doz. net**		**Doz. net**
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		

Stillson—	Each	Doz. net
6 in.	$1 20	$14 00
8 in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 35	50 60
36 in.	....	94 20
48 in.	....	139 20



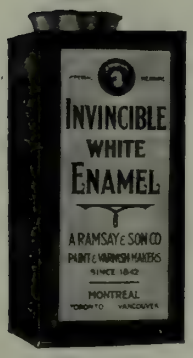
Paints *Varnishes*

Stains *Enamels*

Profits
from paint sales

accrue

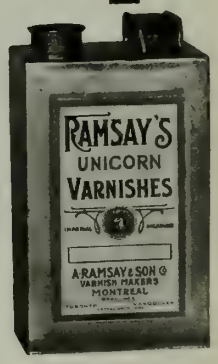
from repeat orders



The Successful Paint Dealer

began by stocking

Ramsay's



His continued patronage
has made *us* a success.

Let us tell you all about
"The Right Paint to Paint Right"

A. Ramsay & Son Company

Makers of Paints and Varnishes since 1842

Montreal

Vancouver
and
Toronto



Revillon Wholesale Limited
Edmonton District
(Distributors)

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID

Bronzing liquid, No. 1.$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	14-16

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 25
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	3½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs	7-8c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—

Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5 lb. irons	0 20

F.o.b. Montreal, Toronto.

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs.	$28 00
Case No. 8—100 ½-lb. pkgs.	31 00
Case No. 9—200 ¼-lb. pkgs.	38 00

Discount.

French medal (prices withdrawn)	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	24

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20-25%.
Sheet glass, 5-10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE	
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 10 0lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure	$17 50	$17 80
Crown Diamond	17 50	17 80
Crown, pure	17 50	17 80
Green Seal	17 50	17 80
Ramsay's Pure	17 50	17 80
Moore's Pure	17 50	17 80
Tiger, Pure	17 50	17 80
O.P.W. Dec. Pure	17 50	17 80
Red Seal	17 50	17 80
Decorators' Pure	17 50	17 80
O.P.W. English	17 70	18 00
Elephant Genuine	18 00	18 30

B.B. Genuine lead, less than tons, $19.70, Toronto; $19.40, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)	
Genuine, 560-pound casks, per cwt.	$14 00 $14 50
Genuine, 100-pound kegs, per cwt.	14 75 15 50
Less quantity	16 00 17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE	Pound	Pound
Barrels, 600 lbs.	....	0 24¼
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto. Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $8.40; white, 5-lb. packages, $7.80
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 20
B.H. English, colors	4 05
B.H. Floor	3 40
B.H. Porch, Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 30
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 05
Moore's House Colors, colors	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 25
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 30
O.P.W. Flat Wall, white	3 30
O.P.W. Flat Wall, colors	3 10
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white	4 30
Martin-Senour, 100%, colors	4 05
Martin-Senour, Porch aint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams Floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros. H.S., colors	4 05
Lowe Bros. Hard Drying Floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	C.P. Berger's and Munro's Per lb.
In barrels, about 600 lbs.	0 60¼ 0 61
In arsenic wegs, 250	
In 50 lb. and 100 lb. drums	0 61¼ 0 62
In 25 lb. drums	0 62¼ 0 63
In 1 lb. packets, 100 lbs. in case	0 64¼ 0 65
In ½ lb. packets, 100 lbs. in case	0 66¼ 0 67
In 1 lb. tins, 100 lbs. in case	0 66¼ 0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY	Montreal Standard	Toronto Less than tons
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35c per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c. Hamilton 30c London and Windsor 40c per 100 lbs over Montreal quotations.

ROSIN	
Barrels, 100 lbs.	$6 90
Less per lb.	0 08

SHELLAC	
Pure White, gal.	5 15
Pure Orange, gal.	4 75

Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER	
Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	3 25
O.P.W. Presto	3 00
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal can
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.45
B.H. Stovepipe Varnish Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 65
Sun Varnish	2 60
Sun Spar	4 63
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	2 65
Jasperite Pale Hard Oil	1 90
Jasperite Indestructo Floor Finish	2 55
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 25
M-S Wood-Var	3 25
M-S Double Spar	4 57
M-S Finest Interior	3 80
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 47
Rexspar	4 62
Sear-Not	3 84
Kyanize Spar	4 95
Kyanize Cabinet Rubbing	3 85
Kyanize Interior	3 85
Luxeberry light	3 80
Luxeberry granite	3 52
Luxeberry spar	4 95
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS	
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg	0 75
½ gal. package, per pkg	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkgs, white	7 80
B.H. Frescota, 5-lb. pkgs., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21

WHITE	
XXX	0 20
XX	0 18
X	0 17
XC	0 16
Japanese	0 15
XXX Extra	0 21
X Grand	0 19½
XLCR	0 18½
X Empire	0 17½
X Press	0 16

COLORED	
No. 5	15
No. 1	14
No. 7	13
No. 1A	11½
No. 1B	10½
Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	10½

Above lines subject to trade discount for quantity.

WAX	Per lb
WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 35
Old English	0 58 0 62
Johnsons	0 57 0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls	$2 50

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls.	$3 00
WOOD ALCOHOL	per gal.
In five gallons	$1.80-$1.90
In barrels	1 75

$4 extra for barrels
F.o.b. Montreal, Toronto, London.

GLASS

Now is the time to sort up on

WINDOW GLASS

We can take care of your requirements from our branch warehouses and make prompt shipments.

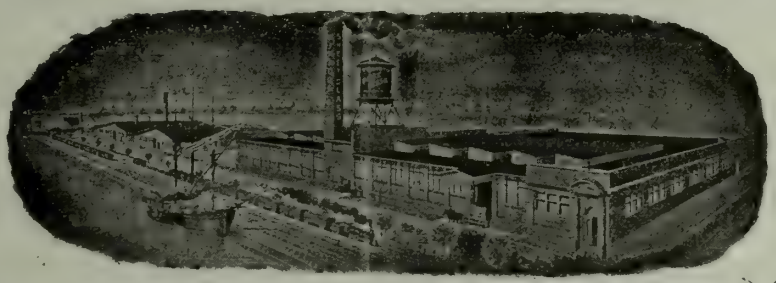
We stock and manufacture Plate, Bevelled Plate, Mirrors, Window, Figured, Leaded, Wired and Prism Glass.

Catalogues and price lists will be sent free upon application.
WRITE, PHONE OR WIRE your wants.

HOBBS MANUFACTURING COMPANY, LIMITED

Montreal Toronto London Winnipeg

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA

Owned and operated by Nicholson File Co.

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 27c per lb.; clip horn, 28c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Dougle Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.50 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. 27% extra.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.65 per lb.; cut, $1.85 per lb.; rawhide, sides, $1.60; cut, $1.80.

Blue Stone (Vitriol). 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 20%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil,: 3-16 in., $18.40; ¼, $16.00; 5-16 in., $13.60; ⅜, $12.40; 7-16, $12.20; ½, $12.00; 9-16, $12.00; ⅝, $11.75; ¾, $11.50; 1 in., $11.25; Logging, 5-16 in., $15.40; ⅜, $14.20; ½, $13.80; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 75c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 3 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. bbls., 30c lb.; 100-lb. bbls. 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

er 100 lbs., $3.25.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 10% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"	
10¾ oz. or 28 Eng.	$12 50	$12 50
28 Am. or 26 Eng.	12 00	12 00
26 Am. or 26 Eng.	11 70	11 70
24	11 55	11 55
22	11 55	11 55
18 and 20	11 40	11 40
16 Am.	11 25	11 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set. $2 10

Mrs. Pott's No. 50, set. 2 25

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $15.40.

LEAD WASTE, $16.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 30
3	2 95
4	5 25
Barn Door	
5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 65
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.80 base; Winnipeg, $6.25 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	9 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 51½c; Prairie Harvester oil, 52c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.40; Silkatone, $3.40; Stephens' Barn Paint, $1.85.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)



Wa-Ko-Ver Stain and Your Profits ---There's a Connection!

Wa-Ko-Ver Stain, once sold, is sure to STAY sold.

Once the necessity of a good stain is determined, it is up to you to see that your customer is supplied with a reliable line—a line that will not make a dissatisfied customer for *you*.

Eliminate guesswork—sell Stephens' Wa-Ko-Ver, the stain with a reputation for freshening worn floors, scratched woodwork, etc.—the guaranteed stain that beautifies and wears so wonderfully. You'll find it more profitable *in the long run*.

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG - - AND - - CALGARY

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 00	$ 8 35
⅜ inch	6 05	8 45
½ inch	7 85	9 60
¾ inch	9 95	12 30
1 inch	14 70	18 20
1¼ inch	20 00	24 70
1½ inch	23 75	29 35
2 inch	32 00	39 50
2½ inch	51 25	63 15
3 inch	66 20	82 60
3½ inch	86 85	.....
4 inch	103 00	.....
4½ inch	118 50	.....
5 inch	138 00	.....
6 inch	179 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $11; full polished $12.50; 18 x 24, half polished, $11; full polished, $12.50; 20 x 28, half polished, $11; full polished, $12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½ x 14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39¾c base; British Manila, 33¾c base; lath yarn, 28¼c base; African hemp, 33¾c base; cotton rope ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
E. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—	
No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$111 00
Household, Jap.	99 00
Superba, Nic.	129 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 30
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 55 to 56.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $8.00 base, other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $8.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE—

20 x 28 I.C.	$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.C.	40 00
Terne plates	24 00

TRAPS, GAME—	Doz.		
	Victor	H.& N.	Jump
No. 0	$1 95	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 49
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 75
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 0% discount.

Premier, Canada, Diamond, plus 12½%.

Whiteware, 40% discount.

Japanned Ware, list, plus 40%.

Japanned Ware, white, list, plus 50%.

Japanned Sprinklers, list, plus 40%.

Stamped Ware, plain, 40% discount.

Stamped Ware, ret'd, 33 1/3% discount.

Pieced Tinware, ordinary, list, plus 65%.

Pieced Tinware, copper bottoms, list, plus 85%.

Sheet Iron Ware, list, plus 30%.

Light Galv'd Pails and Tubs, list, plus 40%.

Heavy Galv'd Pails and Tubs, plus 30%.

Jap. Coal Hods, list, plus 50%.

Galv'd Coal Hods, list, plus 60%.

WASHERS—

Iron, small lots, 55% off list plus $1.50; full boxes, iron, 35 1/2% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $16.40; less than ton lots, $18.70.

WIRE, BARB—

Lyman, 4-point, $4.95 f.o.b Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William $5.10 Winnipeg; Baker, 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized Ft. William, No. 9, $5.65; No. 12 $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 7 00
8 in.	8 40
10 in.	9 80
12 in.	12 60
15 in.	16 80
Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$ 1 10
8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45
Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 25

Always Ready—	Dozen Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

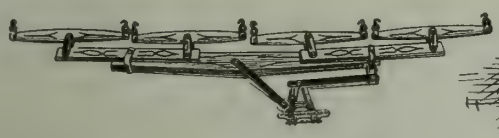
Eze, $62.55 per doz. Reliance, $73.70 per doz.; Emperor, $105.90. Royal Canadian, $87.95 per doz.

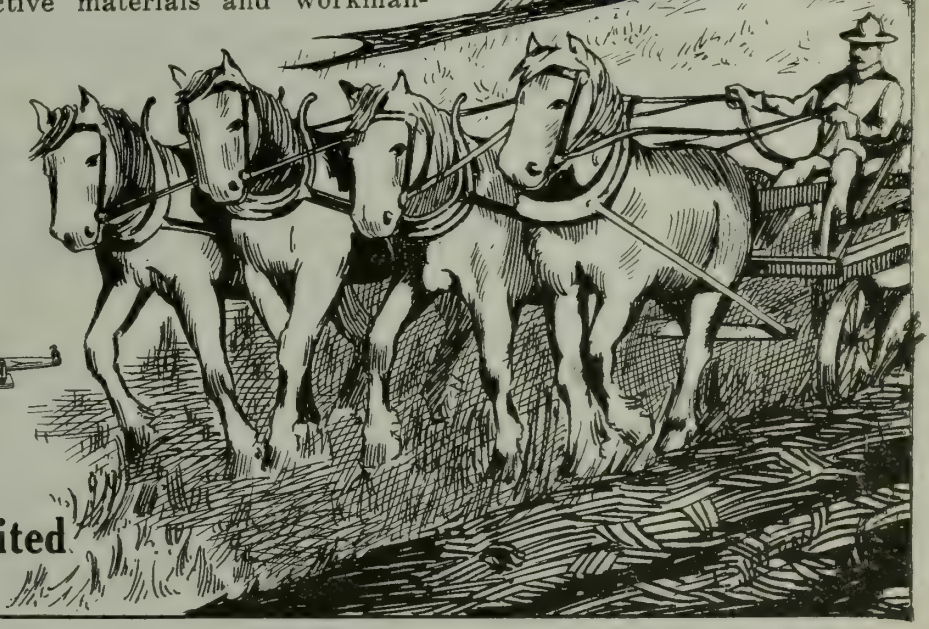
Gregg Plow Eveners Pull Big Business

Gregg Plow Eveners, like Gregg Wagon Sets, Neck-yokes and Hitches, are built for service. They are guaranteed against defective materials and workmanship.

Send for copy of catalogue describing our full line.

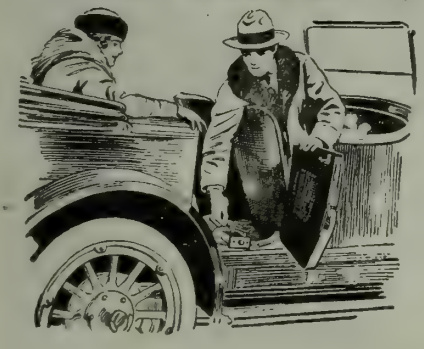
Any jobber in the Canadian West can supply you with Gregg Goods.





Gregg Mfg. Co., Limited
WINNIPEG

TAPLEX FOOT WARMER



TAPLEX WARMERS

Give Generous, Welcome Heat---Ready at a Moment's Notice

They are Lighted with a Match

Taplex Warmers are designed to supply continuous warmth at a moment's notice. No heating bricks or boiling water or anything of this sort required. They are simply lighted with a match and in a few seconds they are ready for use. They are made in various models and sizes, from the small, for pocket use, to the large, for automobiles. They are light in weight, convenient to carry, simple in use and, most important of all, they are safe.

MADE OF METAL AND ASBESTOS, BURN WITHOUT FLAME
GUARANTEED TO BE SATISFACTORY

GREAT WEST ELECTRIC CO., LIMITED
WINNIPEG

Distributors for Laco Tungsten and Nitrogen Lamps

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alabastine
The Alabastine Co., Ltd., Paris, Ont.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Ware Mfg. Co., Oakville, Ont.

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Thos. Birkett & Son Co., Ltd., Ottawa.
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Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
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W. H. Banfield & Sons, Ltd., Toronto.
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Boston Varnish Co., Everett Station, Boston, Mass.
Canada Sales Co., Toronto.
Canadian Carbon Co., Toronto.
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Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
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Great West Electric Co., Ltd., Winnipeg, Man.
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North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
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Perfection Sanitary Brush Co., Toronto.
Prairie Motor Sales Co., Moose Jaw, Sask.
Rock Island Mfg. Co., Chicago, Ill.
The Royal Canadian Specialties, Hamilton, Ont.
C. A. Shaler Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Samuel Trees & Co., Toronto.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinsinger, Bruce & Co., Niagara Falls, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties Co., Hamilton, Ont.

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Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Carriage Factories, Ltd., Brockville, Ont.
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Automobile Parts
McKinnon Industries, Ltd., St. Catharines, Ont.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

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Thos. Birkett & Son Co., Ltd., Ottawa.
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Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Liners
J. N. Warmington & Co., Montreal, Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Batteries, Flashlight
Usona Mfg. Co., Inc., Toledo, Ohio.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.
Haddow Brokerage Co., Montreal, Que.

Brass Goods
Haddow Brokerage Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

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J. J. Turner & Co., Peterboro, Ont.

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Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
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The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boiler Tubes
Baines & Peckover, Toronto.

Bolts, Eye
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
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Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

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Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

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Landers, Frary & Clark, New Britain, Conn.

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PREPARED PAINT
WHITE LEAD
WINDOW GLASS
DRY COLORS
SHELLAC
VARNISH BRUSHES



CUTLERY STOCK COMPLETE

THE SHIP QUICK FIRM

SANDERSON, PEARCY & CO., LTD.

272 Van Horne Street, Toronto

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

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Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Blowers, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Canoes
Canadian Canoe Co., Peterboro, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co. Windsor

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville
The Toronto Lock Mfg. Co., Toronto, Ont.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpenters' Tools
Haddow Brokerage Co., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto

Ceilings and Walls, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton
Landers, Frary & Clark, New Britain, Conn
Medalta Stoneware Co. Ltd., Medalta, Ont.
Merchants Hardware Specialties Ltd., Calgary.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clocks
Western Clock Co., La Salle, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Canadian Woodenware Co., St. Thomas, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto, Ont

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Concrete, Reinforcing Steel
Raines & Peckover, Toronto.

Conductor Pipe, Hooks, Heads, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

Connecting Rods
Williams & Co., J. H., Brooklyn, N.Y.

Coopers' Tools
Haddow Brokerage Co., Montreal, Que.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corner Bead, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg

Cornices, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Clyde Cutlery Co., Clyde, N.Y.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
J. Wiss & Sons, Newark, N.J.
Wilkinson Sword Co.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville Ont
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Diaphragms Rubber

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg

Doors, Screen
Kasement Skrene Dore Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill
Toronto Lock Mfg. Co., Toronto

Doors, Fireproof, Metal
Metallic Roofing Co., Ltd., Toronto and Winnipeg

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng
The Toronto Lock Mfg. Co., Toronto, Ont

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass
Stanley Rule & Level Co., New Britain, Conn
North Bros. Mfg. Co., Philadelphia, Pa

Drills, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.



MacLean Employees Early Winners of The Honor Banner

The employees of The MacLean Publishing Co. subscribed well over their quota in the big, successful Victory Loan campaign.

89% of the 192 employees in Toronto helped along the good work by subscribing for $42,500 of the 1918 Victory Bonds, representing 16% of the annual pay-roll.

As each firm was entitled to an Honor Flag when 75% of the employees took at least 10% of the pay-roll in bonds, it will be seen the MacLean employees went well ahead of the objective set. They were among the early ones to win an Honor Flag.

The MacLean Publishing Company, Limited

Winnipeg **Toronto** **Montreal**

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

THE BUYERS' GUIDE

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Factory Products Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man
Toronto Lock Mfg. Co., Toronto.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Superior Electrics, Ltd., Pembroke, Ont.
Usona Mfg. Co., Toledo, Ohio.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass
British America Paint Co., Ltd., Victoria, B.C.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.
E. T. Wright Co., Hamilton, Can.

Engines
Cushman Motor Works, Ltd., Winnipeg, Man.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garanoque, Ont

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng

Fanning Mills
Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Fibre Ware
E. B. Eddy Co., Hull, Que.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Flag Holders
International Sales Co., Winnipeg, Man.

Flashings, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto

Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary,

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forges, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.

Forgings Drops
McKinnon Industries, Ltd., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Fixtures, Store
Milbradt Mfg. Co., St. Louis, Mo.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary,
Record Fdry. & Machine Co., Ltd., Moncton, N.B.
Saunders & Co., Montreal, Que.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Garden Cultivators and Weeders
C. S. Norgross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metallic Roofing Co., Ltd., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People Ltd., Oshawa, Ont.

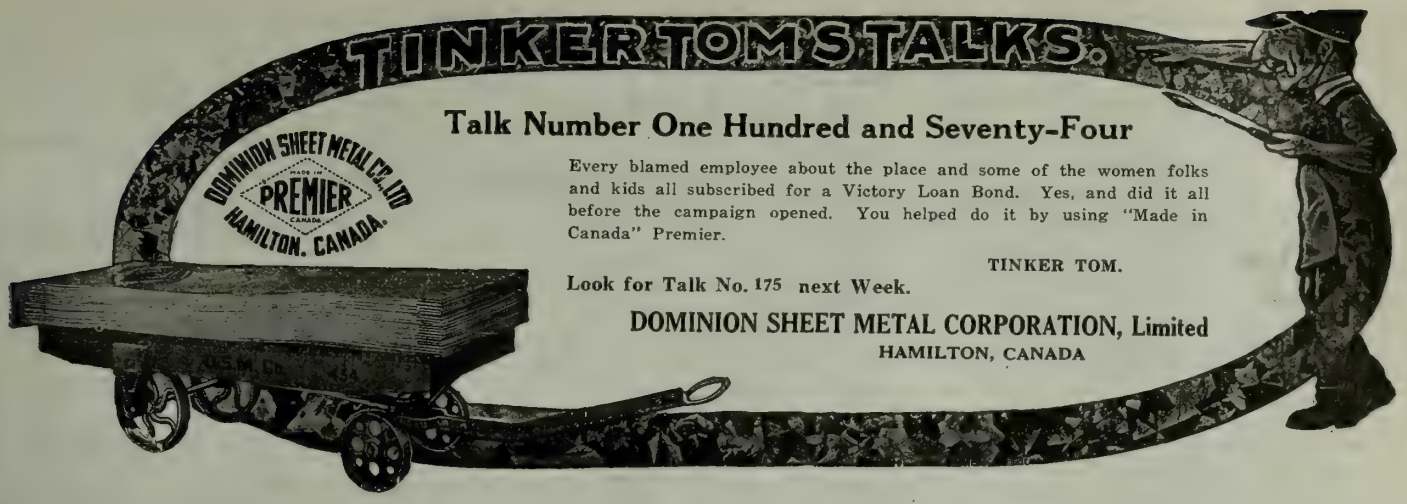
Galvanized Pipe
Canada Metal Co., Ltd. Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.



Talk Number One Hundred and Seventy-Four

Every blamed employee about the place and some of the women folks and kids all subscribed for a Victory Loan Bond. Yes, and did it all before the campaign opened. You helped do it by using "Made in Canada" Premier.

TINKER TOM.

Look for Talk No. 175 next Week.

DOMINION SHEET METAL CORPORATION, Limited
HAMILTON, CANADA

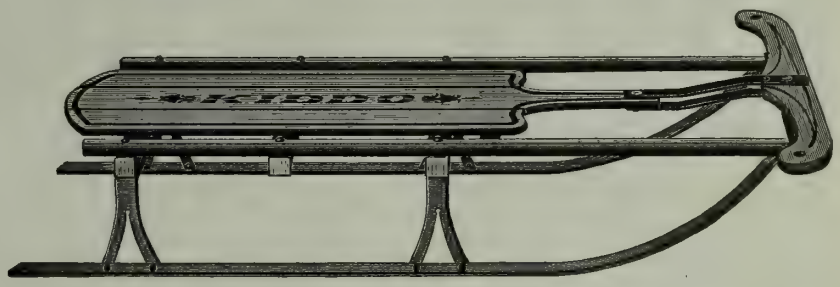
Hardware and Metal Subscribers

Buy for business as well as for private consumption. That is why one inquiry frequently pays for an entire year's advertising. Advertisers in HARDWARE AND METAL reach only the cream of the trade—the best and biggest buyers in Canada.

Use Our Condensed Advertisement Page for Your Wants

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

Children's Sleds



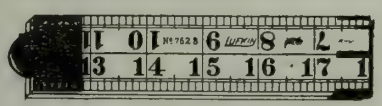
Our range and stock of Children's Sleds is particularly complete and includes such saleable standbys as the well known Kiddo Flexible from 28-inch to 60-inch; a full line of Children's and Girls' Steel Sleds, a complete line with handles or hand-holds in the wooden variety with flat or round shoe in straight or turned-up runners; Bob sleds in wood or steel; and Baby Push Sleds in red, white or natural finish, in Quebec Burlow style or Reversible Handle style; a complete line of Baby Sleds with racks. A line from you will bring our catalog and price list.

MEHASCO

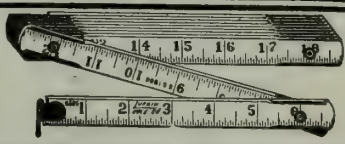
ANOTHER MEHASCO MESSAGE No. 17

Merchants Hardware Specialties, Limited
CALGARY





BOXWOOD RULES



SPRING JOINT WOOD RULES

MEASURING TAPES

On these lines

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

can give you the very best of service and satisfaction.

LUFKIN GOODS ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR ACCURACY AND FAULTLESS SERVICE

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

THE BUYERS' GUIDE

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
J. H. Williams & Co., Brooklyn, N.Y.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
Dominion Glue & Emery Co., Montreal, Que.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Granary Lining
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Gloves
American Pad & Textile Co., Ltd., Chatham, Ont.
Hamilton-Carhartt Co., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont

Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Halters
Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Barn Door
Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hardware Fixtures
Duluth Show Case Co., Duluth, Minn.

Hardware Shelving
Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville
Haddow Brokerage Co., Montreal, Que.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Superior Electrics, Ltd., Pembroke, Ont.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Nails
C. Kloepper, Limited, Toronto, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hubs for Ford Cars
McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Ingersoll Watches
R. H. Ingersoll & Bro., Montreal, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron and Steel, Structural
Baines & Peckover, Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

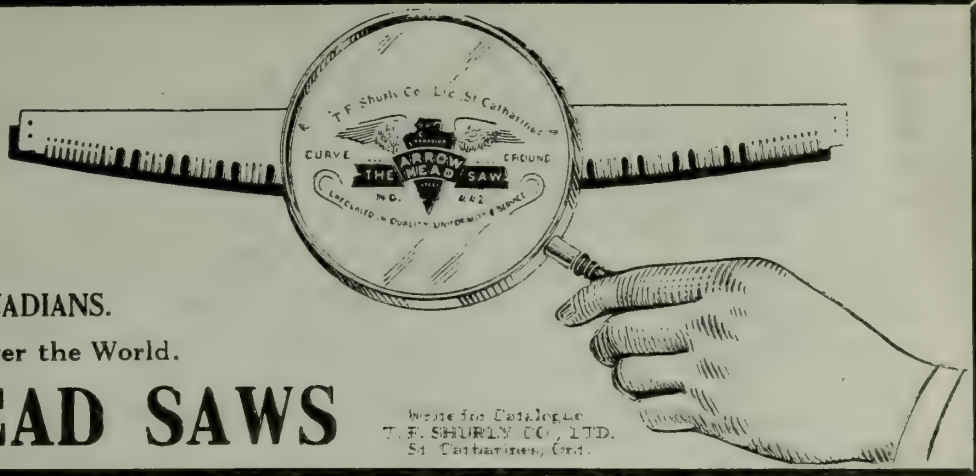
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Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

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MONTREAL TORONTO WINNIPEG VANCOUVER

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Wants more live dealers in Western Canada. It co-operates with its dealers to make bigger and better business. Join up with a pushing selling organization that will help you put 'em over. Send for booklet "The Evidence." Tells the story in fac-simile letters from Bapco dealers.

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Established at Victoria in 1900 the British America Paint Co., Ltd., has found ever-widening markets. To care for the trade branches have been opened at VANCOUVER, B.C., CALGARY and EDMONTON, ALBERTA, and REGINA, SASKATCHEWAN.

TO SELL AND RE-SELL

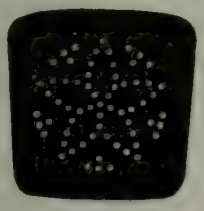
Paint MUST give satisfaction.

Bapco Pure Paint and Bapco Varnish are of the highest possible quality. To insure this the raw materials undergo chemical laboratory tests. Skilled makers see that the ingredients are perfectly proportioned and modern machinery insures proper grinding and blending. Rigid machine and chemical tests are made during process of manufacture and the completed mixtures are subjected to comparative tests with the fixed Standards. One big roof of the factory is devoted to weather tests.

The growth of the British America Paint Co. and its constantly expanding trade territory is convincing evidence, not only of the quality of its goods, but of its resourcefulness and enterprise as well.

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Do you want help or have you something to sell, if so use the classified column in this paper.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extention, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
Evan L. Reed Mfg. Co., Sterling, Ill.

Lath, Metallic
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
Basters Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Churton & Taylor, Toronto.
North American Hardware Co., Ltd., Montreal,

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal,

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal
Vivid Electric Lamp Co., Toronto.

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lath, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.
Lumber Products Ltd., Winnipeg, Man.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Leather Belting and Soles
Beardmore & Co., Toronto.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.
Toronto Lock Mfg Co., Toronto, Ont.

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Mantles, Gas
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Expanded
Baines & Peckover, Toronto, Ont.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mica
A. G. Martin, Ottawa, Ont.
Mica Co. of Canada, Ltd., Hull, Que.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal,
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.
Toronto Lock Mfg. Co., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Tarbox Bros., Toronto, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Que.
Ford Motor Co., Ford Ont.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Oakum
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

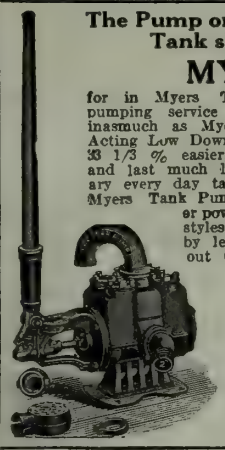
Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.



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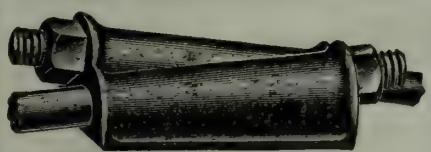
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Compares in quality with the best imported brands, but is considerably lower in price.

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	9-16 Sq.	⅞ Rd.	1 Sq.	1⅛ x ⅜
Elastic Limit, per sq. in..	39.000	33.300	33.000	35.300
Ultimate Strength	54.600	54.300	52.000	50.000
Elongation in 8 in.	25%	27%	29%	26%
Reduction	47%	49%	50%	50%

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

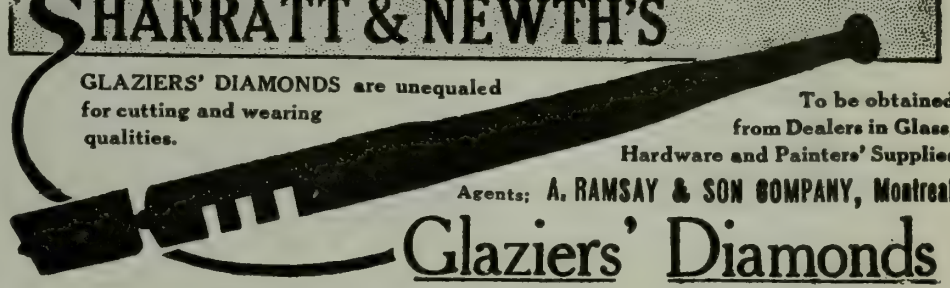
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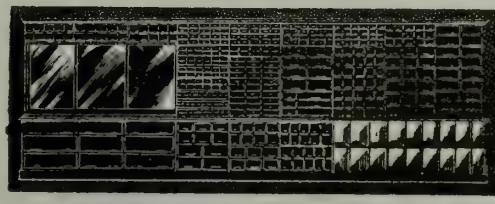


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THE BUYERS' GUIDE

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Iron and Wire Work
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros. Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co. Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Ivor Johnson's Arms & Cycle Works, Fitchburg Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cleaner (sewer and drain)
Chamberlain Desolvo Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conducter
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto
John Stevens Co., Ltd., Winnipeg, Man.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.

Plates, Plain and Chequered
Baines & Peckover, Toronto.

Polishes, Auto and Furniture
Buffalo Specialty Co., Buffalo, N.Y
Channel Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd. Winnipeg, Man
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill

Pumps
Aylmer Pump Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pumps (Electric)
Hurley Machine Co., Ltd. Toronto

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators

Radiator Valves
Jenkins Bros., Ltd., Montreal

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Parmenter Bulloch Co., Gananoque, Ont.
Stowell Screw Co., Ltd., Montreal.

Roofing, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Rope
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

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McKinnon Industries, Ltd., St. Catharines.

Sawset
Chas. Morrill, Inc., New York.

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E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal
Victor Saw Works, Hamilton, Ont.

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Metallic Roofing Co., Ltd., Toronto and Winnipeg

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Renfrew Machinery Co., Ltd., Renfrew, Ont.

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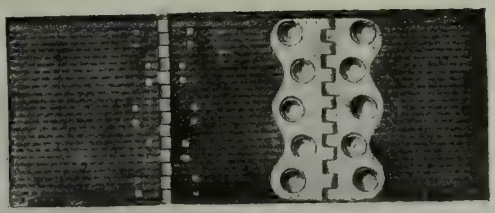
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Screen Doors
The Kasement Skrene Dore Co., Toronto.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stowel Screw Co., Ltd., Montreal.

Thumb Screws
J. H. Williams & Co., Brooklyn, N.Y.

Screw and Bolt Cases
Duluth Show Case Co., Duluth, Minn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Separators
Dominion Sewing Machine & Phonograph Co., Winnipeg, Man.
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

Shingles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Shingle Stains
British America Paint Co., Ltd., Victoria, B.C.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Skylights, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Solder
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal

Soles, Half
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.
Supplies Ltd., Kentville, N.S.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
Northern Electric Co., Ltd., Toronto
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Stampings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Clare Bros., Preston, Ont.
Bert Conway, Winnipeg, Man.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
Galt Stove & Furnace Co., Ltd., Galt, Ont.
Gurney Foundry Co., Toronto
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
D. Moore Co., Ltd., Hamilton, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves and Ranges, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
O-Rib-O Mfg. Co., Winnipeg, Man.
Safety Stove Pipe Co., Ltd., Toronto, Ont.
Sheet Metal Products Co. of Canada, Toronto.

Steel, Cold Rolled Band
J. N. Warmington & Co., Montreal, Que.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Steel Wagon Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Cistern
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q.

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal,
Yokes Hardware Co., Ltd., Toronto, Ont.
Michelin Tire Co., Milltown, N.J.

Automobile, Aeroplane, Bicycle, Carriage, Motorcycle, and Motor Trucks Tires and Tubes,
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Kribs, Wm. A., Hespeler, Ont.

Many a Driver will Make the Old Car Do



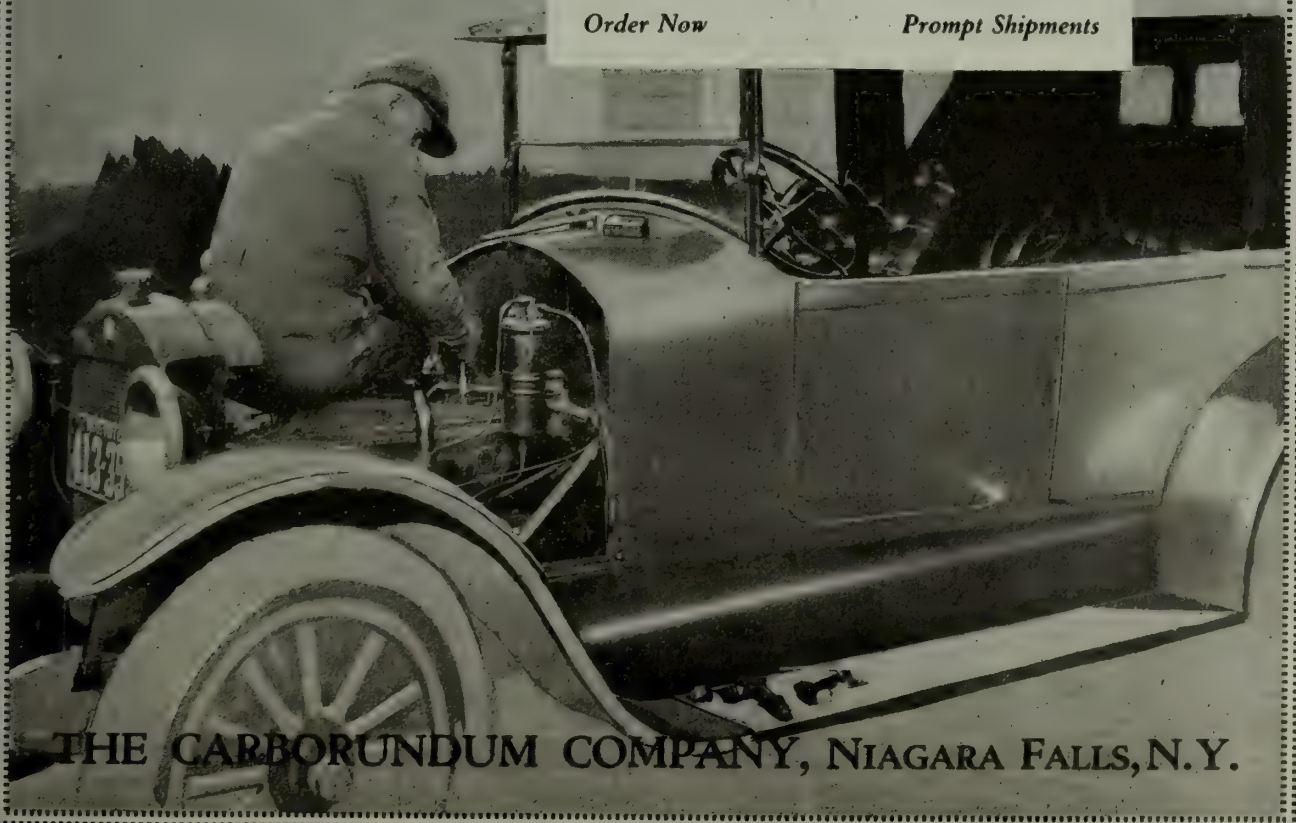
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Jardine & Co., Ltd., A. B., Hespeler, Ont.

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Eagle Mfg Co., Hamilton, Ont.

Tools, Garden
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Beatty Bros., Ltd., Fergus, Ont.
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Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

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J. E. Beauchamp & Co., Montreal
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Lumber Products, Ltd Winnipeg, Man.

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Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Towel Bars
Kinsinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.
The Veterans Mfg. Co., East Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

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Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

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Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Philips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
North American Hardware Co., Ltd., Montreal.
Vivid Electric Lamp Co., Toronto.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Eddy & Co., E. B., Hull, Que.

Tub Stands, Folding
Otterville Mfg Co., Otterville, Ont.

Tube Rubber
K. & S Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H Thompson & Co., Ltd., Montreal, Que

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
K. & S Canadian Tire & Rubber Co., Ltd., Toronto

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Turpentine
Brown Corporation, Portland, Maine.
Fred Smith, Toronto.

Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Vaccuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N Y
The Hurley Machine Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Brass
National Brass Co., London, Ont.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Jenkins Bros., Montreal, Que.
Milwaukee Valve Co., Milwaukee, Wis
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
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Varnishes—Auto, Caoch, House, Marine
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston,
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Glidden Varnish Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Vehicles, Business
Canada Carriage Factories, Ltd., Brockville, Ont.
Canadian Pneumatic Tool Co., Ltd., Montreal, Q
Ford Motor Co of Canada, Ltd., Ford, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Ventilators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

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Thos. Birkett & Son Co., Ltd., Ottawa.
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Lewis Bros., Ltd. Montreal
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Stanley Rule & Level Co. New Britain, Conn.
Stover Mfg & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co J. H., Brooklyn, N.Y.

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Adamson Mfg Co Hamilton
Northern Electric Co Montreal
C. A Shaler Co., Waupun, Wis

Wagon Hardware
Gregg Mfg Co Ltd., Winnipeg, Man.

Wagons
Woodstock Wagon Mfg Co., Woodstock, Ont.

WALLBOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P Q
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
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The Toronto Lock Mfg. Co. Toronto Ont
Otterville Mfg Co., Otterville, Ont.
Wilkinson & Kompass, Hamilton

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

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Great West Electric Co., Ltd. Winnipeg Man
The Hurley Machine Co., Ltd., Toronto.
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Maytag Co Winnipeg, Man.
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Nineteen Hundred Washer Co., Toronto, Ont.
Northern Electric Co Montreal
John Watson Mfg Co Winnipeg, Man.

Waste, Cotton
Acme Waste Mfg. Co. Toronto
E Pullan Waste & Wipers Co., Toronto.
Scythes & Co Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont

Wash Tubs
E. B. Eddy & Co Hull Que
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wholesale Hardware
Thos. Birkett & Co., Ottawa, Ont.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice, Lewis & Sons, Ltd., Toronto
Wm. Stairs, Son & Morrow, Ltd., Halifax, N.S.
W. H. Thorne & Co., Ltd., St. John, N.B.
White's, Ltd., Collingwood, Ont.
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Vokes Hardware Co., Ltd., Toronto, Ont.

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Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Windows and Doors, Kalameined and Metal
Metallic Roofing Co., Toronto and Winnipeg

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
Canada Wire & Iron Goods Co., Hamilton, Ont
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Wire Rope
Baines & Peckover, Toronto.

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Alex. McArthur & Co., Montreal, Que.

Wrenches and Accessories
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Goodell-Pratt Co., Greenfield, Mass.
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Trimont Mfg. Co., Roxbury, Mass.
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Plewes Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y.

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Bridgeport Hardware Co., Bridgeport, Conn

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

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Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Connor & Son, Ltd., J. H., Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary, Alta.
White Mop Wringer Co., Fultonville, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

S. P. U. G.



The Society for the Prevention of Useless Giving is not organized in Canada as it is in other places, but it has a lot of adherents, particularly at this time.

With money tied up in Victory Bonds, and the problems of reconstruction facing the people, there will be fewer useless gimcracks and more useful presents given this Christmas.

The Hardware trade will undoubtedly take advantage of this opportunity, and in local advertising emphasize the importance of useful gifts.

There are few household articles, perhaps there is none, that would be more appreciated as a Christmas gift than a good washer or wringer, and if quality is the test, as it should be, the Dowswell, Lees & Co., Ltd., line will find a ready sale.

There is a Dowswell Washer for every requirement; electric or water power for city and town; gasoline, wind engine or hand-power for the farm.

Send us a list of prospective buyers and we will write them direct, referring to you as our local dealer.

DOWSWELL, LEES & CO., LTD.

HAMILTON, CANADA

Eastern Representative:
JOHN R. ANDERSON
MONTREAL

Western Representative:
HARRY F. MOULDEN & SON,
WINNIPEG

If interested tear out this page and place with letters to be answered.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

STEEL STAMPS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

STERLING

Hack Saw Blades and Maehines

Manufactured by

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All sizes of Clear Mica in stock for immediate shipment.

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You may notice that we always spell it "soder" instead of solder. That's because Allen Fluxes take all the h—l out of sodering for the man who does the work. Allen non-acid sodering fluxes take a quick, sure "bite" and make sodering a quick, sure job. Send for samples. Bissett & Webb, Ltd., 126 Lombard St., Winnipeg, Man.



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STITCHED CANVAS BELTS

"THE QUALITY BELT"

PLEWES LIMITED, Distributors, WINNIPEG

A good concern to do business with

THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will lrive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



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Get list wanted by manufacturers and our "Reference Guide for Inventors." Send sketch for free report as to patentability. Patents secured or our fees returned.

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Central Chambers, Ottawa, Canada



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OTTAWA, CANADA

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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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Hamilton, Ont.





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K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE, WE GUARANTEE

AUTO ACCESSORIES



STOVE & ELECTRICAL
MICA

Stove mica in assorted sizes for the trade

A. G. MARTIN
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OTTAWA, ONT.



WASHERS

Round Iron Washers, all even thickness and smooth, all sizes in stock, any quantity from 100 lbs. up. Packed in jute bags. Prompt shipment. Send your inquiries to

De-Ro Brand

DESROCHERS, LIMITED
248 Centre St., Montreal

Wanted

HELP WANTED

SIDE-LINE FOR TRAVELLERS—INFORMATION wanted from small towns regarding new building. Will not interfere with your regular business. We don't ask you to sell anything—merely to acquire information. Commission paid for each report. We supply forms and postage. Apply stating route and how often covered. Box No. 112, Hardware and Metal.

WANTED AT ONCE—EXPERIENCED HARDware clerk. Apply Geo. W. McDonald, North Bay, with references and wages required.

HARDWARE CLERK—A SPLENDID OPPORtunity for a live man. Apply stating age, experience, salary and references. The Nelson Hdwe. Co., Windsor, Ont.

IS THERE A LIVE, AGGRESSIVE SALESMAN or manufacturer's agent with not too many irons in the fire, covering Quebec and the East, who would like to handle, on a commission basis, a line sold to the wholesale hardware and grocery trade? Box 119, Hardware and Metal.

FOR SALE

FOR SALE—HARDWARE AND FURNITURE business in the best district in the West. Stock about $5,000, fixtures $500. Building can be bought or rented. Owner must sell. Very little cash will handle this. Box 92, Hardware and Metal.

GOING BUSINESS IN SASKATCHEWAN town. no opposition. Town has 5 grain elevators, 3 general stores, blacksmith, livery, 2 lumber yards. Good clean town. Stock in good building renting at $40 month. Stock about $8.000, fixtures about $1,000. Business last year averaged $2.000 month. Two thousand dollars cash will handle same. Box 113, Hardware and Metal.

FOR QUICK SALE—BUILDING AND HARDware. Store twenty-four by forty, eleven-foot ceiling. Dwelling upstairs, full size nine-foot, six-inch ceiling, walls inside lumber and beaver board; outside ship lap double paper and siding. Shed to store sixteen by twenty-four. Stock about six thousand. which will about handle business. No opposition. Good district in Alberta. Box 124, Hardware and Metal.

25 DOLLARS WILL BUY 5,000 SHINGLES. Bands 3/8 x 14 inch. Ready to be nailed. Wm. D. Dupuis, Embrun, Russell Co., Ontario.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms is to sell the manufacturers who read Hardware and Metal all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

FOR SALE, AT A BARGAIN, SET OF TINsmith tools in first-class order. For further particulars apply to Byron Carney, manager Canadian Oil Co., London, Ont.

HARDWARE AND PLUMBING SUPPLIES business for sale. Owner will keep half interest if buyer prefers. Business situated near the largest market in Canada. Established since 1865. E. J. Laverdure, 71 William St., Ottawa, Ont.

FOR SALE

FOR SALE—300 BOXES IC AND IX 20" x 28" Prime Tinplates. These plates can be bought below present market prices. The Schultz Mfg. Co., Limited, Hamilton, Canada.

SITUATIONS WANTED

A1 SALESMAN DESIRES POSITION AS traveller to call on retail trade. British Columbia territory preferred. Box 120, Hardware and Metal.

HARDWARE CLERK WANTS SPARE TIME work three nights, one afternoon, in city. Box 117, Hardware and Metal.

HARDWARE TRAVELLER RECENTLY DIScharged from Canadian Forces desires position at once or beginning of new year, with wholesale hardware, manufacturer or paint firm. Previous to enlisting represented wholesale hardware in Western Canada for six years. First-class references. Box 122, Hardware and Metal.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space. and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch with the people who will be most interested.

TOOLS FOR SALE

WE ARE OBLIGED TO DISCONTINUE OUR tinshop, and have for sale the following tools which have been used very little and are in first-class shape: 1 encased setting down machine BB; 1 wiring machine, No. 1 x 167 large burr BB; 1 wiring machine, No. 1 x 168 small burr BB; 1 beading machine with crimp head; 1 encased groover, No. 3; 1 folding machine, adjustable bar, solid base 20"; 1 double seaming stake with 2 heads; 1 breakhorn stake; 1 hollow mandrel stake; 1 mandrel stake; 1 sheet iron folder, No. 7; 1 solid frame stove pipe former, No. 5; 1 squaring shear, No. 1, with table. Price complete $100.00 F.O.B. Thamesville, Ont. Write E. S. Hubbell & Sons, Thamesville, Ont.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

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KILLS FIRE
SAVES LIFE

Every Appliance for Fire Protection--And the Best



Pyrene puts out fires—quick! Cuts customers' insurance rates and saves a mint of money yearly wherever it is used.

In demand and sold by leading hardware dealers everywhere.

Order through your jobber or write direct.

Pyrene Mfg. Co. of Canada,
LIMITED
MONTREAL

Say You Saw It In Hardware and Metal

Twelve Cents Per Word!

Several weeks ago a firm in Vancouver, B.C., telegraphed a want ad to Hardware and Metal. They wanted a clerk in a hurry and wished to catch the earliest issue.

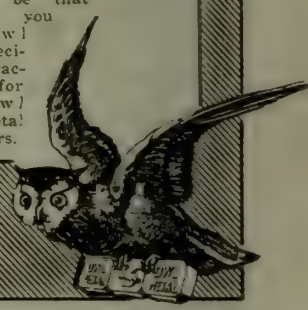
The cost of a telegram from Vancouver to Toronto is ten cents per word, added to this was our charge of two cents per word.

This firm had faith enough in Hardware and Metal's Want Ad column to pay *twelve cents per word,* for an announcement in this column. This little story speaks for itself. Mail or wire your want ads, we will accept them until Thursday noon for the current issue.

Hardware and Metal Want Ad Dept.

OWL METALS

Somebody's selling Babbitt and kindred alloys in your locality. You would be that somebody if you pushed Owl Metals. Especially Owl Traction Babbitt for Tractors. Owl Babbitt Metal for Threshers.



OWL METAL COMPANY WINNIPEG

Getting Results

A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely The man YOU want to reach is reading this page.



THE STANDARD PAINT FOR HOME PROTECTION

S.W.P.

Your customers know the quality and durability of S.W.P. and Sherwin-Williams products, and have known them for a great many years for their high standard of quality, making them the by-word in your customers' homes.

Be prepared to take care of your customers' requirements. They do not want a substitute but demand Sherwin-Williams products. The merchant with a full and complete line of S-W products on his shelves will do some nice business this fall.

If you are not an S-W Agent, write us for particulars.



THE SHERWIN-WILLIAMS CO.

of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.





The Jaws Can't Spring Out

A trap turns traitor when the jaws spring out—letting valuable fur go instead of *holding it.* Just another reason why trappers everywhere use VICTORS—because the jaws *stay put.*

Victor Jaws cannot jump out. On the smaller sizes a lug holds the jaws firmly where they should be. On the larger sizes a clever bend in the end of the jaw does the work. Patented, of course,—and used exclusively on traps made at Trapping Headquarters.

ONEIDA COMMUNITY, Limited
Niagara Falls, Ontario

Also makers of a complete line of Mouse and Rat Traps.

VICTOR TRAPS

HARDWARE AND METAL

Vol. XXX PUBLISHED EVERY SATURDAY SINCE 1888 November 30
No. 48 1918

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA









Good Looks Backed By Genuine Quality

What is **in** a paint or varnish can matters a great deal more than what is **on** it.

But there is no denying the business-pulling power of bright, attractive labels. They help your store to look its best—they make it worth your while to keep your paint department right at the front of the store.

So, we have designed new labels for many B-H products and you'll agree that they are both beautiful and dignified. The cans illustrated here are handsomely lithographed in four to six colors. How attractive your paint shelves would look, with a stock of these B-H products.





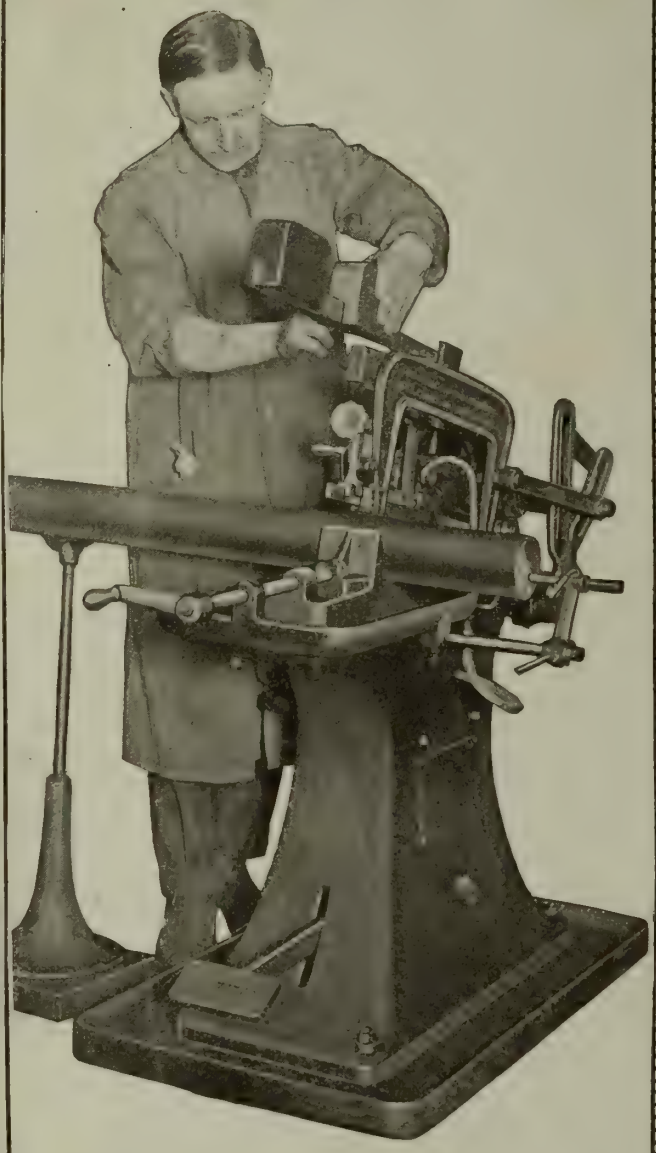
And **you know** that the quality is there, behind the label. The firm that makes Brandram's Genuine B.B. White Lead (the world's standard for 200 years) puts the same degree of superiority into all its other products.

B-H LABELS HELP YOU TO GET THE BUSINESS and B-H QUALITY HELPS YOU TO KEEP IT

Write for our tempting Agency Propositon.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER



Selling Starrett Hack Saws

means---

satisfying your customer with real economy in cutting because Starrett Saws help "speed up" production. They cut faster, saving time, and time is a vital factor in industries to-day.

Sell the utmost in Hack Saw value by selling the Starretts.

Write for our Hack Saw Catalog. It shows hack saws and frames. Also ask for our Catalog No. 21MA on Starrett Precision Tools.

The L. S. Starrett Co.

The World's Greatest Toolmakers
Mfrs. of Hack Saws Unexcelled

ATHOL, MASS.

STARRETT HACK SAWS CUT QUICKER LAST LONGER

42-866

Starrett Hack Saws



THE Gillette Safety Razor



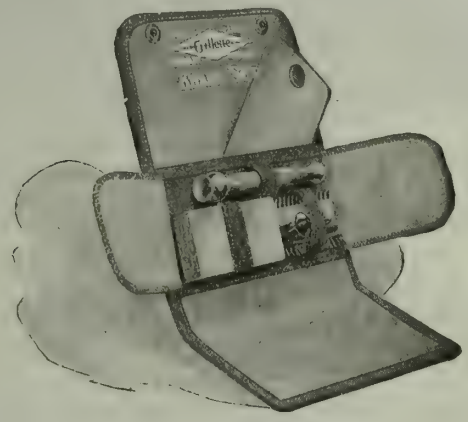
—the razor that has helped to maintain the morale of the successful Allied armies throughout the world.

The Gillette requires no introduction to the men of your town.

Sort your stock now for the Christmas season. **We carry a full range of styles.**

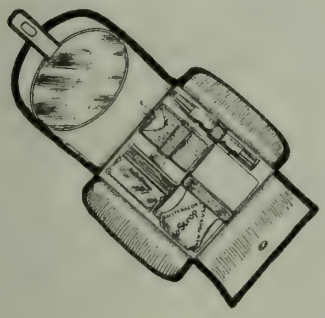
THE Auto Strop

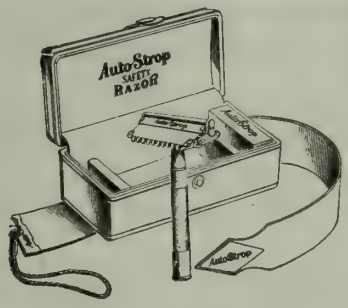
—drafted by the government for overseas service —the razor that is sold on a money back guarantee. **Order your Christmas stock to-day.**



THE Gem Damaskeene

No razor stock is complete without the "Gem." It meets the demand for a popular priced article that gives absolute satisfaction. **Write for prices.**







—now for the Christmas Season

The safety razor has come in for a great deal of popularity during the past four years on account of its handiness for shaving under every condition.

This popularity will grow as the soldiers are absorbed again into civilian life.

The safety razor in its various styles lends itself to sane Christmas giving and for the next few weeks there should be a big demand. We carry a most complete stock of all kinds of razors from the old reliable type to the most efficient and up-to-date safety.

Our stock of the latter consists of the Gillette, the AutoStrop, the Gem Damaskeene and the "Eveready," the razor that sells at the popular price of $1.25. We have a style and price to suit all. **Order now for Xmas selling.**

NOTE—We also carry the widely advertised "TWINPLEX" razor blade sharpener. Simply turn the handle and all sides of the blade are sharpened automatically.

Rice Lewis & Son, Limited, Toronto

ESTABLISHED 1847

If interested tear out this page and place with letters to be answered.



UNIVERSAL
Sales-making Window Display

Makes the shopper a daily stopper at your window. A good window display of Universal Home Needs leaves nothing to the imagination. The eyes see and the mind believes.



A copy of the book shown above illustrating over a hundred window display suggestions awaits your call.

Have you taken advantage of the wonderful window display material and other useful sales help offered in our Dealers Sales Help Booklet. If you haven't a copy—send for one.

Don't put it off, Tear it off—Mail it Now

UNIVERSAL

Landers,
Frary & Clark,
New Britain, Conn.

Please send us a copy of your booklet, "Universal" Trade Winning window displays.

Name .....

Street .....

City..... State.....

LANDERS · FRARY & CLARK
· NEW · BRITAIN · CONNECTICUT · ·

If interested tear out this page and place with letters to be answered.

A Churn Without Competition

DAZEY CHURNS
The price is moderate



DAZEY CHURNS
Satisfaction Guaranteed.

The Test That Tells



Directions For Making 2 lbs. of Merged Butter From 1 lb. of Butter and 1 Pint of Milk

1st. Pour the milk into the glass jar of the merger, then add one teaspoonful of fine salt (more or less to suit the taste).

2nd. Cut the butter into thin slices and put in jar with the milk.

3rd. Set the jar with its contents into a pan of as hot water as you can bear your hand in with comfort, and allow to remain until the butter softens, but not long enough to melt. This can best be determined by feeling the butter with a spoon.

4th. As soon as the butter is soft enough, remove jar from water, screw on top, and turn handle fast until all butter and milk is thoroughly mixed. Now remove the top and empty the butter into a bowl (do not work it), then set in a cool place to harden.

You will now have two pounds of merged butter; sweet, wholesome and nutritious, and preferred by many to creamery butter.

Should the yellow color of creamery butter be desired, add to the milk before churning, ten to fifteen drops of Dandelion Vegetable Butter Coloring Extract; for sale by most grocery and drug stores.

We now have a well assorted stock of all numbers and can make prompt shipments.

It takes mighty little effort to sell
Dazey Churns

LEWIS BROS., LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS

If interested tear out this page and place with letters to be answered.



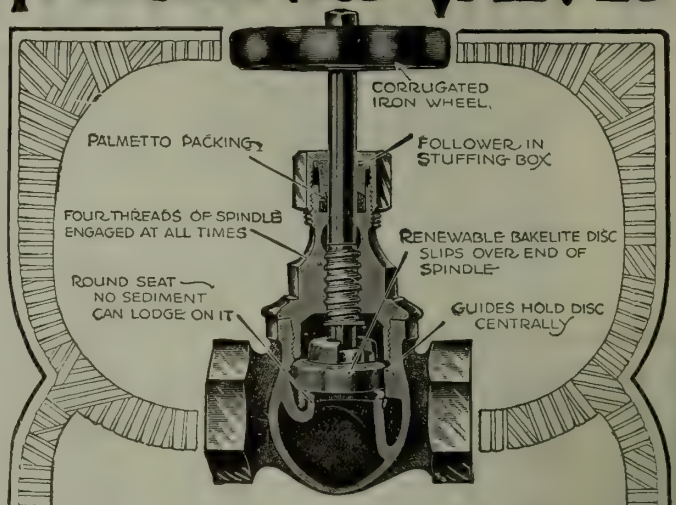
Priest's Toilet Clippers

Making Clippers for fifty years has given us an experience that reflects in the quality of our line. Ask your jobber about Priest's Clippers.

A. MacFarlane & Co. Montreal, Canada
Wiebusch & Hilger, Ltd. New York City

Selling Agents

FAIRBANKS VALVES



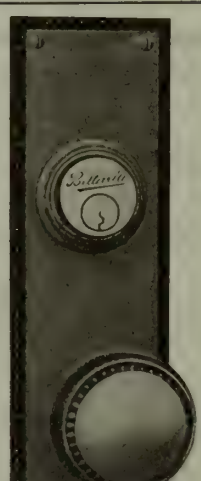
Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto: Hamilton, Windsor, Winnipeg, Saskatoon, Calgary Vancouver, Victoria.



"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

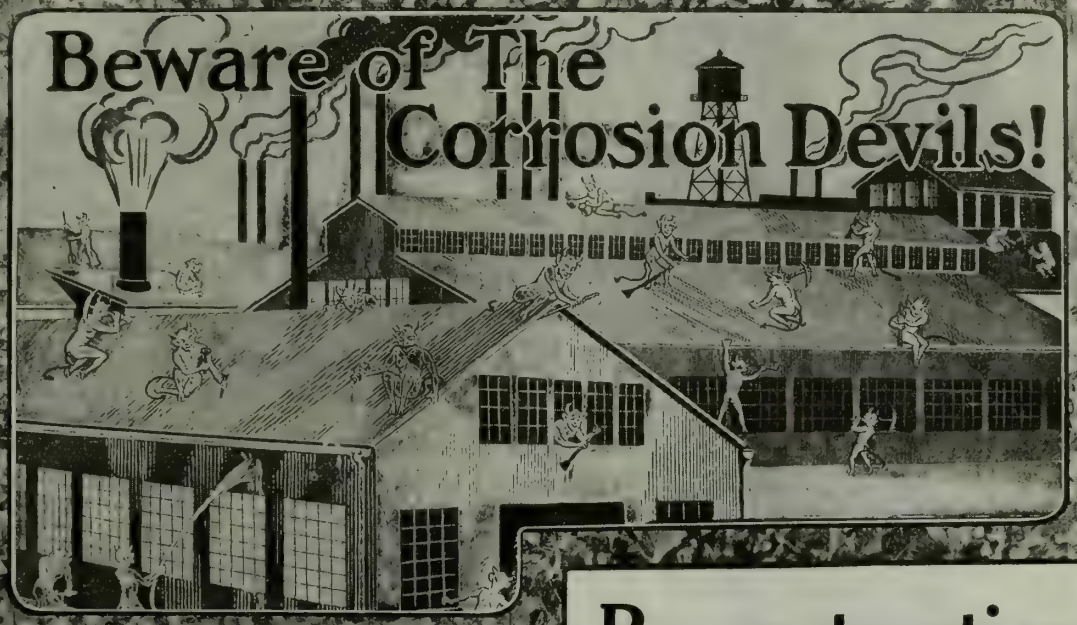
"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company

BELLEVILLE ONTARIO

Beware of The Corrosion Devils!







Corrosion Destroys
The metal. The labor for forming and applying it. The usefulness of structure or machine. Perishable merchandise — whose protection is destroyed.

Reconstruction

IN the face of war conditions and the tremendous demand for iron and for labor, corrosion has been destroying thousands of tons of metal daily and with it the labor used for forming transportation and application.

Now that the war is over, reconstruction is in order.

Where Toncan Metal was used for sheet metal work, repairs are not likely to be needed.

The use of Toncan Metal for repairs or replacements will insure their permanence.

Our book "Corrosion—The Cause—The Effect—The Remedy" tells why Toncan Metal Lasts—write for it.

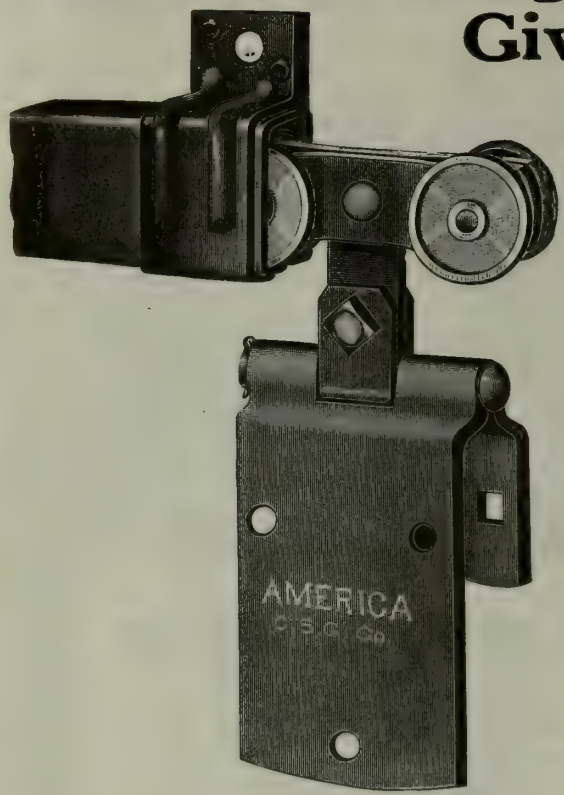
The Pedlar People, Limited
Oshawa, Ontario
Canadian Distributors

The Stark Rolling Mill Co., Canton, Ohio
Sole Makers

TONCAN METAL
RESISTS CORROSION

If interested tear out this page and place with letters to be answered.

America Hangers Sell Easily and Give Life-time Service



The roller bearing tandem truck hanger is constructed entirely of steel and built to carry heavy doors.

The adjusting screw below the track is always accessible and allows increasing or decreasing the space between door and building.

The detachable drop strap permits door to swing out at right angles and prevents tearing down.

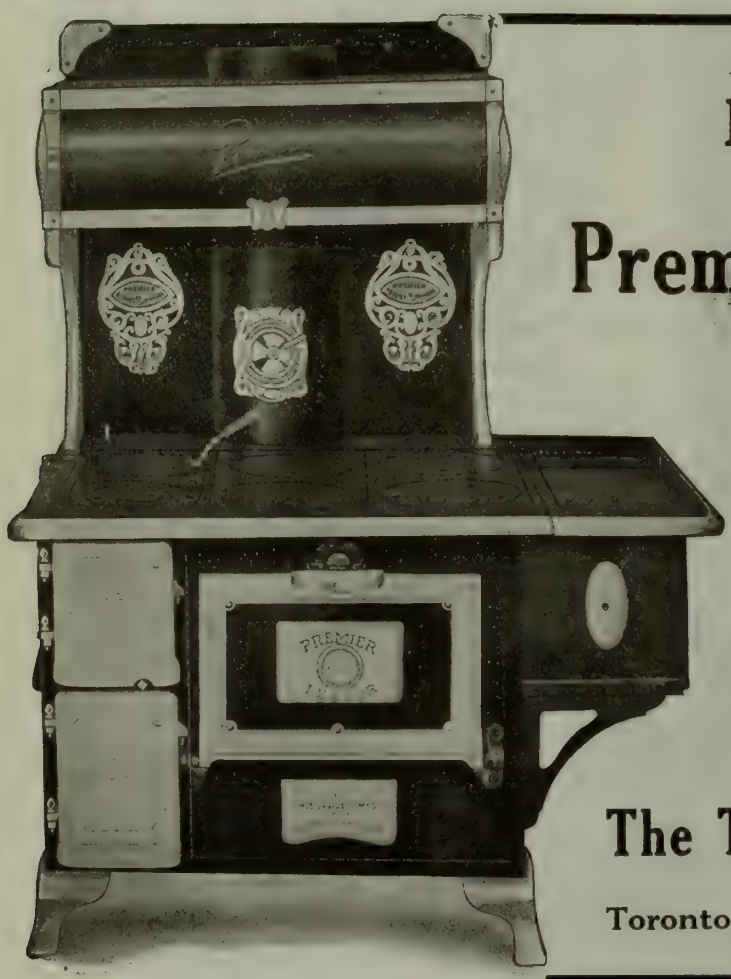
America hangers run on the famous Hatch Trolley Track, supported with corrugated brackets.

Swing in to-day. Hitch your efforts to the biggest selling, profit-making line of door hangers.

Manufactured by

Canada Steel Goods Company
LIMITED

HAMILTON, CANADA



DAVIDSON'S
POPULAR
Premier Leader Range

is a range that is built to supply the demand of a high-grade steel range at a popular price.

It is just as fully guaranteed, as to its baking and economical operating qualities, as our higher-priced ranges.

There is a "Premier" to meet every demand, whether for a steel or cast range, one fully dressed or strictly plain. The "Premier Leader" is made square or with reservoir.

The Thomas Davidson Mfg. Co.
Limited

Toronto Montreal Winnipeg

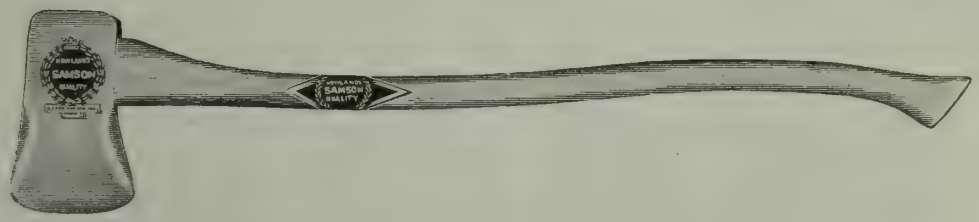
If interested tear out this page and place with letters to be answered.



"SAMSON" CHOPPING AXES

The Crucible steel bit, the careful tempering and testing, the high-grade workmanship, have built a reputation which makes the "Samson" Axe one that you can sell to your customers with absolute satisfaction.

ABSOLUTELY GUARANTEED.



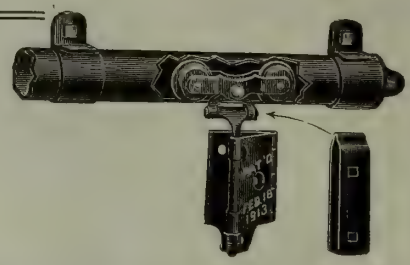
H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

If interested tear out this page and place with letters to be answered.

Encased in a Weather-Proof Tube



—that's the track feature of the **Allith Flush Barn Door Hanger.**

It makes a wind-proof door, inasmuch as it allows the door to swing into the opening, thus preventing wind from penetrating around the edges. The neck is storm-proof, and this is a real benefit during a Canadian winter—no ice and snow to throw or block the hanger.

This hanger is the latest idea, works automatically, may be used as an ordinary or flush hanger by a simple operation.

This is one hanger you should not be without.

Allith Manufacturing Co., Limited

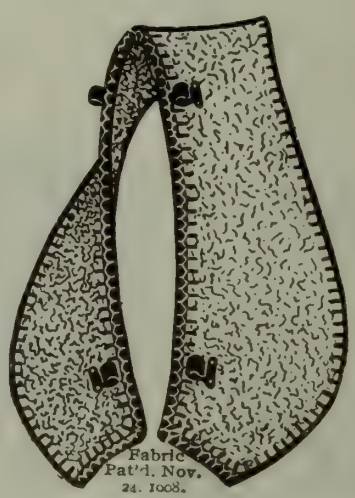
HAMILTON, CANADA

TRADE MARK

Ventiplex PADS

---Promote Efficiency

Ventiplex Pads, Housing and Saddle Blankets are a necessity to the welfare and efficiency of every team or "single" in your community. It's up to you to let your customer know it (if he does not already know it), and increase your profits in boosting this quality line. Guaranteed to give absolute satisfaction in wear and price.



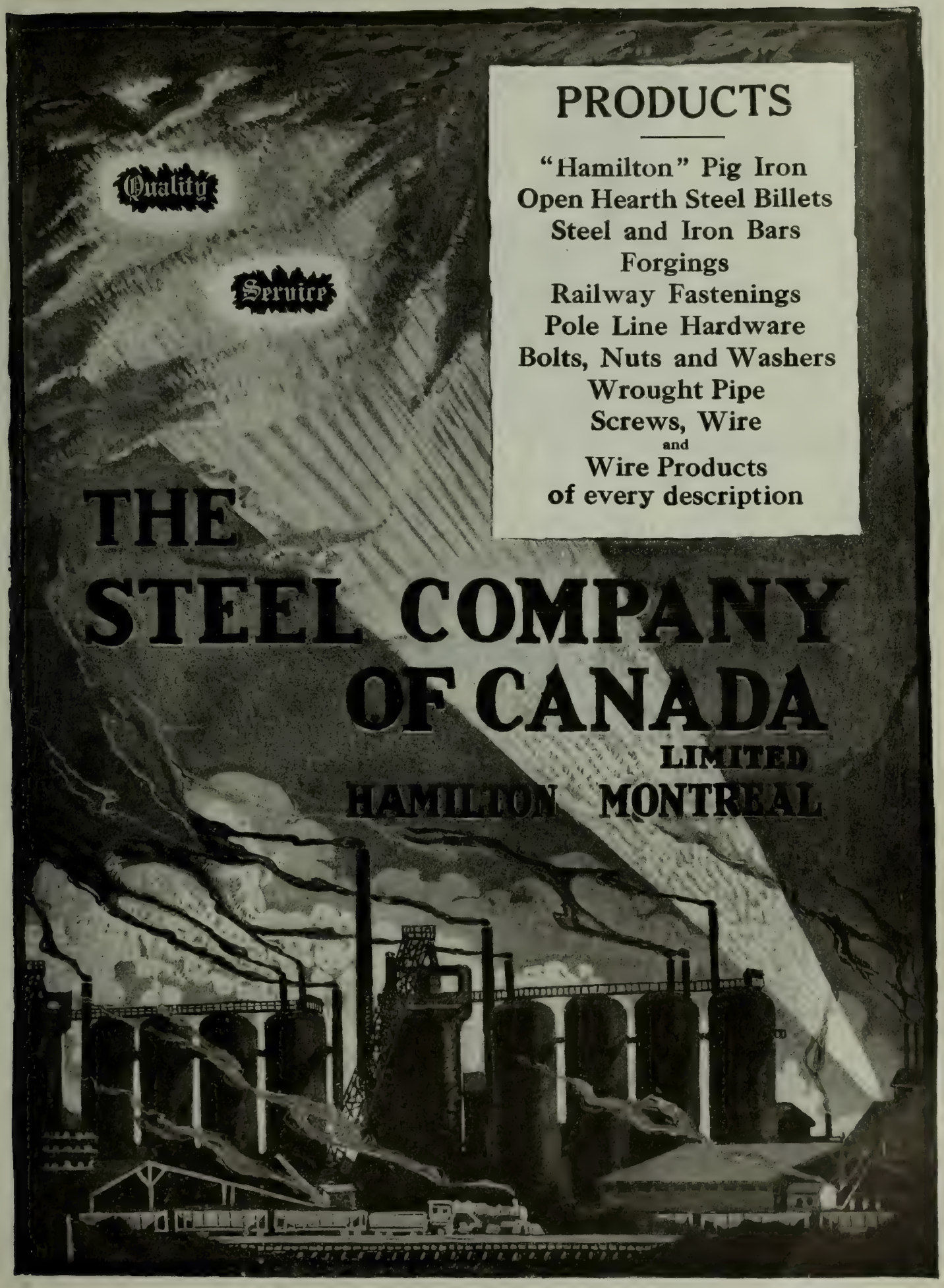
By Lessening Liability In Gall Sores!

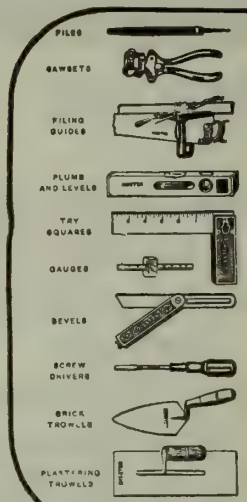
Remember, be sure and specify "Ventiplex" in your order.

Burlington Windsor Blanket Co., Ltd.

793 King West, TORONTO

If interested tear out this page and place with letters to be answered.


Quality
Service
PRODUCTS
"Hamilton" Pig Iron
Open Hearth Steel Billets
Steel and Iron Bars
Forgings
Railway Fastenings
Pole Line Hardware
Bolts, Nuts and Washers
Wrought Pipe
Screws, Wire
and
Wire Products
of every description
THE
STEEL COMPANY
OF CANADA
LIMITED
HAMILTON MONTREAL



The
SAW or TOOL
with "DISSTON" on it
is Guaranteed
SUPERIOR in QUALITY and FINISH
to any saw or tool
without "DISSTON" on it.

"If you want a Saw or Tool it is best to get one with a name on it which has a reputation. A man who has made a reputation for his goods knows its value, as well as its cost, and will maintain it."



1840

Henry Disston

HENRY DISSTON & SONS, INC.

KEYSTONE SAW, TOOL STEEL AND FILE WORKS

TORONTO, - CANADA

PHILADELPHIA, U.S.A.

NAILS

Wire Nails

All Standard and Special Gauges

Nail Wire, Rivet Wire

Oiled and Annealed Wire—Galvanized Wires
Plain Barbed and Coiled Spring.

WIRE

Dominion Iron & Steel Company, Ltd.

SYDNEY, N. S.; MONTREAL, QUE.

If interested tear out this page and place with letters to be answered.



WILT

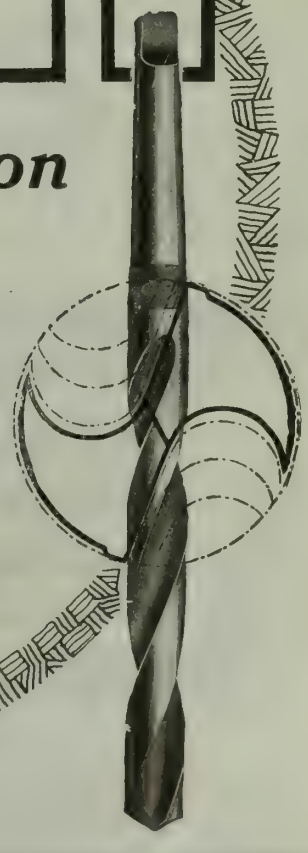
High Speed and Carbon Twist Drills

Not The Ordinary Kind

Wilt rigid inspection tests assure your customer of **perfect** "Drill Service."

Each Wilt High Speed and Carbon Twist Drill that leaves the factory is thoroughly tried and inspected—**passed only after its quality and worth have been rigidly put to the test.**

Build your future business on a solid foundation. Sell Wilt products.



Wilt Twist Drill Co. of Canada, Limited

WALKERVILLE, ONTARIO

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England.

Where there's a WILT— There's the Way

If interested tear out this page and place with letters to be answered.

NOW THAT LABOUR COSTS ARE HIGH

Shop superintendents are seeing to it that their men don't waste time and labour with inefficient tools.

They find it much cheaper to give a mechanic a new file than to have him waste time working with a file that has passed its "efficient point."

They find it pays to buy Standard quality tools because they give the best results for the longest period of time.

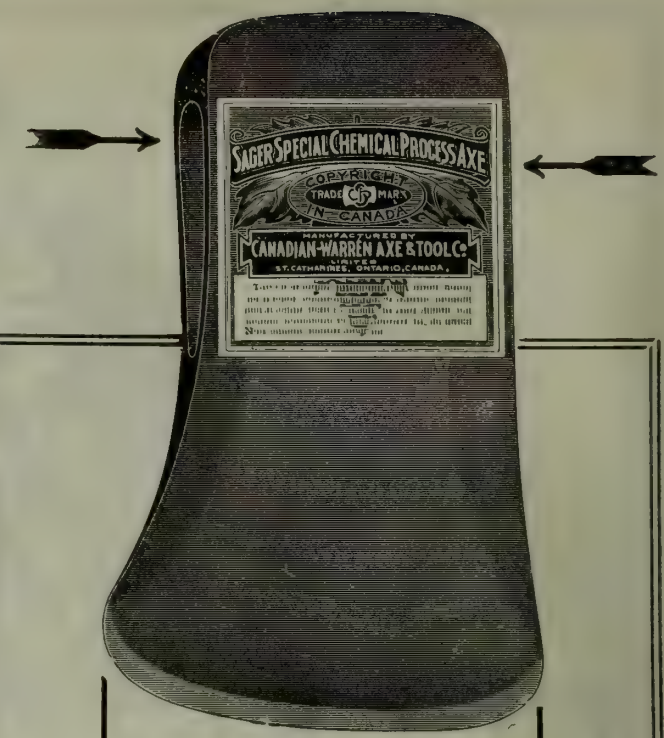
They recognize "Famous Five" as the standard quality files.

Consequently the dealer who sells "Famous Five" files gets their trade.

That's why you should specify "Famous Five" when ordering from your jobber.

They are:





WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"

AND

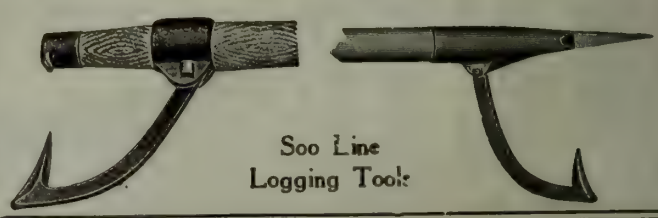
"SOO LINE" LOGGING TOOLS?

GET THE HABIT.

(AND THE PROFIT)

Canadian Warren Axe & Tool Co.
LIMITED

ST. CATHARINES, ONT.



Soo Line Logging Tools

If interested tear out this page and place with letters to be answered.

"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

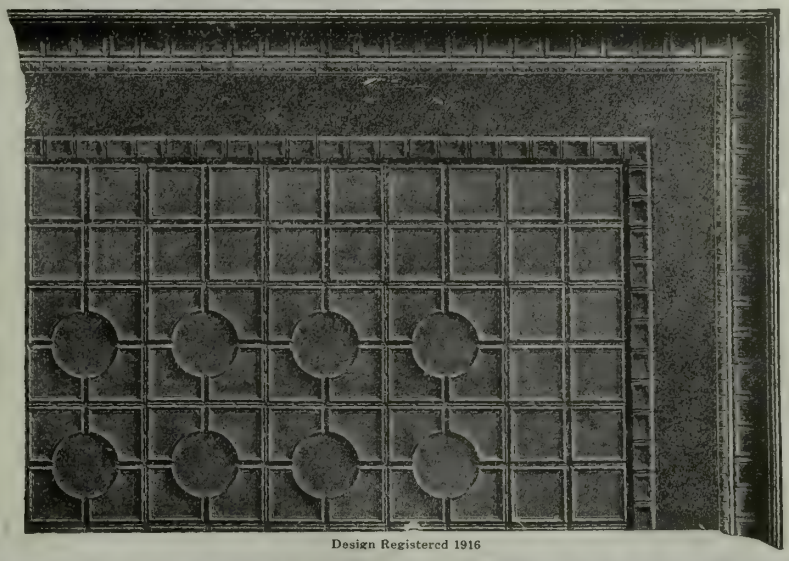
About 3 Stores Out of 5

are good prospects right now for "Metallic" ceiling and Wall plate repair or alteration jobs.

Don't let the lath and plaster or wall paper man beat you out — you've got it over him 40 ways with "Metallic." We'll help you land the business.

Send to-day for illustrated catalogue and full particulars.

Stock carried by
GEO. W. REED & CO., LTD.
37 St. Antoine St., Montreal



Design Registered 1916

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger profit*. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

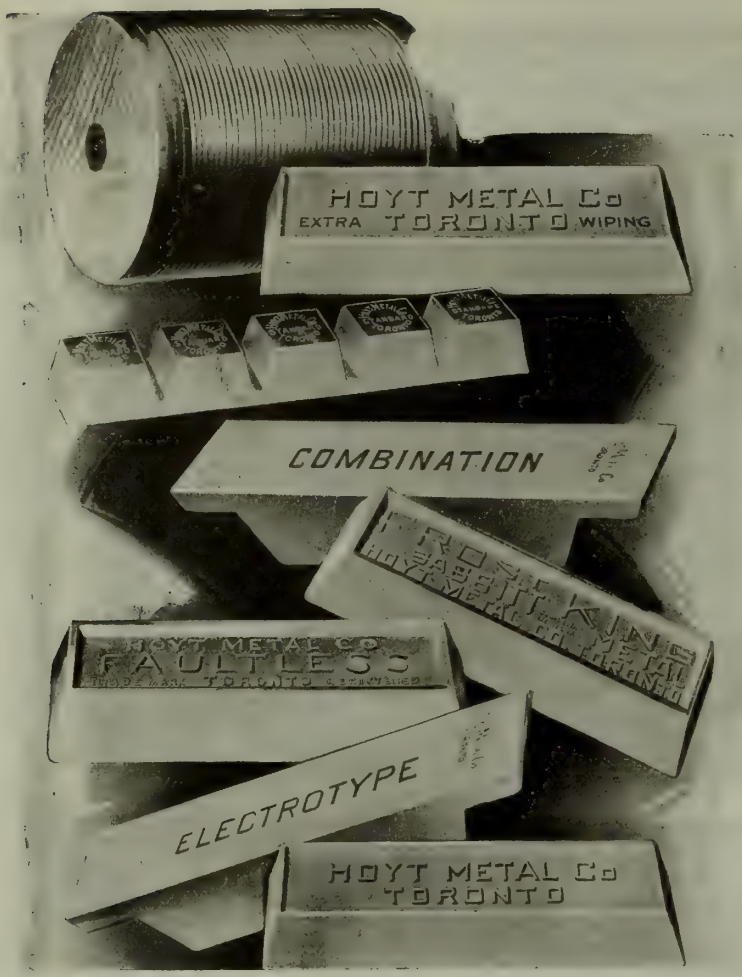
Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

If interested tear out this page and place with letters to be answered.



If You're Ever Asked For A Lead Specialty—

Our large plant and enormous business have been built up chiefly through our ability to supply exactly what our customers want—**when they want it.**

We are makers of the best Babbitt obtainable anywhere, also

Bar and Wire Solder,
Sheet Lead
Came Lead

and specialties of all kinds.

If you're ever asked for a lead specialty—something out of the ordinary in mixed metals, write at once to

HOYT METAL COMPANY
TORONTO, CANADA

London, Eng. **St. Louis, Mo.**
New York, N.Y.

Reed's *Economy* Rotary Ash Sifter

"Made Better so as to Sell Better"



New features in Reed's Economy Rotary Ash Sifters make it hard to beat, from quality finish and customer satisfaction point of view.

The Economy Sifter is made of heavy galvanized steel. Of the same dependable standard famous in other Reed products.

Manufactured by

Geo. W. Reed & Co., Limited
37 St. Antoine Street, Montreal

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

SMART'S PUMPS



Cistern, Force and Well Pumps of all kinds.

Red Wing Pumps a specialty.

Write for our complete pump catalogue

THE JAMES SMART PLANT
BROCKVILLE, ONT. WINNIPEG, MAN.

If interested tear out this page and place with letters to be answered.



A Large Capacity Washing Machine A Quick and Thorough Cleanser-- With a Reliable Firm Behind It!

You can guarantee the "Stephenson" patent washing machine to **thoroughly cleanse** 75 to 100 napkins in **five minutes**—40 to 50 towels in the same time. Sheets, Shirts, Bed Clothes, etc., in proportionate length of time.

The machine turns the clothes—distributes the soap—and does the washing itself.

Each Machine Fully Guaranteed.

Of the same good quality as in other T-F. Products, with a reputation that boosts sales in preference to other less reliable washers on the market.

Write for particulars.

TAYLOR-FORBES COMPANY, LIMITED

GUELPH, CANADA

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

DIRECTOR OF EXHIBITS

SECTY OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



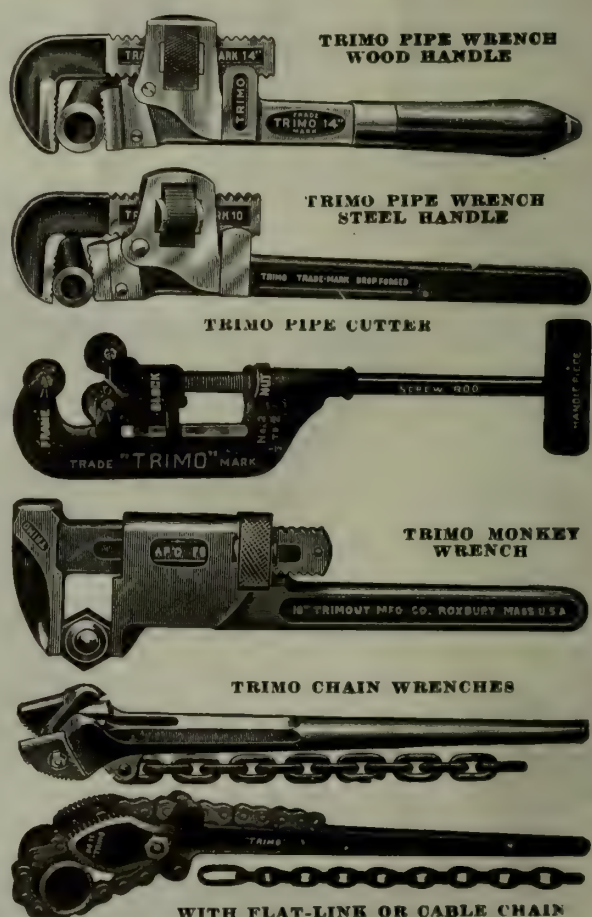
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



If interested tear out this page and place with letters to be answered.



Take In More Profit On Every Dry Cell You Hand Out. I'll Tell You How

W. M. Turnley, Manager
The Dominion Battery Company, Limited

I'LL not only tell you how to make a bigger profit on each sale but also **how to make more sales;** how to corner the battery business in your community and **hold it**—with RELIABLE Dry Cells.

Every time you sell a RELIABLE Dry Cell you hand the customer a surprise package. For RELIABLE Dry Cells **give longer intermittent** service than the buyer is accustomed to get. Many extra hours of service are crowded into RELIABLE Dry Cells.

As a retailer you'll like the way RELIABLE Dry Cells are sold—always through the regular channels of trade; never by mail order houses or from the factory.

Write to-day for Profit and Business Increasing Plan.

THE DOMINION BATTERY COMPANY
Limited

736 Dundas Street East **Toronto**

"Lively and Lasting"

NO BETTER LAMPS ARE SOLD THAN THESE CANADIAN MADE

Northern Light

"MAZDA" LAMPS

They embody all that the word "MAZDA" implies.

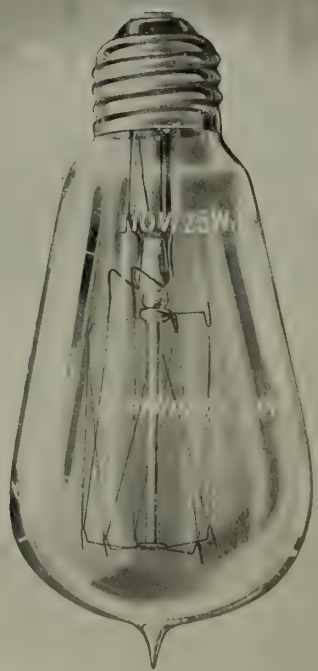
They are made in all standard sizes for domestic and industrial use.

The distinctive cartons in which these lamps are packed are especially suited to attractive window displays.

They are carried in large quantities in each of our nine distributing houses.

Dealers net bigger yearly profits from the sale of these quality lamps than from inferior brands.

IT PAYS TO SELL THE BEST.





Northern Electric Company

LIMITED

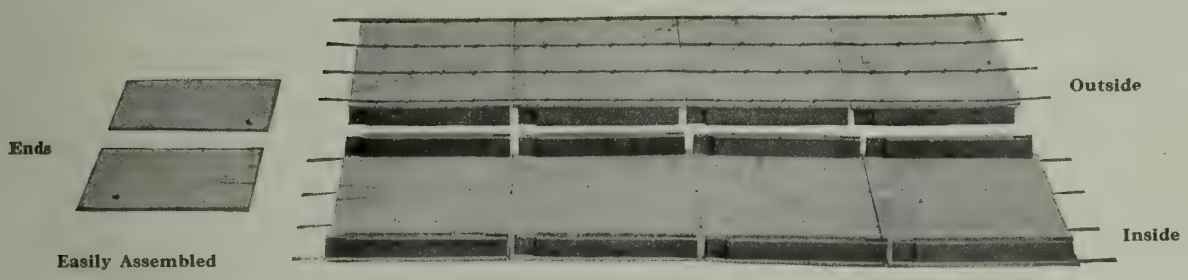
MONTREAL HALIFAX OTTAWA TORONTO LONDON WINNIPEG
REGINA CALGARY VANCOUVER

EQUIPMENT FOR EVERY ELECTRICAL NEED

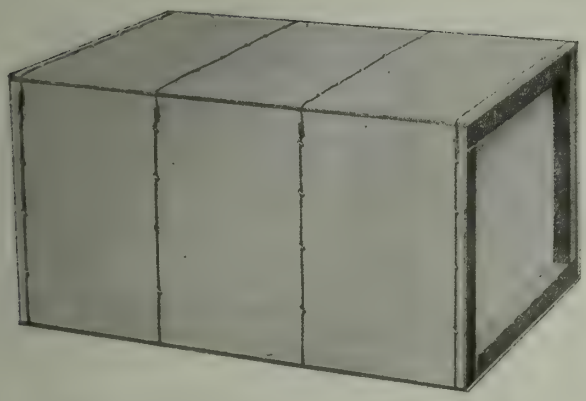
Simplify your Packing Case problems with

4-One Wirebound Boxes

Famous for Economy



VIEW SHOWING BOX IN KNOCK-DOWN



VIEW SHOWING BOX READY FOR SHIPMENT

4-One Wirebound Boxes are the safest and most practical means by which to ship your product.

LIGHT, STRONG and SECURE, they make possible a big saving in Freight Charges.

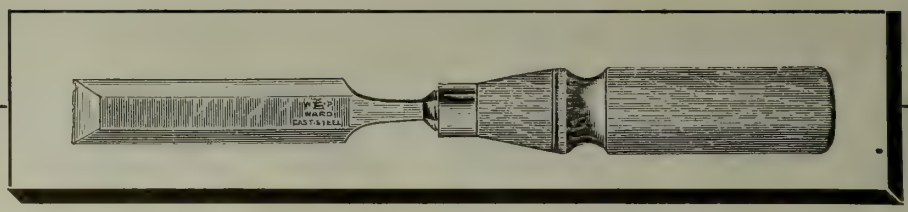
Prevents your goods from being damaged and pilfered while in transit.

Try shipping the 4-One way. Prove how superior they are to other packing cases.

CANADIAN WOOD PRODUCTS LIMITED

TORONTO

If interested tear out this page and place with letters to be answered.



ALWAYS IN DEMAND

WARD & PAYNE'S

CELEBRATED LIGHT EDGE TOOLS

Every user of Chisels, Gouges and other light edge tools has supreme confidence in Ward & Payne products. Known the world over for the excellence of their serviceable qualities.

Anvil Brand products have stood the test of a 100 years.

W P

Largest Makers of Light Edge Tools in the World.

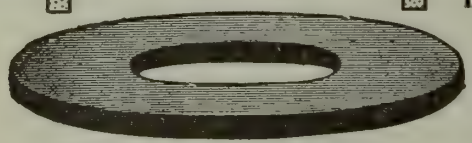
WARD & PAYNE, SHEFFIELD
CABLES: WARD, SHEFFIELD

ALEXANDER GIBB, 3 St. Nicholas St., Montreal
SHERMAN F. AINSLIE, Spadina Avenue, Toronto
ANTHONY ERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



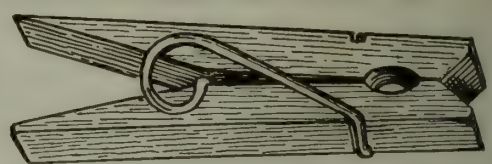
Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

The Megantic Broom Mfg., Co., Ltd.
Manufacturers of Brooms and Clothes Pins





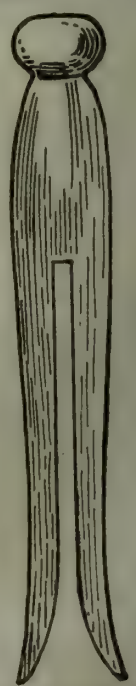
Lake Megantic, Que.

Represented by

Boivin & Grenier, Québec.
Delorme Frère, Montréal.
J. Hunter White, St. John, N.B.
H. D. Marshall, Ottawa.
Harry Horne Co., Toronto.
Tomlinson & O'Brien, Winnipeg.
Oppenheimer Bros., Vancouver.

These agents have always a stock on hand sufficient to satisfy the demands of clients in their territory.

Satisfaction on these three lines guaranteed.



If interested tear out this page and place with letters to be answered.

What dealers say of the Plymouth Plan

¶ Mr. James A. Spilman, Rolla, Missouri, says: "I received the Rope-by-the-Foot Schedule Card some time ago and am using the plan regularly in our rope sales.

"I find it a *great help* for so many customers ask for so much rope and want to know the cost in advance. The entire force appreciates and uses this plan."

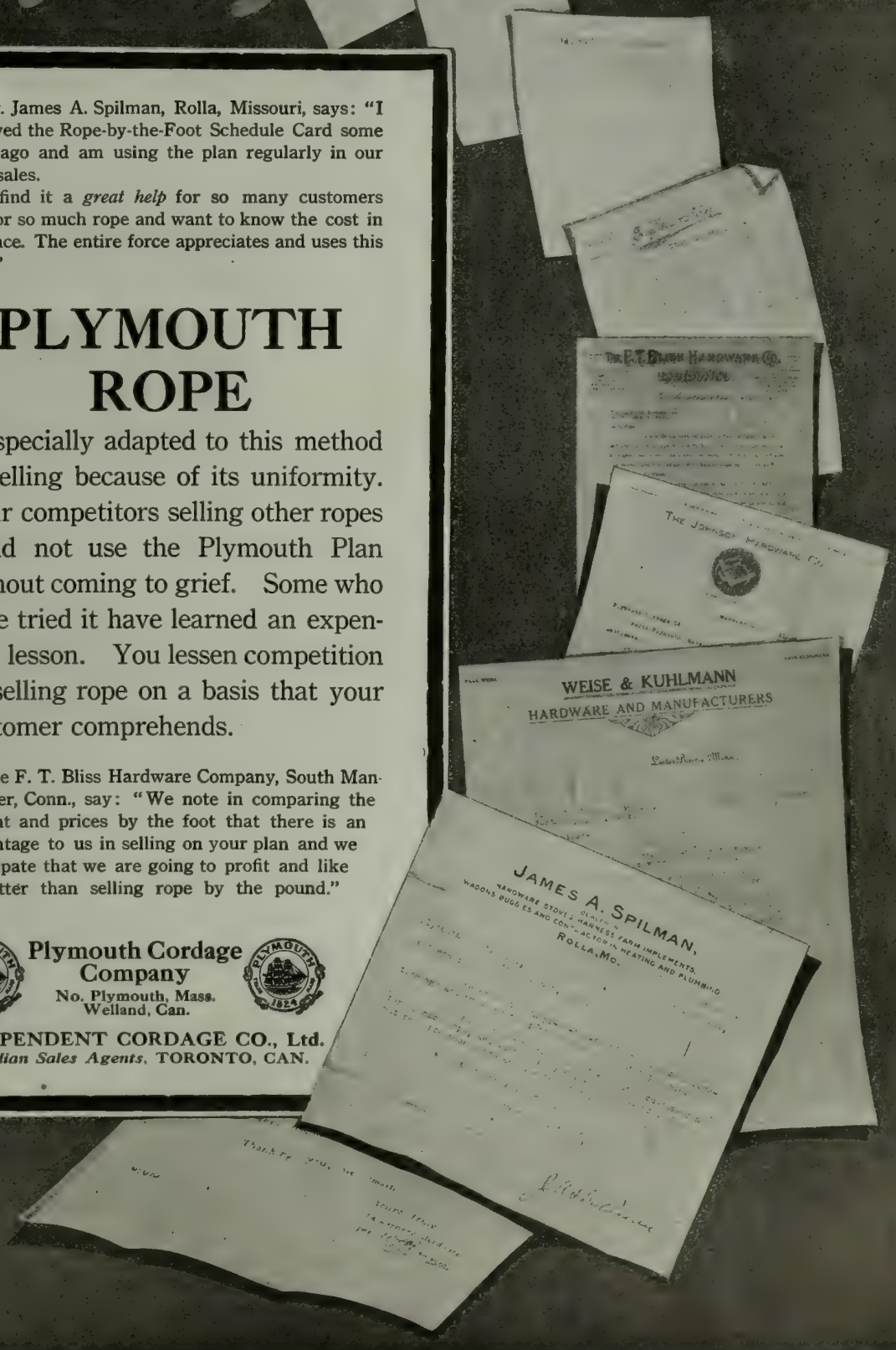
PLYMOUTH ROPE

is especially adapted to this method of selling because of its uniformity. Your competitors selling other ropes could not use the Plymouth Plan without coming to grief. Some who have tried it have learned an expensive lesson. You lessen competition by selling rope on a basis that your customer comprehends.

¶ The F. T. Bliss Hardware Company, South Manchester, Conn., say: "We note in comparing the freight and prices by the foot that there is an advantage to us in selling on your plan and we anticipate that we are going to profit and like it better than selling rope by the pound."

Plymouth Cordage Company
No. Plymouth, Mass.
Welland, Can.

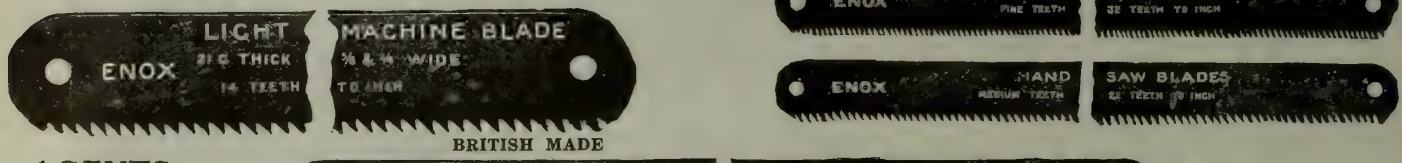
INDEPENDENT CORDAGE CO., Ltd.
Canadian Sales Agents, TORONTO, CAN.



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ENOX HACKSAW BLADES

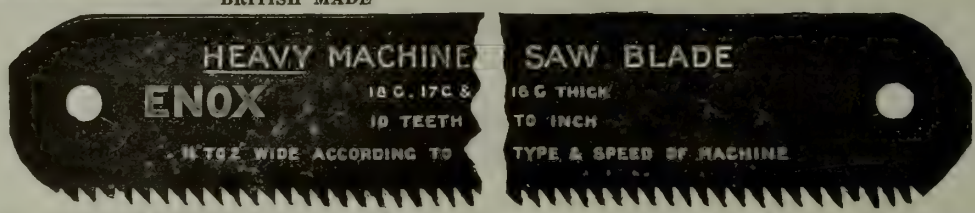
ARE THE BEST



BRITISH MADE

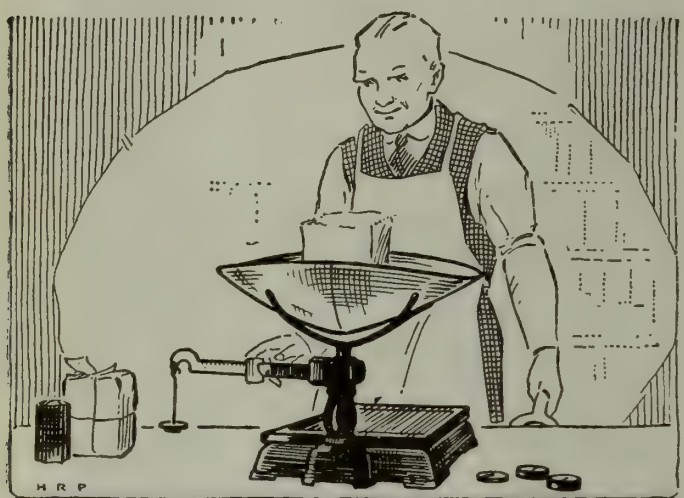
AGENTS IN CANADIAN TOWNS WANTED

AN ENTIRELY BRITISH COMPANY



Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10



Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.

TAPATCO

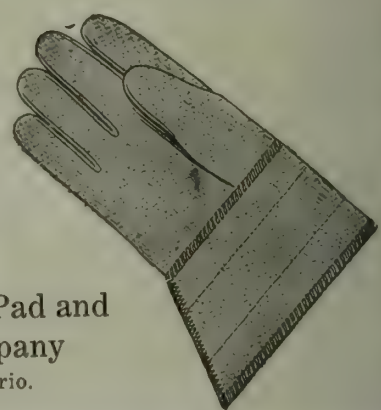
REGISTERED TRADE MARK BRAND



Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction.

There's a TAPATCO style and weight for every purpose. Show an assortment in your windows.



The American Pad and Textile Company

Chatham, Ontario.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

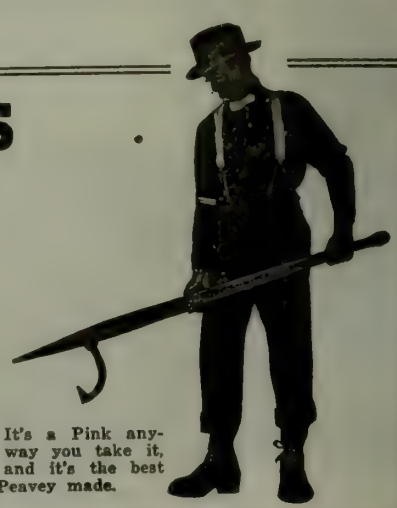
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO



It's a Pink anyway you take it, and it's the best Peavey made.

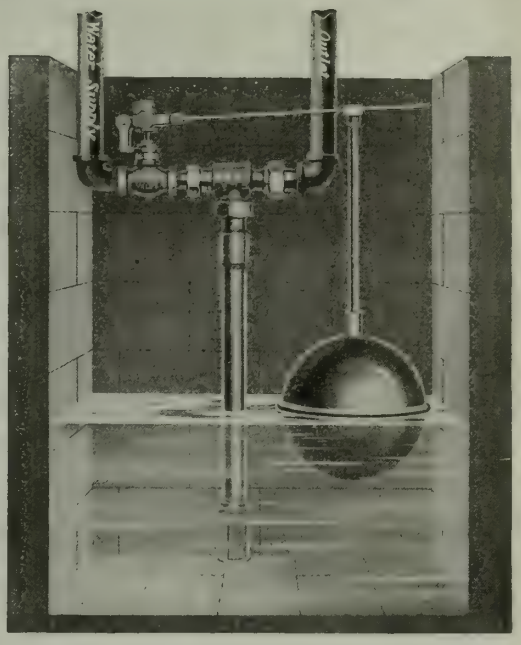
Morrison Cellar Drainers—

are guaranteed to give service too severe for other drainers.

The operating limits of most types of cellar drainers range from 15 to 18 feet lift. The Morrison cellar drainer will lift as high as 30 feet at 60 lbs. pressure.

Morrison Cellar Drainers are automatic in operation, dependable, and require no attention when once adjusted.

All working parts above water. Nothing to get out of order.



Order from

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide St. W., Toronto

Three Reasons for your Selling "Correct" Lamp and Lantern Burners

FIRST: They give such a nice bright light, your Customers, after they buy their first "Correct" Burner will buy no other—Bigger Sales.

SECOND: Every "Correct" Burner is guaranteed absolutely satisfactory, in every respect, or your money back—No argument on this point.

THIRD: You are giving your Customers the best money can buy —Something to talk about in these times of high prices.

THE BURNER WITH THE PATENTED FLAME SPREADER

MANUFACTURED ONLY BY

The Schultz Manufacturing Co., Limited

HAMILTON - CANADA

Sold by all leading Wholesalers and Jobbers.
Give us the name of your Wholesaler and we will send you a sample.

If interested tear out this page and place with letters to be answered.

Williams' "Vulcan" Drop-Forged Safety Lathe Dogs



In Stock:
Bent and Straight Tail
1 or 2 Screws
16 Sizes
3/8 to 6 Inches Capacity
Booklets with your imprint if desired.

J. H. Williams & Co.
"The Drop-Forging People"
30 Richards Street, Brooklyn, N.Y.

The A. G. Low Co., Ltd.,
30 Pacific Ave., Saskatoon, Sask.,
Agents for Manitoba, Saskatchewan, Alberta and British Columbia

WANTED

Fall Orders for Hardware such as follows:

Snow Shovels,
Lanterns and Globes,
Weather Strip,
Axes, Mitts and Gloves

A good stock on hand, and orders promptly shipped.

Thos. Birkett & Son Co. Ltd.
Wholesale Hardware Merchants
Ottawa Ontario

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



Gold Medals Grand Prix

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E.C.
Address correspondence to TRINITY WORKS, SHEFFIELD



Again in Demand

The wooden tub is back—the high cost of the metal tub is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

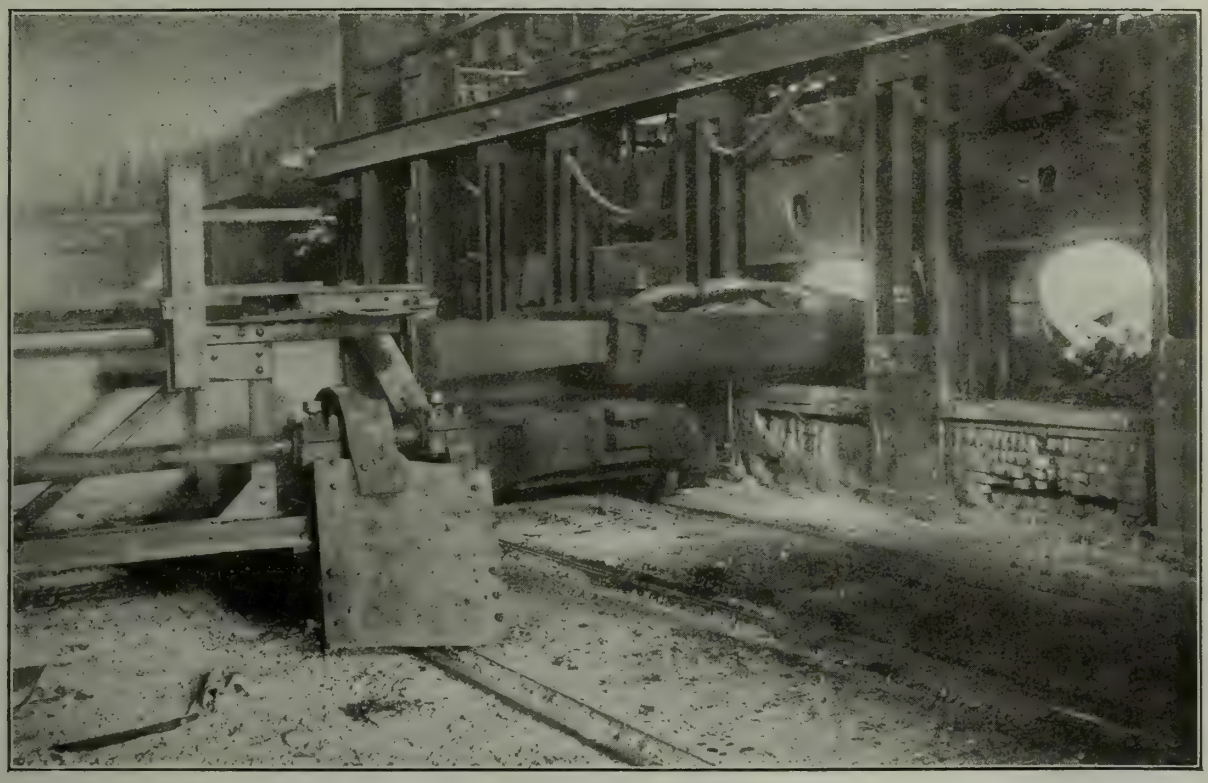
Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue.

The Wm. Cane & Sons Company, Ltd
Manufacturers NEWMARKET, ONTARIO

If interested tear out this page and place with letters to be answered.

ARMCO IRON Resists Rust



Charging of Open Hearth Furnaces at the American Rolling Mill Company, Middletown, Ohio.

MODERN SCIENCE AND DURABLE ARMCO IRON

Oxygen is a good thing in the air we breathe, but a poor thing in iron. It is nothing short of a vicious impurity in iron or steel, with respect to rust-resistance and working properties.

It occurs in combination with iron or with metallic impurities as a solid, or as a gaseous compound with carbon existing in the form of tiny bubbles and blowholes.

In either case it must be kept within the lowest possible limits if the iron is to be durable under conditions of exposure.

The latest scientific apparatus are employed by the Research Department at Middletown for rigidly checking the oxygen content of Armco Iron.

In this and all other respects, Armco Iron must justify the faith and confidence of the public in its rust-resisting properties as an iron that's "made to last."

Armco Iron Blue Annealed, Black Galvanized, Polished and Locomotive Jacket Sheets, Roofing, Pipe and Metal Lath

OPEN HEARTH STEEL CASTINGS TO SPECIFICATIONS

300 lbs. to 80,000 lbs.

PROMPT SHIPMENTS

Our specialties are: Rolling Mill and Steel Works Castings, including annealing boxes and bottoms. Ship, dock, machinery, railroad, mine, engine, crane and miscellaneous heavy castings.

The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

The American Rolling Mills Company

MIDDLETOWN, OHIO

Licensed Manufacturers Under Patents Granted to The International Metal Products Co.

Branch Offices at New York, Washington, Atlanta, Pittsburgh, Chicago, Cincinnati, Cleveland, Detroit, St. Louis, San Francisco and Buffalo.

If interested tear out this page and place with letters to be answered.

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.



4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

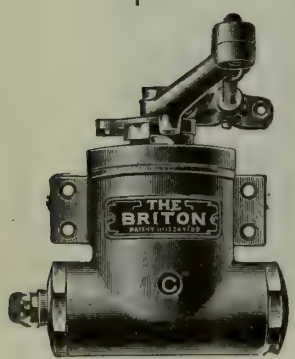
NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

Newman's Lines

give an abundance of profit and satisfaction.



The "BRITON" Door Check and Spring.

Spring Hinges
Floor Hinges
Door Checks and Springs of all kinds
Panic Bolts
Fanlight Gearing, Etc.

Be sure to get lists and full particulars now.

WM. NEWMAN & SONS, LIMITED

Birmingham, England

Enquiries to:

Frederick Sara & Company
Calgary, Alta.



Rod Spring.

P X H

TRADE MARK

ONE of the largest buyers of tools in the Dominion said to us the other day, "After the war we shall sever many business connections we have been obliged to make in order to keep our stock in shape for our customers. The manufacturer who has in these past four years kept up the quality of his product in spite of the temptation to sacrifice quality for quantity output is the only man with whom we shall maintain business relations."

Which is sound "Hoss Sense"

Confidence is the basis of all trade, and a buyer can only place reliance on the product which has stood up under the war strain.

P.H. and Imperial Files have been and will be marketed solely on the basis of service.

"THEY CUT FASTER AND WEAR LONGER"

Port Hope File Mfg. Co.

LIMITED

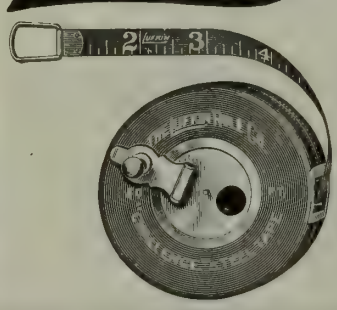
PORT HOPE - - ONTARIO

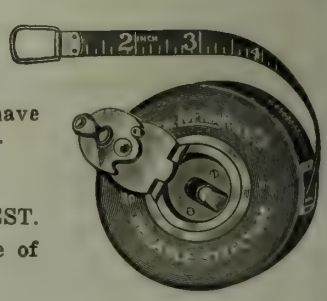
"Ask Your Jobber"

IMPERIAL

TRADE MARK

LUFKIN Measuring Tapes





are the market's staple in their line, and while guaranteed, have a reputation for dependability better than any guarantee.
ACCURACY is the backbone of that reputation.
Our tapes are well fitted in every way to do their work.
ON SALE EVERYWHERE. CATALOGUE ON REQUEST.
Ask also for circular of *Instantaneous* Readings, one of the many improvements brought out by us.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

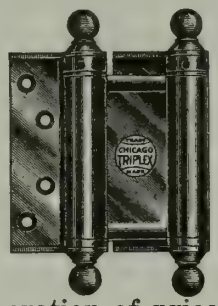
A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK NEW YORK

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

Manufacturers
OF

WIRE

HEADQUARTERS FOR

Wire Bale Ties

LARGEST CAPACITY AND STOCK IN CANADA

Prompt Shipment

LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA

Winnipeg Toronto Montreal
London, England

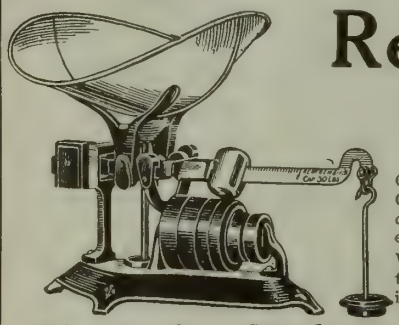
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Show Her the Way

FOR goodness' sake, cries the average housewife, show us how to save money out of the deluge of sky-high prices for meats, sugar, flour—everything. And seldom a thought has she of what a tidy sum can be saved every little while by checking up the honest mistakes of grocer, butcher, etc. Show her.

Just a bit of enterprise, pushing the Renfrew Scale to the front—displaying it—and showing her how it soon pays for itself will stir up a tidy lot of sales worth while. Right now is the "psychological moment."

Clinch your sales by showing the Government Inspector's Certificate of correct weights accompanying every Renfrew. Scales supplied in black or all nickel-plated finish. The



Renfrew

HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs. Government inspector's certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.

Eastern Branch: Sussex, N.B.

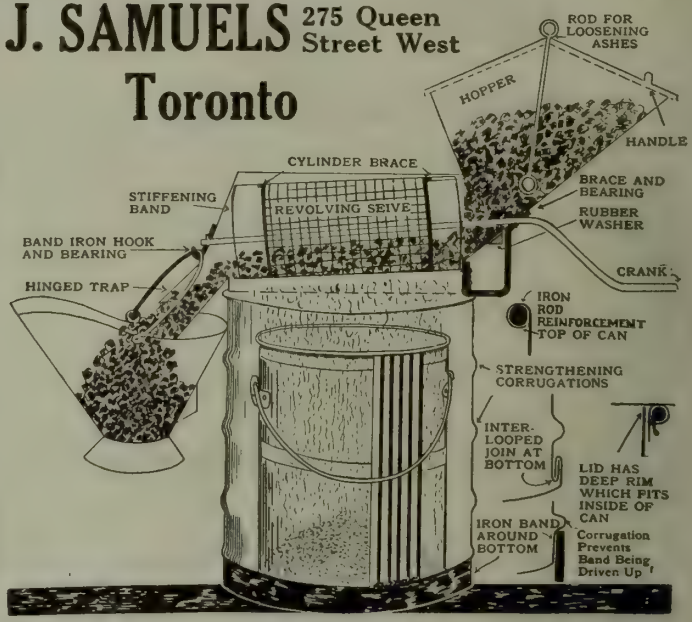
Western Representatives: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.

THERE is only one Samuels' Sifter. It is the only Ash Sifter on the market with all the latest improved features that eliminate work and dust and save time and wear. The Samuels' sells at ordinary prices.

Order from your Jobbers

J. SAMUELS 275 Queen Street West Toronto



Stanley Tools



"STANLEY VISES"

Made in Canada

To increase your small Vise business, put in a line of "JERSEY" VISES.

They are a necessary addition to the Tool Kit of every Mechanic, Amateur and Householder.

Made with either Clamp or Swivel Bases, with iron or steel jaws, and in six sizes.

Send for special circular containing complete description of all styles, also an attractive display card.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



"KEYSTONE"

The name for Quality in

Stable Brushes

Stable men appreciate the point about Keystone stable brushes—the bristles stick in, and the backs won't break.

Further than that, the bristles resist hard treatment in a remarkable manner—that's quality, and a stable man appreciates it.

Are you handling the "Keystone" Line?

Write for prices, etc.

Stevens-Hepner Co., Limited
Port Elgin, Ontario

If interested tear out this page and place with letters to be answered.

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

A NOVELTY FOR YOUR XMAS TRADE

WENTWORTH WELL WORTH

OCTAGON JARDINIERE



Retails at $2.00

Body drawn from one piece of heavy sheet brass, stamped legs. Write for prices of full line of brass and nickel goods.

WENTWORTH MFG. CO., LIMITED

HAMILTON, CANADA

"White"

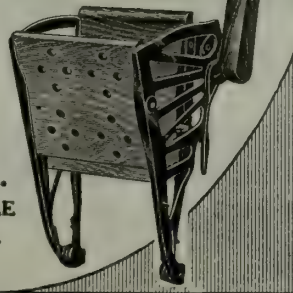
MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.



Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use—often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.

FULTONVILLE N.Y.

Are You Ready

for good business

BOOK your orders NOW

for

White Spruce Butter Tubs

N.B. Egg Carriers

H.D. Egg Crates

Brooms and Brushes

Fruit Jars

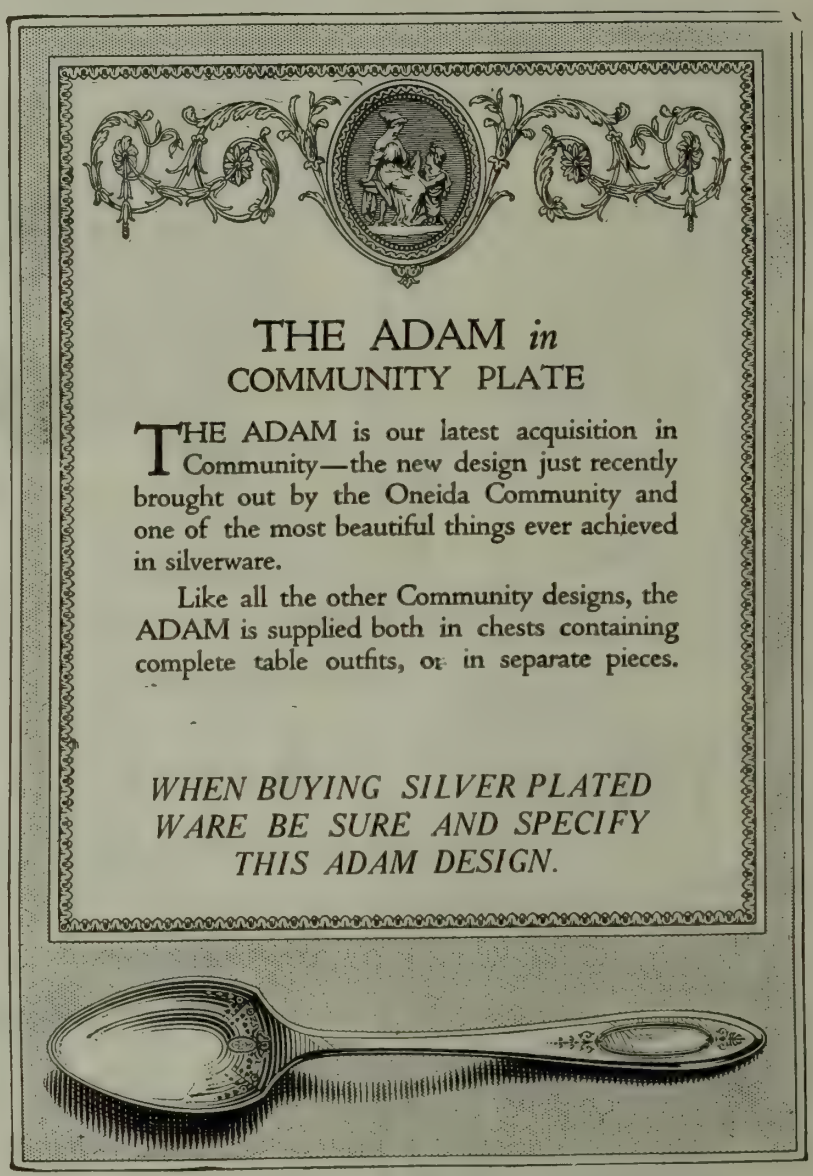
Paper and Twines

Walter Woods & Co.

Hamilton and Winnipeg

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SILVER PLATED WARE for CHRISTMAS



THE ADAM *in* COMMUNITY PLATE

THE ADAM is our latest acquisition in Community—the new design just recently brought out by the Oneida Community and one of the most beautiful things ever achieved in silverware.

Like all the other Community designs, the ADAM is supplied both in chests containing complete table outfits, or in separate pieces.

WHEN BUYING SILVER PLATED WARE BE SURE AND SPECIFY THIS ADAM DESIGN.

Sold Wholesale by

CAVERHILL, LEARMONT & CO.

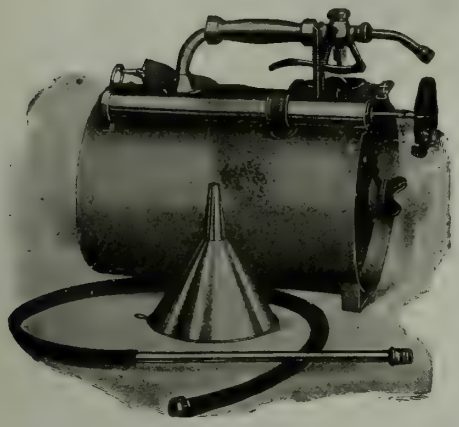
MONTREAL

OTHER GOOD CHRISTMAS LINES INCLUDE ELECTRIC IRONS AND TOASTERS, TAPLEX BODY AND BED WARMERS, COLEMAN LAMPS, COFFEE PERCOLATORS, CARPET SWEEPERS, SKATES, BREAD MAKERS, FOOD CHOPPERS, O-CEDAR MOPS.

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The EUREKA LINE Is An All Year Line

That Insures Steady Sales!

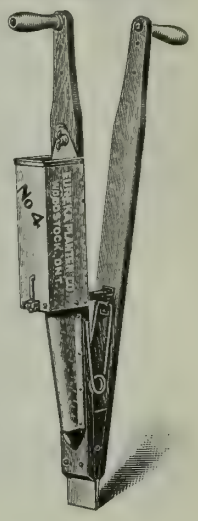


The many purposes for which good sprays are needed—(in the orchard — within farm buildings, cattle sheds, chicken houses, etc.) — make the Eureka line an all-year line for steady sales and profits.

Get busy and make a display of these lines. Secure some of the business that is going to your competitor.

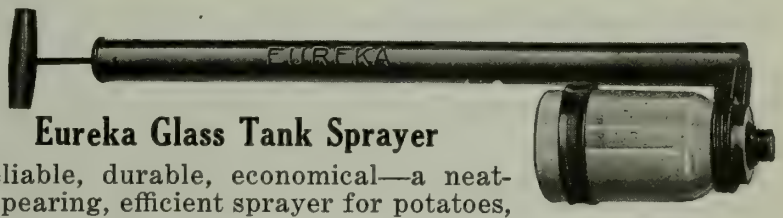
Eureka Corn Planter

In one and two-hand styles, adjustable seed guard, positive, accurate, well made, nicely finished, very durable.



Fountain Compressed Air Sprayer

No complex, intricate parts, positive and automatic in action, easily operated, easily controlled—a time-saver, labor-saver and solution-saver.



Eureka Glass Tank Sprayer

Reliable, durable, economical—a neat-appearing, efficient sprayer for potatoes, small shrubs, live stock or for disinfecting poultry houses.

The Eureka Planter Co.
LIMITED
Woodstock, Ontario

Sell the Erie Line of Wheelbarrows



Made with steel trays, containing 3 cubic ft. to 6 cubic ft., and wood handles or tubular steel handles.

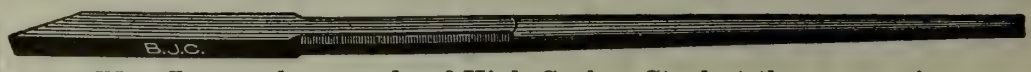
Also deep trays for carrying sloppy cement with either wood handles or tubular handles.

The goods are right and we can ship promptly.

ERIE IRON WORKS, LIMITED

ST. THOMAS, ONTARIO

CROWBARS



No. 102-A—CHISEL POINT

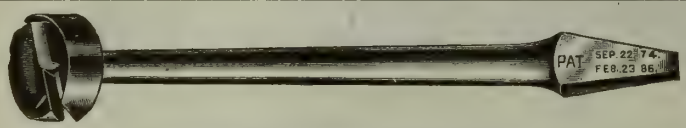
We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL



The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

Sewn Bunting FLAGS

Soon will come a greater demand for FLAGS that will stand sun and water such as we make in our factory from ALL-WOOL ADMIRALTY BUNTING.

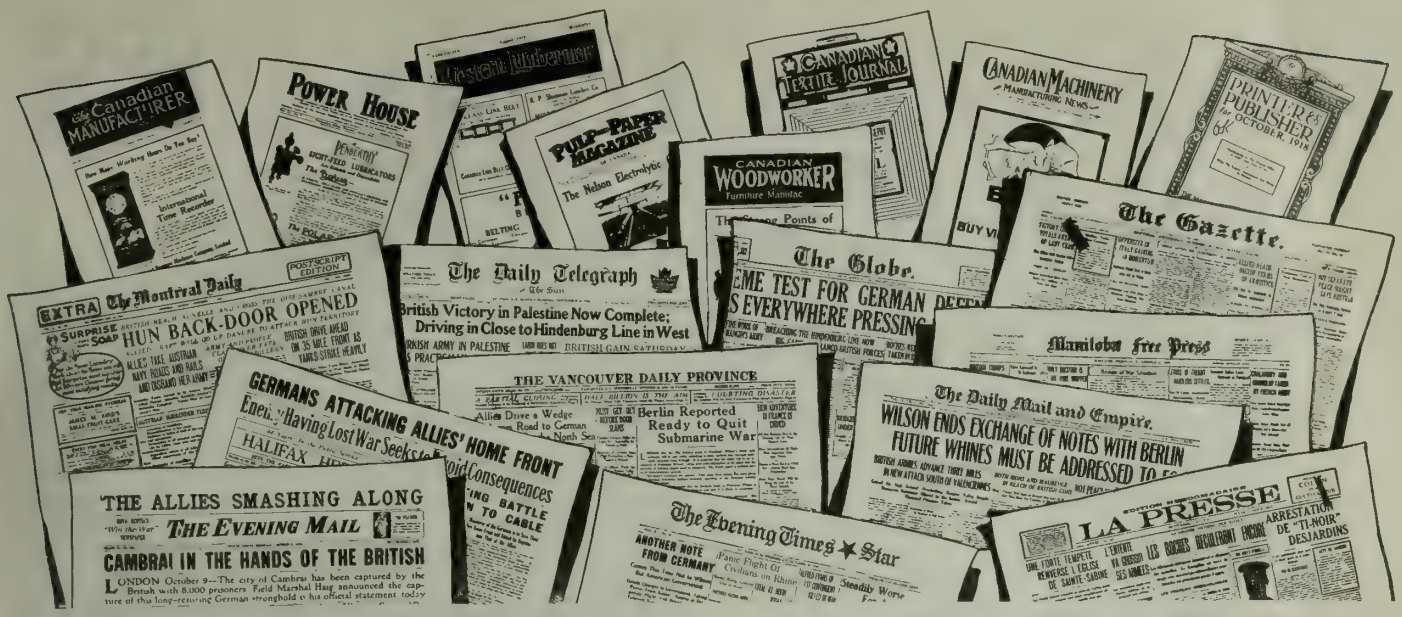
Be Prepared for the Rush when it Comes.

Write for Quotations

J. J. TURNER & SONS, LTD.

PETERBOROUGH, ONT.

Stock Up Now While the Goods Are Obtainable



At Least 721,033 Customers in Canada know

LACO LAMPS

Through Our Advertising



Laco advertisements appearing during the year in daily papers and magazines, if placed on one sheet of paper, would cover a huge field one mile square. Think of the effect such a "bill board" must have on its audience ---your customers.

The cumulative force of this tremendous appeal—the great potential results it holds—are working for the Laco Dealer no matter where he is located in the Dominion.

Laco Lamp advertising mades a big difference to the Dealer in EASIER SALES—and you sell LACO LAMPS in *less time,* and sell for *repeat business—because:*

Your customers *know* Laco Lamps. They rely on the Laco name and Guarantee. They know that the manufacturer stands back of you when they purchase. They know the definite standards of value they can expect from Laco Lamps.

It makes the Laco Dealer headquarters for lamp business.

It pays to sell LACO LAMPS



Canadian Laco-Philips Co., Limited

Montreal Toronto Winnipeg Vancouver



If interested tear out this page and place with letters to be answered.

BRING the JUNKERS to JUDGMENT!

"IF William Hohenzollern and the German butchers who engineered the war are not brought to trial and the lesson driven home that the world brooks no license in the name of Kultur, then our Canadian soldiers have died in vain. No peace," declares MACLEAN'S MAGAZINE, "will be satisfactory to Canada that leaves them at large."

Read this powerful article in the December issue of MACLEAN'S, in which it is declared that Canada is a unit in demanding stern measures. "There is no mawkish sympathy here, no tendency to grant dangerous favors to a foul-fighting opponent who has taken the count."

It is asserted that Canadians as a whole want:

1. **No softening of armistice terms.**
2. **Canadian representation at the Peace Conference.**
3. **Banishment of all Hohenzollerns from Germany that the seeds of autocracy may be uprooted.**
4. **The punishment of the criminals who started the war and conducted it so ruthlessly.**
5. **The payment of an indemnity to Canada to cover our war bill.**

It is an unsparing, outspoken expression of Canadian opinion—an article that deals hammer-blows at the tendency abroad to shield Germany.

An All-Star Line Up This Month

Other features in this issue are as follows:

Baker's Message to Canada, by ***Private Peat***

Now That the War is Won, by ***Lieut-Col. J. B. Maclean***

The Wife, by ***Robert W. Service***

The Strange Adventure of the Dummy Chucker, by ***Arthur Stringer***

Greetings to Canada, by ***Charles M. Schwab***

The Rank and File (political article), by ***J. K. Munro***

The Three Sapphires, by ***W. A. Fraser***

Chronicles of the Klondyke, by ***E. Ward Smith***

The Minx Goes to the Front, by ***C. N. and A. M. Williamson***

An Unsolved Mystery, by ***Lieut. C. W. Tilbrook***

Buy an *Extra* Copy for Husband, Brother, Friend, and Send Overseas

Over 65,000 Canadian Families Buy

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

DECEMBER ISSUE *Now On Sale At All News Dealers*

20c Per Copy. $2.00 Per Year.

Dealers who have not been handling MACLEAN'S should secure copies at once from their nearest Wholesaler.

"Member Audit Bureau Circulations."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, NOVEMBER 30, 1918 No. 48

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JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

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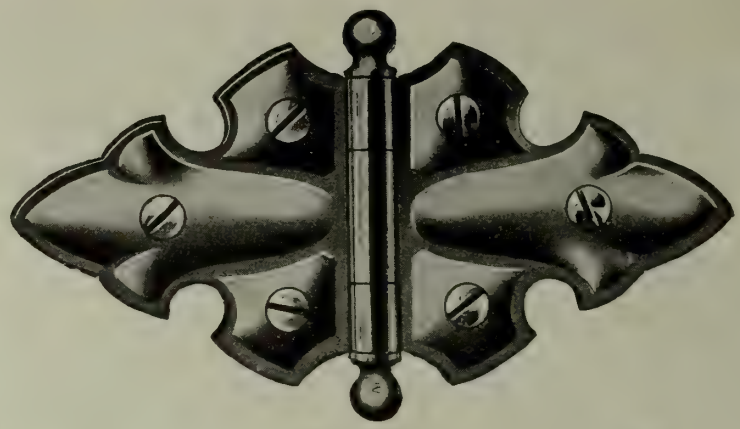
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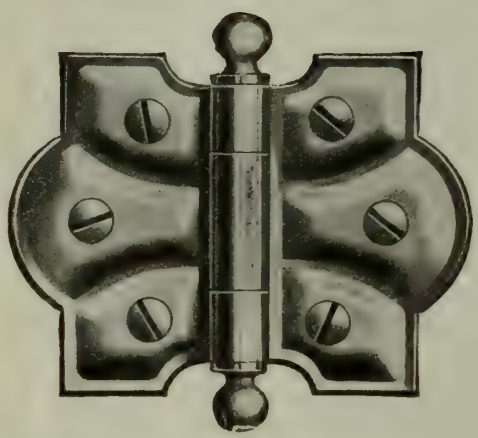
GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director; Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, Room 620. 111 Broadway; Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024; A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson Street, Chicago. Phone Harrison 1147.

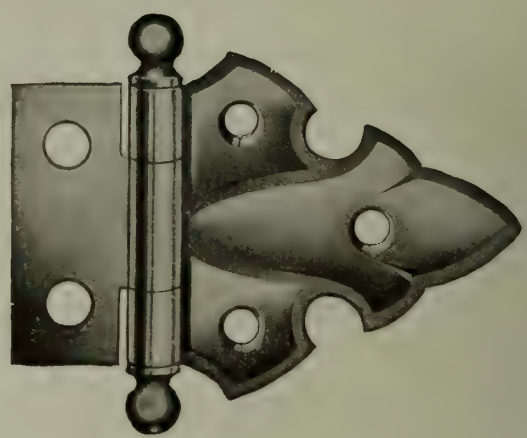
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No. 1482½



No. 1475½



No. 1481½

Designs That Harmonize

LIKE a smartly-attired woman, a room depends for its effectiveness on the *harmony* of its dress. Inappropriate hinges can mar the beauty and attractiveness of an otherwise excellently designed building.

STANLEY ORNAMENTAL HINGES

are offered in a great variety of highly artistic styles so that a proper design can be secured at once without delay. These hinges are handsome in appearance, are strong, and of improved construction. They are well finished and give years of flawless service.
It will pay you to have in stock a good assortment of these splendid hinges, because **they are what your customers want!**

Write for Stanley Hardware Catalog. Free on request.

THE STANLEY WORKS, New Britain, Conn.

NEW YORK - CHICAGO

Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball Bearing Butts. Also Pulls, Brackets, Chest Handles, Peerless Storm Sash Hangers and Fasteners; Screen Window and Blind Trimmings; Twinrold Box Strapping, and Cold Rolled Strip Steel. Stanley Garage Hardware is adaptable for factory and mill use.

Canadian Representative: A. MacFARLANE & COMPANY, Conistine Building, Montreal

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, NOVEMBER 30, 1918 No. 48

Boosting Christmas Business

Center Every Effort From Now Until December 24 on the Holiday Trade—Make Your Windows Sales Boosters, Your Whole Store an Invitation to Buyers and Your Advertising Matter "Pull"

FROM now until midnight on December 24, hundreds of thousands of people all over Canada will be trying to solve the problem, "What shall I buy for Christmas?" This will be one of the questions that is uppermost in the minds of the great buying public and in helping them solve it the hardware dealer can turn the next three weeks into one of the busiest and most profitable seasons of the whole year. From now on he will devote ever-increasing space in his advertising to goods that are suitable for gifts and arrange his windows with a view to attracting not only the thousands of people who have been educated to doing their Christmas shopping early, but also those who like to look around for a couple of weeks and make up their minds what they are going to buy. Every year sees an increasing number of people who have learned by experience that it pays not to leave their Christmas buying until the very last minute. A great percentage of these people are among the better buyers, the people who have the money to buy gifts that are really practical and useful and to whom the great number of sensible things to be found in the stock of a hardware dealer carry a strong appeal. If you let them know by your ads and by your window displays all about the attractive lines you are featuring they will be only too glad to buy.

Up to the Dealer

Remember from now on nearly everybody will be looking high and low for gifts. Cheap, useless presents will not be given to any extent this year, perhaps never again. People have learned too well the lessons in conservation taught by the war. The gift that appeals to them as useful, practical and attractive will be the only thing that will satisfy. Right here is where the hardware dealer has a field in which no other retailer can beat him. His store is stocked with scores of articles of this kind. All he needs to do is to show them and let people know he has the goods to bring them in.

Many dealers have found that it pays in addition to featuring various appropriate lines of Christmas stock in their advertising and windows to also send out circulars on which are printed lists of suggestions. These are carefully divided into gifts suitable for men, for women, for boys and for girls. The way in which some of these lists are brought back to the stores, carefully marked, shows how much appreciated they were and how much they helped the customer to make up his or her mind in selecting the gifts desired.

How to Distribute

Some dealers arrange for a general distribution of such lists so that every home in their territory will be reached. Other dealers mail lists to persons they think would be interested. Other firms not only distribute a great many circulars but have one wrapped with every parcel they send out.

Here is a sample list, which may be gotten up at small expense and will prove invaluable to your customers in helping them make a selection of really useful articles:

For father, thermos bottle, exercisers, match boxes, smoking set, table lamp, alarm clock, shaving mirror, military brushes, cigar cutter, flashlight, tool cabinet, carving set, gun or rifle gun case, game bag, shaving set, waste basket, thermometer, collapsible cup, andirons, thermos lunch box, steel box in which to keep Victory bonds or papers that are valuable, fishing tackle, manicure set, work bench, Ingersoll watch, hunting knife, sweater, a good pocket knife, shears or scissors, key hook or rings, pocket tool kit, electric heater for den, dumb bells or perhaps even a flask.



Things for Mother

There are always a long list of things that can be selected for mother, any one of which will delight her and prove of real use and value to her for a long, long time. Among other things are casserole, carpet sweeper, electric toaster, food chopper, a nice serving tray, tea or coffee pot, percolator, crumb tray, a nice electric lamp, salt and pepper set, cut glass, a nice clothes hamper, washing machine, an electric iron, chest of silver or some pieces of silver, a bird cage, cutlery, a refrigerator, aluminum ware, bread or cake maker, afternoon tea kettle, electric grill, nut picks, chafing dish, pudding dish, fireless cooker, electric heater, mayonnaise mixer, manicure set, reading lamp, a new stove, manicure set, reading lamp, a new stove, baking dishes, scissors, bread or cake tray, electric curling iron, grape fruit sets, fancy molds, electric vacuum cleaner, hot water bottle, cooker, or toilet articles.

For the Children

When making up your advertisements, your windows and your lists do not for one minute forget the children. Hardware dealers are selling more toys every year and many of them are featuring toys more and more each season as they find it a most profitable line. Here are some things to suggest for the boys and girls: kiddie car, tool chest, doll buggy, ice skates, roller skates, watches, pocket knife, dolls, boy scout outfit, games, electrical or mechanical toys, sleds, velocipedes or tricycles, express waggon, basket ball, foot ball or indoor baseball, toy guns. Besides these there is very often a big brother or sister to buy for. Gen-

erally speaking something suitable for the young man or woman can be found in the above list.

How to Boost Sales

There is another way in which you can boost sales. That is by the use of a few attractive cards. Take for instance a toaster, a percolator, or any one of a dozen different things. Leave them on your counter just as they are and seventy-five out of eighty men who come in to your store will probably never think of them as appropriate gifts at the moment. If you bring them out and display them in your window or in some conspicuous place in your store and put a nice card on them, "How Would The Wife Like One of These for Christmas," or "Here is Something Your Wife Will Like," it suggests it to the man at once and he says to himself "By jove that's a good idea, she would like one of those and I'll get it for her." Little plans like this often help immensely in boosting sales.

Your show windows are always most important, but for the next four weeks they are perhaps more valuable than at any time in the whole year. This is because such a large volume of buying is centred in this period. Remember from now on everyone is a potential purchaser, is on the look-out for something to buy for a Christmas gift. Show them what you have and keep showing it to them. Change your windows regularly and don't forget to put prices on the goods. Make your windows work to capacity and you will be rewarded. Make whole store work to the limit. Some firms arrange special displays on tables, on the counters and at special points of vantage in their stores. They take every pains to see that these are kept neat and attractive and in keeping with the holiday season and their reports on these methods as sales producers are that "they bring in the money."

Good for Business

Attractive arrangements of holiday goods very often prove leaders for other business. A man for instance attracted by something in the window which he has selected for his wife will enter the store to find the very thing he has been looking for for his boy or girl. There is nothing like displaying your goods at any time, but displaying them all the time from now until Christmas, means either more money for you in the bank to start the year with, or just an ordinary business.

HUGE DEMANDS FOR BUILDING MATERIAL

Reconstruction work will tax the productive capacity of the country for lumber and other materials for years, Edwin B. Parker, Commissioner of Priorities of the War Industries Board, told members of the National Lumber Association in convention at Chicago. He predicted it would take twenty years to rebuild France.

The speaker said he understood construction permits for new work in New York soon would total $200,000,000.

Says Cash Basis is Working Out Well

Secretary Macpherson of Ontario Retail Hardware and Stove Dealers' Association Tells How Eliminating Credit Has Helped His Business—Simplifies Bookkeeping and Gives Him Ready Money Needed For Buying New Stock

W. A. MACPHERSON, of Prescott, secretary of the Ontario Retail Hardware and Stove Dealers' Association, has been conducting his hardware business on a cash basis for one month. Would he go back to the old system of credits? Mr. Macpherson states most emphatically that he would not.

"I notified all my customers," he stated to HARDWARE AND METAL, "that on November 1 I was going to do a cash business. It has worked out splendidly. I have cleaned up a number of accounts that had been standing for a long time. Some of them had been running for years and I had given up all hope of ever getting the money. The notices I sent out, with accounts showing the amounts owing, resulted in nearly all of these being settled up by November 1. Many people who owed small amounts, but which in the aggregate made quite a nice sum, came in and paid up. In several cases I found that people who had been owing me money for a long time and had not been coming to the store because they knew they owed me money, came in and settled up and are now regular customers again.

I did not have the slightest trouble in putting the cash system into effect. In several instances people who came in to make purchases said that the goods were to be charged. I explained to them that I was doing business under a new plan which made it impossible to send out goods that were not paid for. They settled up then and there with one or two exceptions. These people asked me to let the goods stay until they went home to get the money. They came back later and got them.

"Doing business on this plan means that I have got in a lot of money that I never expected to get. It means that I have the money in hand that I ought to have, and that I need. I can put it right back into the business. It means also that several people who were avoiding the store because they owed money and did not like to come in until they paid up are again buying as usual."

Mr. Macpherson states that he has had many inquiries from merchants all over the country as to how the cash basis is working out. To all he is recommending it in the highest terms.

"From a bookkeeping standpoint it has simplified matters tremendously," he says. "By the new plan we do not have a lot of old accounts to keep track of or send out statements month after month. This in itself meant a lot of work."

It is interesting to note the steady swing, as reflected in the advertisements of retailers all over the Dominion, to the cash basis idea. A study of the ads. appearing in Canadian papers each week shows that not only hardwaremen but many retailers, grocers especially, are cutting credits to the limit. This week two hardware firms announce a change in their policy. "Cash is king," says J. S. Finkleman, of Qu'Appelle, Sask., in big display type at the top of his ad. Then follows: "I am running a cash business. That means no books to keep and no bad debts, consequently lower prices. My customers are getting all the benefit. There's always something in hardware you need to make things easier in the kitchen. I am giving a straight ten per cent. discount—just figure how quickly that mounts up."

Another firm to make a change is the Fraser Hardware Co., of Galt. A statement of what they are doing appears on page — of this issue.

Make Windows Work Overtime

Removal of Lighting Restrictions Will Help Retailers—Record Xmas Trade is Expected This Year—Don't Forget You May Win Cash Prize by Sending Photo of Your Christmas Window to "Hardware and Metal"



ONLY three weeks more before it is time for your big Christmas window display. An attractive window filled with a line of seasonable goods will go a long way toward making your Christmas business very profitable. There is no more effective way to bring the crowds of buyers, who are on the streets shopping, with their pockets full of money, right into your store, than to have a window full of goods that are appropriate. Every one of those Christmas shoppers is out looking for some suitable gift and if you put in your window the lines that appeal they sell themselves. Right there, Mr. or Mrs. Shopper, who has been looking around perhaps for hours wondering what to buy says, "Just the very thing I wanted," and walks into your store and buys. There are so many articles in stock in the hardware store that make real Christmas gifts, the kind that are thoroughly appreciated, and give years of service, that there is not the slightest excuse for the hardware dealer not cashing in on this opportunity.

WIN A PRIZE, TOO

He can not only make a big turnover of stock and handsome profits but he can win one of the cash prizes offered by HARDWARE AND METAL for the best Christmas windows. The only condition of the competition arranged by HARDWARE AND METAL is that the goods displayed be for the Christmas trade. Your ingenuity and skill in arrangement of window and goods is the test. Dealers from coast to coast are busy now planning for their Christmas windows and trying out various ideas that they think would prove winners. Every one of them has an absolutely equal chance to capture a cash prize and at the same time make his Christmas trade a record-breaker. Remember it is the window that sells the goods that counts in your business. The "pretty" window with nothing in it that brings the Christmas shopper into your store, is wasted effort as far as a merchant is concerned. If ten thousand people stop to look in after they are attracted because your window is "pretty" and then find nothing there that appeals to them as being suitable for buying and pass along, what good has your display been?

MADE SPLENDID SALES

Hardwaremen all over the country have proved for years that the right kind of window displays at Christmas or any other time bring immediate results. At Christmas time, though, the appeal is general. Everybody is out to buy something and the hardwareman can get a big share of the business because he handles the classes of goods that make ideal gifts. This Christmas is going to see a record trade. The war is over and hundreds of thousands of people feel now that they are free to spend a little money. Before, they were inclined to give any money they had to spare for patriotic purposes before they considered either themselves or their friends. They have the money, and this year they will spend it. Canada was never so prosperous. Are you going to get your share? Also, are you going to win one of the cash prizes offered by HARDWARE AND METAL by sending in a photo to this office not later than January 1 of the window display of your Christmas goods?

WILL HELP RETAILERS

Don't forget that now that the restrictions in regard to illuminating your windows at nights are removed you have a chance to display your goods for many hours longer than was possible until this week. A well-lighted window, with an attractive display of hardware lines suitable to the holiday trade, will prove a splendid ad. for your store and by it you will reach scores of the real buyers, the fathers and mothers, and give them ideas that will help them in getting their Christmas purchases made. It is surprising the number of people who for one reason or another are out at nights. That they are interested in buying is shown by the number of people one can nearly always find looking into the well-lighted windows of stores. Many of the larger firms recognized long ago the value of keeping one or two windows especially arranged for display purposes at nights, not only at Christmas time but all the year round. When the restrictions in regard to power went into effect some of these firms in order to comply with the regulations and not wishing to take any risks of losing the business they trace to night displays secured oil lamps and kept them lighted. There will be no need of doing this this year and that it pays well to use night displays is shown by the number of merchants who urged that all restrictions regarding lighting be removed in plenty of time for the holiday business.

"CASH BASIS" ADOPTED BY CANADIAN RAILWAYS

BIG shipper and little shipper alike must, after New Year's Day, pay cash to the railways for service rendered, or furnish a bond covering the amount involved. Under the bond, however, only 96 hours' credit will be allowed. An order bringing the Canadian railroad system in line with the American railways in this respect is about to be issued by the Canadian Railway War Board.

"The Canadian Railway War Board was reluctant to make any change," said General Secretary Neal, "until we had an opportunity to observe the working out of the system in the United States. We are now satisfied that 'cash settlement' is good business for all concerned. The new order goes into effect next New Year's Day."

RETAILERS PERMITTED TO LIGHT UP WINDOWS

RETAILERS are again permitted to light up their store windows at night. As far as Ontario is concerned it is not known how long this will be permitted but indications are that the windows may be illuminated until the New Year at least. Shortage of coal and electricity may make it advisable to make other changes in regulations after the holiday business is over. In Ontario the Power Controller requests that the utmost conservation in the use of electricity be practised. He asks that no more power be consumed in lighting the windows than was used during the months the prohibitory order was in force, pointing out that the manufacture of munitions is still going on, and will be for some time to come.

EXPRESS COMPANIES MAY INCREASE RATES

SOME weeks ago HARDWARE AND METAL predicted that the express companies, in order to meet increases in wages, higher costs of operation and other conditions, would ask for permission to increase express rates. This week the Express Traffic Association of Canada, representing all the express companies operating in the Dominion, applied to the Board of Railway Commissioners at Ottawa for permission to increase express rates of 25 per cent. over present rates per hundred pounds west of Sudbury, and by 37 per cent. over the present rates per hundred pounds east of Sudbury.

RESTRICTIONS LIFTED ON HARDWARE IMPORTS

FURTHER relaxation of restrictions on exports which will affect Canada is announced by the United States War Trade Board. Several hundred commodities have been removed from the export conservation list, effective immediately.

The latest list of removals includes various alloys and metals; tin in certain forms; iron and steel of certain kinds; machinery and tools; aeronautical machines and instruments and marine engines, instruments and appliances; dental and surgical instruments; locomotives; blast and steel furnaces; hardware, including pipe, wire and nails; railroad building materials and certain appliances; chemicals and drugs; animal hair, and articles manufactured from rubber.

The board also made some modification in the rules governing the kinds of iron and steel, vegetable fibre, except cotton, hemp and other fibres, which may be exported.

EXPECTS REDUCTION IN PIG IRON PRICES

STOVE manufacturers are looking for a drop in the Canadian price of pig iron. One manufacturer stated to HARDWARE AND METAL that the Canadian price of pig iron now is several dollars higher than it should be compared with the American price, due to the American embargo now on the exportation of pig iron. This embargo will be lifted, he expects, before the first of January and at that time Canadian prices, he believes, will automatically drop.

MAKING NO CHANGE IN RELATION WITH FRANCE

OFFICIAL notice is given from Ottawa that the convention respecting commercial relations between Canada and France is to remain in force till September 10, 1919. The question of continuing the convention in force after that date is under consideration. Many inquiries from France for materials are being received by Canadian firms it is stated.

WORKING TOGETHER TO FACILITATE BUSINESS

THE Canadian War Trade Board has arranged with the War Trade Board of the United States to co-ordinate their respective policies of export and import control. New regulations have been adopted for the purpose of simplifying the procedure for the licensing of goods in transit from Canada or to Canada through the United States.

NO INDICATIONS OF CHEAP TURPENTINE

REPORTS from the South state that turpentine continues to occupy a very strong position in the market with many orders from overseas and from home consumers. A late dispatch from Savannah says:—

"With turpentine at 75 cents and rosins commanding the prices they do no one is complaining, especially with the prospect of higher values for rosins, and the trade as a whole looks forward to the remainder of this season and the season of 1919-20 with a feeling of assurance that a very high level of prices will be steadily maintained by force of increased demand and supplies small enough to force active competition."

LONDON HARDWAREMEN BANNING HUN GOODS

"At a meeting of the London, Ont., Hardware Association, held Tuesday evening, it was unanimously decided that the members would not handle any goods of German manufacture, nor would they buy from any jobbing house that handles German goods. Signed by: Purdom Hardware Co., Steele Hardware Co., J. A. Page, O'Dell and Mitchell, J. A. Brownlee, London Hardware Co., Kilpatrick Bros., Summers and Sons' Hardware, Chown Hardware Co., Cowan Hardware Co."

"NO GERMAN GOODS" IS CONTRACTORS' SLOGAN, TOO

RIGHT in line with the above resolution comes a similar one from Ottawa passed by the newly-organized "Canadian Building and Construction Industries." This is an association just formed by builders and contractors from all over Canada and they decided to advocate the use of Canadian materials wherever possible, raw or finished, on all public buildings. Some interesting discussion followed the recommendation that the conference pledge itself never to use again German or Austrian made goods. The builders of Canada and the hardware men are very closely associated and that they are working along this line entirely independent of one another will mean much for its success. While in conference the builders adopted an aggressive policy and are looking forward to a great deal of new work. Much of this will not, of course, get under way before next year owing to winter coming on but in the meantime a revival of building is already reported from many points. This, of course, will be directly reflected in increased demands for hardware.

STEEL SITUATION IS WATCHED WITH INTEREST

THE steel situation, especially across the line, where already over two billion dollars' worth of government orders for war purposes have been cancelled, continues to be one of keen interest to the trade. From the States, also, comes the news that the entire priority and preference system is wiped out, there being no need for it now. These conditions may have very important bearings on Canadian trade. A steady and insistent demand for steel is reported from builders of automobiles. From Montreal comes the report that shipbuilding and marine interests are not only placing large orders out are also absorbing great numbers of men who were until recently engaged in shell making.

RESTRICTIONS REMOVED ON IMPORTS OF TWINE

THE War Trade Board announces that applications for export licenses covering linen and hemp thread and twine from the United Kingdom to Canada will in future be considered irrespective of purpose for which goods are required, but will continue to be subject to restrictions as to quantity based on 1916 exports of each individual exporter.

Current Events in Photograph



Where Peace Terms Will Be Arranged

It was in the Palace of Versailles that the terms of the Armistice which brought hostilities to a close were framed by the Allies. In the same historic building will be arranged peace terms which the world hopes will make any such wars as that which has raged for the past four years impossible. It is here that Prussian Militarism will be shorn of its power. It is interesting to note that in 1871 the Prussian King was saluted in this palace as Emperor of Germany.

This Week's Hardware Windows

Sarnia Firm Gets Many Inquiries and Sales After Showing Brass Goods—Peterboro Firms Unable to Get Enough Heaters to Keep Up With Demands—New Brunswick Firm Features Goods For Hunting Season

Mackenzie, Milne & Co., Ltd., Sarnia, Ont., this week are displaying brass goods in their show windows along with fireplace sets. The brass goods include smoking sets, ash trays, jardinieres, brass and black iron fire sets. The goods are displayed on the bottom of the windows with the smaller articles raised up. The displays have not only had a direct result by making a number of sales, but there have been a great many inquiries, a number of which will likely result in sales in the next week or two.

J. A. Rollefson, Swift Current, Sask., starts a strikingly-arranged quarter page ad. as follows: "Mr. Farmer, let us shows you our 'Bull Dog' fanning mill. This mill will pay for itself in one year." A good cut of the mill is shown, and then some points made regarding the value of the mill. Further down in the ad. is a seasonable tip to householders, "Let us replace your broken windows and supply the weather strip for your doors. We always carry a full line of shelf and heavy hardware and a big stock of harness and harness sundries."

Buchanan and Tait, of Galt, Ont., have two seasonable window displays this week. One window is devoted entirely to gloves and mitts, each pair bearing a price ticket. The window has not been overcrowded, and the display catches the eye quickly. In the opposite window there are exhibited interchangable ranges, surrounded by gas heaters, all bearing price tickets.

The coal shortage has been responsible for a very large sale of small stoves, electric heaters, and other forms of auxiliary heating apparatus by Peterboro' hardware dealers. For days at a time the stores have been completely sold out of electric heaters, and have found it difficult to renew their stocks owing to the heavy demand all over the province. For some days past the Peterboro' Hardware Company has been making a special display of electric heaters, steel stoves, oil heaters, and similar lines. It is a seasonable reminder, and has resulted in a number of extra sales. The other display window of the company is filled with an attractive line of enamelware and kitchen utensils.

The Brown Hardware, and Campbell & Best Hardware Company, are also showing similar lines and report good results. A good stock of Christmas goods has been secured and a big trade is anticipated.

T. McAvity & Sons, St. John, N.B., are pushing sporting goods for the hunting season. A triple window display this week contains an attractive lay-out of guns, cartridges, and other equipment for the hunter, and display cards featuring these lines furnish an attractive background. Another window is planned to catch the eye of the small boy, with its contents of small express carts and other toy vehicles. The silverware department has commandeered another window, and the gleaming display on a ground of black velvet has attracted much attention. The remaining window contains a striking group of brasses—jardinieres, fern dishes, umbrella stands, etc. In the midst of the brasses stands a silver cup, presented by Clifford McAvity to the winning team of the McAvity Bowling League.

In the windows of W. H. Thorne & Company the same plan of giving various departments a show has been followed. In one window is a fine collection of ladies' handbags from the fancy goods department. Another has a few selections from the stock of gramophones which this company features. Other windows show selections of tools, carpet sweepers, house-cleaning utensils, and kitchen tinware.

In none of the windows are prices conspicuous.

Combination Sale By Galt Firm This Week a Splendid Success

THE Fraser Hardware Co., of Galt, Ont., has just concluded a unique combination sale, which was on for one week, November 21 to 28, of aluminum products and the Combination Gas and Coal stoves. The manufacturers had demonstrators present for this sale.

In having this double sale, the Fraser Hardware Co., demonstrated to people of this district that the much-complained of Tilbury gas did not injure the aluminum articles and that the stoves they sell make the gas odorless.

In connection with the sale of aluminum, the Fraser Hardware Co., made a special feature in kettles, and speaking of the double sale, J. A. Fraser, of the firm, declared they had found it very profitable, selling 200 kettles and $150 of other lines of aluminum, besides a number of stoves.

In addition to extensive advertising in the press to launch demonstration sales, the firm made good use of its three windows for displays. The center window was devoted to kettles, with the price in large figures. The other two windows were devoted to stoves and granite-ware, all articles being price marked.

At this time the Fraser Hardware Co. has put up placards about the store, announcing that anyone wishing credit would be charged 5% extra over the cash sale price, with the exception of manufacturers. This is only a credit system for the present, made necessary by war conditions.

Linseed Oil Users Oppose Cash Basis

At a meeting of large American consumers of linseed oil held in New York, the following resolutions were adopted:

Whereas, The crushers of linseed oil have arbitrarily changed their terms without due consideration being given to the interests of their best customers, be it resolved that it is the sense of this meeting that a protest be entered against these new terms for the following reasons:

1. That it is absolutely impossible for consumers to take care of sight drafts against B/L without restricting credit in our industries.

2. As all successful merchandising is based on credit it is absolutely unjust to place a buyer on a cash basis.

3. That the terms published under date of October 15, 1918 shall not be adopted and that the old terms of 30 days net or 1 per cent cash 10 days shall remain in force.

Many firms signed the protest.

TO STOP BICYCLE THIEVING

The police of Chatham, Ont., have instituted a rather unusual method to make citizens careful with their bicycles. Constables are instructed to "take up" any bicycles which have been "parked" on a kerbing for a considerable length of time. The wheels are brought to the station, where they are held until their owners call for them. Then the department charges a storage fee of twenty-five cents. Bicycles are not being left around as much as formerly.

Xmas Store and Window Suggestions



The toy department of Goodwins, Limited, of Montreal, shown above contains many ideas that may be followed out by hardwaremen in arranging either a store or window display. The white in the foreground in which the tracks are laid was an excellent imitation of snow.



Here is a window display by Walbridge & Co., of Buffalo, which will go a long way in helping small boys and girls, and incidentally their parents, in deciding what to buy. It offers many valuable suggestions for the hardware dealer in arranging a display of toys.

How Hardwaremen Boost Toy Sales

Thousands of Children Out to Welcome St. Nicholas on His Arrival at St. Thomas, Led to Toy Department of Hardware Store—Splendid Means of Bringing Women Into Store—Sales in Other Departments Increase

MORE toys will be handled in Canadian hardware stores this season than ever before. Many firms who until the last three or four years only handled toys in a small way have been steadily increasing their stocks. Instead of selling toys only as a side line in the Christmas trade, they have found that they have been able to make it an all year business that pays well. Many firms made an exceedingly small beginning in handling toys as an experiment, only to find that the business steadily grew. It not only grew, but it helped other departments to grow. It proved a most successful means of bringing women and children to the store, and the clerks by suggesting or showing other goods to the women made many extra sales.

Do Big Business

Some of the hardware stores with large toy departments do an enormous business during the Christmas season. They go after this trade aggresively, and always get results. They commence advertising their toy department as early as the second week in November, and continue their campaign right up to Christmas.

Some firms announce a grand opening. They arrange for the arrival of Santa Claus and announce his coming well ahead and by cleverly worded advertising, work up great enthusiasm among the young people. A hardware firm that has been particularly successful in steadily expanding its toy business is Ingram and Davey of St. Thomas, Ontario. This firm has made the sale of toys an all year business. In selling toys as in selling other lines of hardware it follows certain well considered plans.

Consistent Advertisers

Ingram and Davey have always been consistent advertisers. They use newspaper space freely and intelligently. Their ads are always well arranged, and well illustrated. They back their advertising by timely window displays. Some firms advertise one line of goods and then show another line in their windows. Ingram and Davey have found that co-operation pays in advertising just as much as it does in anything else. Just now they are featuring toys for the Christmas trade. They are going after the business in true Ingram and Davey style. They have a splendid stock of toys and they plan to let every father, every mother and every child for many miles around know that Ingram and Davey's is the place to buy toys. They advertise toys, they show toys in their windows, and their toy department on the second storey of their store is the delight of children. They dream about being taken there. They talk about their visits to the toy department for weeks and they look forward to going again.

Good For Business

All this of course is the best kind of advertising the store can get. Mothers and fathers remember Ingram and Davey's store whenever they want other goods than toys. The children remember Ingram and Davey's, and the great times they had in the toy department, and they tell other children. This sort of thing has been going on for some years, with the result that Ingram and Davey's toy department and toy opening is looked forward to with as much eagerness as the annual visit of the circus or the district fair. It has resulted in toys becoming one of the big departments in a steadily growing store, and it has brought in a lot of other business to the firm.

How They Do It

Ingram and Davey realize fully the value of getting off to a good start. There is nothing like being timely, especially in working up enthusiasm in connection with the sale of Christmas toys. Last Saturday was the day set by the firm for the formal opening of their Christmas toy selling. The arrival of St. Nicholas had been well advertised, and thousands of children were looking forward to his arrival. Scores of youngsters drove in from the country to see him. Many of them came long distances. It is a pretty safe bet that they will remember not only Santa Claus, but Ingram and Davey's store and the visit they made to the toy department to welcome old Saint Nick. It is a pretty safe gamble also that when they get home they will be so full of what they saw that father or mother will not have to do any great amount of thinking to know just exactly what Willie would like for Christmas, or little Mary would give anything to find Santa Claus had left her a doll and pretty nearly where to go in Ingram and Davey's store to find it.

Hundreds of Kiddies

Hundreds of youngsters were out to welcome St. Nick. His arrival for them meant far more than the celebration that marked the signing of the armistice only a week before. Ingram and Davey saw to it that Santa was there with his big bag, and that his triumphal march to their toy department was properly celebrated. His march through the city was heralded by two gaily costumed pages on horseback, who blew lustily and long on golden toned cornets, to the infinite delight of a collection of children that completely blocked the street. Right behind the pages in a big, gorgeously decorated carriage came Santa Claus, surrounded by toys of all kinds. The little ones shouted themselves hoarse as old St. Nick in his red costume, with his snow white beard and hair streaming in the breeze, waved a smiling welcome to them. To the children it was perhaps the greatest and most unforgetable day of the whole year. In the crowd too, were hundreds of older people, and these also caught the enthusiasm of the welcome. Incidentally they had impressed upon their minds in a way they will not forget when the time comes to buy, that Ingram and Davey's is the place to buy toys.



Steadily Growing

It is going out after business in this aggressive manner that has made the toy department of Ingram and Davey grow steadily bigger each year. The four weeks before Christmas sees of course the record volume of sales, but the firm sells toys all the year round and sells lots of them. During the summer, for instance, more than 500 doll buggies were sold to the little girls in and around St. Thomas. Twenty-five kiddie cars were sold in one month, and during the year more than two hundred lads were made happy with express wagons bought from Ingram and Davey. The toy business has grown so steadily that the firm has now reached the stage where it can buy in large quantities. This gives it an added advantage in being able to sell at the best prices. The firm has something that will appeal to every pocket-book. If a mother cannot afford an expensive doll, or kiddie car, there is a more reasonably priced one that will suit her.

Not Only in Toys

Ingram and Davey put into practice in all their departments the aggressive policy that is in force in their toy store. Service, good goods and reasonable prices, backed up by aggressive advertising have won for them a splendid trade in the face of keen competition. St. Thomas, Ont., only has a population of 17,000. Eighteen miles away is London with large stores and a radial rail-



OPENING OF TOYLAND

SANTA CLAUS
Coming Saturday Morning About 10 o'Clock

It is now a year ago since Santa visited St. Thomas. The Dear Old Man he never disappoints the children and will be here for a few hours. Just to let them know he is well and ready to receive their letters for Xmas.

Children can write their letters addressed to Santa Claus. Post them in our letter box (2nd floor) (no stamp required.) They will be forwarded to him.

Santa will be met with a beautiful carriage, drawn by a span of prancing horses harnessed in gold and silver. The Royal Carriage with his majesty will be preceeded by riders in costume to announce his coming, he will be met at the station. Procession will start from Balaclava St. proceed west on Talbot St. to Wilsim to Wellington, then east to Ross, south to end of Ross then back to station.

Christmas 1918

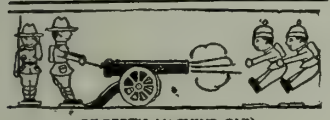
Should be the brightest and best we have ever had, let old and young give thanks to the Almighty that we are spared to see the Great War end with a glorious victory for the Allies. Many homes will be brightened with the return of brave fathers, husbands and brothers who have spent the last four Christmas' in the trenches. Let us all unite to make this Xmas one never to be forgotten.



AMERICAN FLYER TRAINS
$1.25, $1.65, $2.50, $3.50, $3.90, $4.25, $4.75 and $8.00 each



SHOO-FLY ROCKERS
Just the thing for the little folks, splendid assortment $1.75, $2.25, $2.75, $3.00, $4.00, $5.00.



GILBERT'S MACHINE GUN
Complete with ammunition $4.00.



DOLL CARRIAGES
Here you will find the largest assortment ever seen in St. Thomas bought last January at prices much lower than today's prices.

Wood box, dark green finish with hood and rubber tires $3.40, $4.25, $5.50, $6.25 and $8.50.

WICKER CARRIAGE
Just like the real Carriage $6.25, $6.75, $7.50, $12.00 $15.00 up to $20.00 each.

JUST A WORD

On account of the war it has been very hard to get Xmas Toys. We bought early in the spring in order to make sure of our supply. We have received a large part of it, but not all, we hope to get more, in the mean time we would advise people to buy early while the goods can be had. By making a reasonable deposit we will put aside anything.



DOLLS, DOLLS.
Dolls of every size and price, never was such an assortment shown in St. Thomas. No store in Canada can show a more complete assortment. Dolls at 25c, 50c, 75c, 85c, $1, $1.25, $1.50, $2.00, $2.50, $3.00, $4.00, $4.50, $5.00, $6.00 up to $8.00 each.

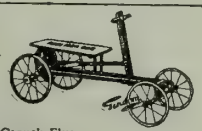




DRUMS
Large assortment at 25c, 35c, 50c, 75c, $1.00, $1.50 $2, $2.25, $3.50, $4.50, $6.



WAGONS
$1.75, $2.25, $2.75, $3.50, $4.50, $5.25, $5.75 each.



Little Canuck Flyer $8.00
Mail Car $9.50



VELOCIPEDES
$5.50, $6.00, $8.50 up to $12.00 each



AMERICAN MODEL BUILDER

No. 1	$1.40
No. 1½	$1.40
No. 2	$2.75
No. 2½	$1.40
No. 3	$4.00
No. 3½	$2.75
No. 4	$6.50
No. 4½	$3.25
No. 5	$9.50
No. 5½	$6.50
No. 8½	$13.00



KIDDIE KAR
No 1 $1.00, No 2 $1.50
No. 3 $2.00, No. 4 $2.50



Children must be accompanied by their parents

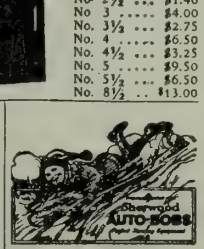
See the Billie Buster Toddle Bike Pony Roller, all very new $2.25, $2.50 $2.75.



TABLES AND CHAIRS
Complete Table and Two Chairs $1.50 set. $2.75 set, $4.50 set.



Children must be accompanied by their parents



SLEIGHS
Sleighs at last year's prices. While our present stock lasts will put away any one of our large assortment at old prices at 25c, 30c, 45c, 60c, 70c, 75c, 95c, $1.50, $1.65, $1.75, $2.00, $2.25, $2.50, $3.50, $4.50.

Ingram & Davey, Limited

Toyland 2nd Floor. Largest Toy Department in Western Ontario

way running to St. Thomas. Within easy distance is Toronto, and the Ingram and Davey firm have to meet the competition of the mail order houses. They meet the mail order firms and beat them at their own game. The firm pays freight on all cash purchases of $10 and over, for a distance of one hundred miles. They stand ready at any time to meet the prices of the mail order firms, not only meet them, but in many cases offer better prices.

Going in For Toys

A firm which only recently decided to go in more extensively for toys than ever before, is the Bond Hardware Company of Guelph. In order to make room for toys on the scale desired, the firm is discontinuing the sale of linoleums.

"We did not discontinue the sale of linoleums because they were unprofitable," said J. S. Millar, secretary-treasurer of the firm, to HARDWARE AND METAL, "but we think toys are more easily handled and more profitable."

Where the firm formerly had its linoleums displayed there is now shown an excellent range of toys, kiddie cars, doll carriages, rocking horses and so on. One of the firm's display windows is also given over to a toy display. It is changed regularly and is the center of keen interest for the children of Guelph.

The Bond Hardware Co. is another Ontario firm which believes in consistent advertising, and by backing this up with attractive window displays.

"We always find we get direct results from both our windows and our ads," said the manager.

Other Plans

In addition to advertising and window displays some hardware firms stimulate interest in their toy department at Christmas time by other plans. One is to have their children write letters to Santa Claus, in care of their store, telling him what they want. They often get a number of these letters and then follow them up by sending to the parents, prices and descriptions of the goods.

Another plan is to offer a prize for the best written letter by a child under a specified age.

Some dealers have found it advisable to keep mechanical toys under glass, owing to an irresistible tendency many adults as well as children have to try them out. This has sometimes resulted in injury to the goods, and has a tendency at best to render them shop worn, and therefore not so saleable.

CANADIANS BUYING COPPER

From Butte comes word that the Anaconda Copper Mining Company has closed a contract to furnish the British government with 1,200,000 pounds of quarter-inch copper rods, delivery of which at English ports will begin at an early date, according to the company's general sales manager. Orders for large amounts of rods and wire are coming in from Toronto and other Canadian cities.

EDITORIAL COMMENT

NOT A COPY OF HARDWARE AND METAL

A CANADIAN paint manufacturer recently mailed to a list of Canadian firms a publication gotten up like a regular edition of HARDWARE AND METAL bearing our registered name, "HARDWARE AND METAL, Volume XXX., No. 39, September 21st, 1918. Published every Saturday since 1888. The MacLean Publishing Company, Limited, Publication Office, Toronto, Canada," prominently displayed on the outside front cover.

Included in the cover were eight pages of advertisements which have appeared in HARDWARE AND METAL from time to time.

The outward appearance of the publication gave it the appearance of a regular issue of HARDWARE AND METAL, although in the contents there were none of the regular features of our paper. This publication including covers, consisted of 12 pages, whereas the Sept. 21 issue of our paper consisted of 160 pages. We have been severely criticized for allowing the name of our publication to be used for advertising purposes by an advertiser.

We wish to state that we did not give the firm in question permission to use the name of our paper which is our registered trade mark, nor did we have any knowledge that the name of our paper or the name of the MacLean Publishing Company was to be used in the manner described.

The manager of the firm in question states that they did not intend to mislead the hardware trade to whom the publication was sent, but merely wanted to send out reprints of advertisements which have appeared in HARDWARE AND METAL.

The cover of the publication bearing the name of HARDWARE AND METAL, and also the name of the MacLean Publishing Company, with publication office given as Toronto, was not printed by HARDWARE AND METAL or the MacLean Publishing Company, and was certainly printed without our knowledge or consent.

We take this opportunity of making clear to advertisers and subscribers that we do not publish advertisements in our reading matter section unless same are plainly labelled "advertisement." We believe our readers have a right to know whether announcement comes from the publisher or from an advertiser.

We are anxious that advertisers and subscribers should know that we have a very definite policy regarding the way in which our paper can be used by advertisers and under no circumstances do we depart from it.

BOOSTING CANADA

THE Minister of Trade and Commerce has applied for thirty booths at the next Lyons Fair, which opens on March 1, 1919, and continues for two weeks. A few of the booths will be used for a general Government exhibit of agriculture, forestry and fisheries, minerals and metals, but most of the booths will be placed at the disposal of the Canadian Manufacturers' Association for display of samples and catalogues or photographs of articles which will be available for exportation to France.

The Department of Trade and Commerce will pay for the booths and will also pay the freight upon the exhibits from the port of embarkation to Lyons.

The Lyons Fair is not a mere exhibition. The firms represented are encouraged to accept orders and the orders actually taken in 1918 were valued at 750,000,000 francs.

For many years before the war the famous Leipsig Fair of Germany annually attracted buyers from all parts of the world. France hopes that the Lyons Fair will make France a buying centre fully as important as Leipsig was in its best days.

CANADA'S LOSS HEAVIEST

NO nation is able to maintain a worthy position in industry and commerce if it permits the wealth it has created to be wantonly and needlessly destroyed. Yet, for many years, Canada has permitted heavier fire losses than any other country in the world, a proof of unrestrained carelessness that amounts to a national disgrace. Nero was properly despised for enjoying himself while Rome, his imperial patrimony, burned. But there is no essential difference between his action and that of the thoughtless Canadian citizen who refuses, or at any rate neglects, to do all in his power prevent the destruction of millions of property every year. Citizens are individually responsible, retailers especially, for the creation of a public sentiment that will demand legislation to fix responsibility and punishment for fires: that will insist on better building construction and the enactment of saner insurance legislation. These advances will only be made when an aroused and insistent public opinion demands that legislatures take action.

CANADA'S NEW OUTLOOK

EVEN before the war Canada held a prominent and increasingly important place, not only in the Empire, but in the world. The work of the Dominion during the past four years has given this country an entirely new and much broader status than ever before. This is due to the splendid valor of the Canadians on the firing line and to the surprising work done by the people at home. The splendid way in which manufacturers responded to the great calls made upon them has turned the eyes of the world to this country. Now that peace has come, will we retain and improve our position or not? There is every indication that Canada will improve her position. Already inquiries are coming in in large number for manufactured goods and raw materials. This is not alone in the line of foodstuffs, for which there will be a market for years to come. This means that Canada's factories are going to remain busy and that her exports will continue to grow. A great agricultural country with a ready market for everything it produces, has a stability that makes for soundness and national prosperity. Canada has this and when it is backed by busy manufacturing plants from coast to coast sending their goods to all parts of the globe, there should not be the slightest reason to fear for the Dominion's future.

GOING ON A CASH BASIS

ANOTHER move which indicates the steady trend of business toward eliminating unnecessary credits is being made by the Canadian Railways, who announce that commencing January 1, 1919, all shippers must pay cash to them for service rendered or furnish bonds to cover the amount involved. Even under the bond only 96 hours is allowed for cash settlement. This is merely another step in the path that many firms all over the country have been following for some time. It has been made necessary by conditions resulting from the war. In many business circles it is believed to be only a question of time when the majority of transactions will be reduced to a cash basis. It is fully recognized that in some instances it is impossible for everything to be conducted upon an absolutely cash principle, but in cases of this kind the credits extended are limited to a minimum period. There is a good deal of interest attached to this change in business methods to the retailer. Many of the best firms all over the country are giving it a lot of consideration in view of conditions they are now called upon to meet. Some hardwaremen have made the move already and state that they are more than satisfied wih results. Others are still wavering on the brink, uncertain whether to make the step or not until they make further inquiries as to how it is working out. Still others are content to go along and have the trouble and uncertainty of looking after a lot of "Carry" accounts.

WANT CANADIAN PRODUCTS

EVERY incoming ship that reaches Canadian ports brings inquiries for goods of all kinds. Many manufacturers state that they are receiving letters that should result in a large amount of splendid business. They expect more letters of inquiry and are preparing to take care of all the export business they can get. A significant fact appeared in the Trade and Commerce bulletin issued at Ottawa last week when no less than fourteen firms asked to be put in touch with Canadian firms who could supply them with lumber. Many of them want large quantities. The indications are that much of this will be required for reconstruction purposes in Europe. If there is an opening for Canadian lumber there is an opening for Canadian hardware goods, paint, steel goods, farm implements, electrical goods and many other lines. The Canadian Trade Commissioner, Mr. Lloyd Harris, says he can get all the business Canadian firms can handle, provided the firms are able to arrange for proper credit terms. Canada accommodated the Allies in this respect and as a result received huge war orders. It is not thought that there will be any serious difficulties in arranging for commercial credit with nations overseas who want supplies, but are not able to pay spot cash for the goods.

COMMERCIAL AVIATION

THE possibilities of commercial aviation are receiving a great deal of attention by the governments of France, England and the United States. Now that the war is over and thousands of aeroplanes and thousands of specially trained aviators are available, the question of employing these men and speedy machines in facilitating commercial projects is being careful investigated. The delivery of mails in Canada and in some parts of the United States has been accomplished most successfully. If aeroplanes are useful for this purpose, why not for delivery of merchandise and other things is the question that is asked. It is not at all impossible that before very long regularly organized air routes may be established between important points. Such a service, it is argued, would greatly facilitate the delivery of important letters, and small shipments of goods. The latest developments in aeroplanes has resulted in some remarkable carrying power being obtained and speed which makes even the fast express trains seem like mere snails. All sorts of projects have been suggested to the governments, but in the meantime, reports from investigating committees have not been made.

EVENTS IN THE TRADE

Business Changes

Creelman, Sask.—J. E. Wright, hardware, has sold out to S. M. Stone, implement dealer.

Brighton, Ont.—S. D. Ross, hardware, has sold his business to F. C. McMaster.

Obituary

The death occurred at Kamsack, Saskatchewan, of J. G. Hallson, hardware.

The death occurred at his home in Argos, Indiana, of M. L. Corey, for many years secretary of the National Retail Hardware Association. He was 64 years old.

C. A. Knapp, president of the National Hardware Association, and head of the Knapp, Spencer Company, died at his home in Sioux City, Iowa. He was a 32nd degree mason.

Frederick C. Ansell, hardware merchant, of Galahad, Alberta, died in the hospital at Killam after an illness of one week with pneumonia, following an attack of influenza. Mr. Ansell spent six years with A. E. Fee in the hardware business at Killam, and for the past two years has been located at Galahad. He was a son of the late Frederick Ansell, of Sarnia, Ont. His death is particularly sad following the illness and death of his two sisters in Edmonton, Mrs. Earl Yuill and Mrs. Tom Jones.

Personals

C. S. Coates has joined the staff of the hardware store of S. Loraas at Vanscoy, Sask.

James Cowan Jr., of London, who has been ill with influenza, is making good progress toward recovery.

George Beatty, senior member of Beatty Bros., Limited, Fergus, Ont., has returned from an extended trip through the West.

The marriage took place in Hamilton, at the First Methodist Church, on Thursday, November 21, Rev. C. L. McIrvine officiating, of Alice Kathryn, only daughter of Joseph H. Peart, Hagersville, Ont., to Leslie A. Smith, of W. J. Smith and Son, hardware dealers, Hagersville, Ont.

Trade Notes

The De Lorimier Broom Co., Montreal, has been dissolved.

The Canadian Veneering Co., Inc., has been registered at Montreal.

S. McGee, Amherstburg, Ont., bought the glassware and household hardware stock of Messrs. Barlow and McCormick.

The Stanyon Rubber Company Limited of Toronto, capital $40,000, has been granted a provincial charter.

A "housewarming," which took the form of a dance tendered to the employees by the firm marked the opening of the new factory of the Buffalo Forge Company at Buffalo. More than 1,800 of the employees and their friends attended and enjoyed the evening.

C. W. Stephens has been appointed manager of sales of the Detroit Twist Drill Co., Detroit, succeeding Nelson J. Smith, who becomes assistant to President Muir B. Snow.



J. S. MITCHELL

Of J. S. Mitchell & Co., Sherbrooke, Quebec, who has been elected a director of the Canadian Bank of Commerce.

The Massey-Harris Company have bought the Structural Steel Company's plant at Weston and will, it is reported, remove their gasoline engine manufacturing department from Toronto to the new factory. Besides the gas engine, the company will manufacture at the new factory cream separators on a large scale for the increasing European trade, and farm tractors, for which there is now a great demand in the West.

It is expected that nearly a thousand hands will be employed, most of whom will be skilled mechanics.

H. Nobert, hardware dealer, Three Rivers, Quebec, has come out with the statement that he expects to double his sales of bicycles for 1919. He has only been selling bicycles for two years, and with peace here looks for a record business.

The National Varnish Manufacturers' Association will hold its 16th annual meeting at the Hotel Astor, New York, on December 10. This meeting will be preceded by an informal dinner Monday evening, December 9.

Montreal News

J. E. Bureau, of Richardson & Bureau, is this week in Toronto.

Mr. Archibald, of the Nicholson File Co., Port Hope, was in Montreal this week.

Herbert Seybold, of Starke-Seybold, Ltd., was in Alexandria, Ont., for several days recently.

Armand Thibeault has opened a hardware and plumbing store at 276 St. Antoine Street West.

John Irwin, Vice-President of McArthur-Irwin, Ltd., was in New York during the week.

Spielman Agencies, Reg., have removed from No. 205 Read Building to 506 Read Building.

F. B. Leslie, of A. C. Leslie & Co., wholesale metals, Montreal, was in New York this week.

Laurence W. Watt has been appointed to succeed R. B. Hughes, resigned, and late on the Lead Works Staff of Brandram-Henderson, Ltd.

R. F. Warren, with the Richards-Wilcox Company for several years, has accepted an appointment with Lewis Bros., Ltd., and will represent them in Montreal city.

G. L. Griffith & Son, makers of horse specialties, Stratford, Ont., have appointed Richardson & Bureau their Montreal selling agents.

Steel Developments Expected At Ojibway

The Windsor, Ont., correspondent of HARDWARE AND METAL says:

"All eyes are now centered on developments expected in connection with the Canadian Steel Corporation, Limited, at Ojibway, which is the basis upon which future activities of manufacturers of metal products in the border cities will depend to a large extent. General Manager Perley returned Thursday from a business trip to New York and Pennsylvania, and important announcements are anticipated in the course of a few days.

James Glenister is Victim of Influenza

James Glenister, aged 39, manager of the plumbing and heating department of the J. H. Ashdown Hardware Company, died at Winnipeg on Wednesday, after a short illness with influenza. Prior to going to Winnipeg, Mr. Glenister was with Metals, Limited, at Lethbridge and Edmonton. He learned his trade in Toronto with Bennett and Wright, and then went to Galt with the firm of Scott and Bennett. He became a member of the firm, and later sold out



The late JAMES GLENISTER

Manager of the plumbing and heating department of the J. H. Ashown Hardware Co., Winnipeg, who died from influenza, on Wednesday.

his interests and succeeded Walter Fulton as Western Ontario representative of the Dominion Radiator Co. For five years he covered this territory before going to Lethbridge. Mr. Glenister was a keen sportsman, and was a former president of the Alberta Trap Shooting Association.



Lieut. W. Neil Hanna, R. A. F., only son of Hon. W. J. Hanna, of the Imperial Oil Co., was killed on November 20 while serving in Italy. He enlisted in an artillery unit at London, Ont., and went overseas in 1915. He was 23 years old.

Pte. T. L. (Bert) McKenzie, of Toronto, is in the casualty list, having been gassed on November 7. Before going overseas two years ago with a cyclists' unit he was employed with the Aikenhead Hardware Co. His sister, Nursing Sister Nan McKenzie, was lost when the Huns torpedoed the British hospital ship Llandovery Castle.

MORE STEEL STEAMERS ORDERED BY GOVERNMENT

An order-in-council authorizing the Minister of Marine to enter into a contract with the Halifax Shipyards, Limited, for the construction of two steel cargo steamers of approximately 10,500 tons deadweight, three-deck type, has been passed. The price to be paid is $197.50 per long ton deadweight. The vessels are designed to Lloyd's highest class, British Board of Trade and Candian steamship requirements.

The order states that the company offered last May to construct three vessels at a cost of $195 per ton. The increased cost of materials and labor, however, has caused an advance of $2.50 in the price.

George B. Dowswell Dies at Hamilton

George B. Dowswell, president of Dowswell, Lees & Co., Limited, Hamilton, Ontario, died at his home on November 22. A little over a year ago he sustained a severe illness and since that time had been confined to the house a great deal of the time. He was born on Sept. 23, 1850, and for the past thirty-three years had been in business in Hamilton.



The late GEORGE B. DOWSWELL

President of Dowswell, Lees & Co., Limited, who died at Hamilton.

He commenced the manufacture of washing machines and wringers with his brother, Fred Dowswell, under the firm name of Dowswell Brothers. This was changed to the Dowswell Manufacturing Co., Ltd., then to Cummer Dowswell, Ltd., and about a year ago to Dowswell, Lees & Company, Limited. The late Mr. Dowswell, although president of all these firms, spent a great deal of his time on the road. He was widely known among hardwaremen all over Canada and had a host of friends also among the travellers.

His passing was most peaceful. He retired as usual went to sleep an never awakened.

Mr. Dowswell was a great lover of roses. Rose growing was his chief hobby and this summer his rose garden was his pride and was more beautiful than at any time since it was planted. The day before the funeral, the last rose in the garden, a tiny white bud, opened. It was picked and placed in the lapel of Mr. Dowswell's coat and was buried with him. Mr. Fred Dowswell, vice-president of Dowswell, Lees & Company, Limited, is still engaged in the business. He and Mr. George Dowswell were the last members of a family of thirteen.

Annual Convention of the Sherwin-Williams Co. of Canada, Ltd., Eastern Representatives

THIS year it had been planned that a large general Convention would be held, combining both the Eastern and Western selling forces, but unfortunately owing to an epidemic of the Spanish Influenza, all arrangements had to be postponed. As soon as the ban was lifted immediate arrangements were made to hold an Eastern Convention; there was not sufficient time to bring the Western managers and representatives.

Despite the shortness of time, the Sherwin-Williams lunch-room was turned into a Convention Hall, which was very prettily decorated. The Convention was attended by all the Eastern managers and representatives, and all the Sessions proved to be very interesting, and every meeting was an enthusiastic gathering.

The Convention opened on Monday, November 18, and continued until Thursday noon. Mr. W. S. Fallis, Managing Director of the Sherwin-Williams Co. of Canada, Ltd., and its subsidiary companies, acted as General Chairman.

Mr. W. H. Cottingham, President of the company, was unable to attend the opening meeting owing to business engagements in the United States, but was able to spend a few days at the Convention during the latter part.

The slogan for the Convention this year was "Action." The address of the Managing Director, Mr. W. S. Fallis, followed a confident and optimistic strain. Viewing the past in retrospect he gave the officers of the company a prospective vision that promised better things in the year ahead, because the

(Continued on page 51)

THE CLERKS DEPARTMENT

ALBERT BALLIN, CALLED "THE GREATEST GERMAN"

An Intimate Sketch of the Director of the Hamburg-American Line, Whose Tragic Death Followed Signing of Armistice

Albert Ballin, for many years general director of the Hamburg-Americacn Steamship line, whose tragic death came following the announcement of the peace terms of the Allies to Germany, was a dominant figure in the shipping world of the Fatherland.

After the world war began Ballin was generally considered, as no warm supporter of the Imperial German war programme, and in several instances he was reported to have called it a senseless conflict.

Confusing reports and rumors filtered through the German lines about the shipping lord's activities and expressions of sentiment on the war. When the United States entered the war it was reported through English sources that a letter written by Ballin to Dr. Rathenau, Privy Councillor, had been intercepted. One of the most interesting passages in that letter follows:

"You and I, dear Herr Privy Councillor, were never advocates of this fatal policy of unrestricted submarine warfare. You will remember how I went to Berlin to seek to stay the hand of the authorities. I begged them to reflect, and they told me the country insisted upon it. This was not true. I pointed out how it would inevitably draw the United States into the conflict. They pooh-poohed me, smiled at the States and scorned her threat. Do they smile now? Let me tell you that in my opinion the entry of the United States into this struggle may spell absolute disaster for us."

When the different political leaders in the German War party were being advanced and deposed rapidly there were persistent rumors that Ballin, who had resigned from the Hamburg-American line, would be appointed to various important posts. For a time he acted as Director-General of German Railroads, then he was reported as a probable successor to Dr. Richard von Kuhlmann. Still later despatches stated that he had been exiled because of his Anglophile sentiments.

Albert Ballin, dominant figure in the German shipping world, was born in Hamburg, August 15, 1857. His early education was obtained in the local institutions, and when he finished the elementary courses he was sent to a school for commercial training.

Upon the completion of the schedule maintained by that school he went to England, where he continued his general study of business. In 1886 after several years of English training Ballin returned to Hamburg and entered the employ of a traction company in Hamburg.

One of "Men Around the Kaiser"

Ballin was one of the national German figures described by Frederic William Wile in his "Men Around the Kaiser—The Makers of Modern Germany." Wile wrote:

"Who is the greatest German?" was the poser once fired at a young Pomeranian giant undergoing a peremptory cross-examination in history with his fellow-recruits at a Prussian garrison. "Ballin!" was the flashing reply. That is what several million perspicacious Germans think about it. No other man in the country, King or commoner, has a stronger claim to membership of the immortals of Emperor William's day. He is one of the real Makers of Modern Germany. Ballin of Hamburg stands in the same relation to the Kaiser as did those counsellors of another generation to their sovereigns and governments—Rothschild of Paris to Napoleon III., and Bleichroeder of Berlin to Emperor William I. and Bismarck. Having tried and failed repeatedly to make him a Cabinet Minister, William II. advises with the Director-General of the Hapag. Ballin always insists he can be of more service to the Fatherland on the Alsterdamm than in the Wilhelmstrasse. He would be ludicrously out of place in a bureaucratic environment. On one of the various occasions when the Kaiser sought to saddle a Ministership on Ballin, or tack von on to his plebeian name, or give him hereditary membership in the Prussion House of Peers, Ballin compromised by accepting his Majesty's photograph. The Kaiser inscribed it: "To the far-seeing and tireless pioneer of our commerce and export trade." That is a title of which Albert Ballin, long the uncrowned king of his native Republic of Hamburg, is prouder than Von, Excellenz, Staatssekretar, Geheimrat or any of the other elongated tags, to the acquisition of which the average Teuton devotes his life.

Ballin is a thoroughly self-made man. He was born into the trade in which he was one day to be a world-figure, as the son of an humble Hamburg emigrant agent. Following the practice still in vogue among ambitious young Germans, Ballin went to England as a lad to serve his commercial apprenticeship. The irrepressible Hamburg "volunteer" went in to master the most infinitesimal details of the navigation business, and specialised in emigrant traffic, the gold-mine from which Transatlantic lines extract their richest gains. On his return to Germany Ballin entered the employ of the Carr Line, and was presently entrusted with the minor duty of conducting emigrant cargoes from Galicia, Poland and Hungary to Hamburg,(and embarking them for the Land of Promise oversea. His eminent organizing talent and sleepless zeal speedily made his superiors see that he was fitted for far more important work. They appointed him manager of their entire imigrant service. He was barely twenty-five when these, the first honors of his chosen career, came to him. It was not very long before the Hamburg-American Line began to take notice that for some mysterious reason the Carrs were getting the cream of the emigration business. Somebody, or something, was causing the pilgrims from Southern and Eastern Europe to flock to the smaller rival's steamers. It was discovered that a certain Ballin was the culprit. The only way to suppress him, it appeared, and to annihilate the competition, was to buy out the Carr Line bodily. In 1886 it passed into the Hapag's possession, and Ballin with it. The history of the Hamburg-American's development dates from the hour it annexed the young man who had cornered the emigrant market.

Figures talk. In 1886, when Ballin joined the Hapag, its capital was £750,000. Its gross profits were £125,000. In 1912 they were £2,825,000. In 1886, 26 ocean-going steamships flew the company's blue-and-white pennant. To-day it flutters from the peaks of 180. In the ante-Ballin era the Hapag's total tonnage was 60,000. This summer a single vessel of 50,000 tons, the peerless Imperator, is in her maiden season. With a sister ship and other leviathans under construction, the Hamburg-American's gross tonnage will aggregate roundly 1,500,000—a total which dwarfs the merchant fleets of half a dozen European States.

The secret of Ballin's greatness lies in his card-index mind. He has an incorrigible habit of laying stress on the unconsidered trifles, and storing them up systematically. When he was a shipping clerk in England, at nothing a week, he worked overtime absorbing the quips and tricks of the business. He was a stickler for the little things. Nothing escaped him. He developed a fabulous memory. As soon as he learned a thing,

he numbered, labelled and filed it away in the well-ordered archive which serves him as a brain. When he meets the shipping magnates of Britain, America, France, Holland and Scandinavia in conference nowadays, he staggers them with his first-hand knowledge of what others mistakenly consider the bagatelles of the game. When the Hamburg-American Line acquired Ballin, along with some minor assets in the shape of emigrant steamers and goodwill, he brought to them, ready-made, the far-reaching plans which were to make the German merchant flag familiar and formidable on the high seas.

The new director, not yet out of the impetuous twenties, did not find it easy to impose his progressive ideas on the Hanseatic patricians in control of the Hapag. His demand for twin-screw steamers shocked them. His insistence that the day had come to give ocean-travellers luxuries instead of mere comforts sent cold chills down their conservative spines. Seven-day boats seemed to them as visionary as flying machines. Ballin anticipated all that. He bided his time. By degrees, almost before they knew it, the greybeards of the directorate found themselves succumbing enthusiastically to the indomitable will and inexhaustible initiative of their colleague of the fiery spirit, restless energy and overweening self-confidence. They saw he was predestined to lead. Gradually they gave him full sway. In 1900 he was appointed Director-General of the entire organization. Since then his power has been autocratic.

Ballin's plans for developing the Line were separated into two distinct divisions. As the elementary essential, he equipped it with a fleet of modern vessels and replenished it periodically with newer ships. He saw from afar the approach of the luxury age and met it more than halfway. He recognized the moral value of the conquest of the blue ribbon of the Atlantic and built the Deutschland, which captured it on the New York-Plymouth route in 1900, with a passage of five days, seven hours and thirty-eight minutes. The North German Lloyd snatched the record three years later, but it remained in German keeping until the Lusitania re-won it for England in 1907. Ballin's next move was to extend the services of the Hapag until they literally spanned the earth. His latest project in that direction is about to be inaugurated—a service between the Eastern and Western coasts of the United States via the Panama Canal. The material accoutrements of a world-wide maritime organization having been provided, Ballin now occupied himself with the no less important question of strategy and tactics, with that phase of business known as policy. In this realm, too, he was destined to display acumen and capacity of a high order. He early proclaimed himself an adherent of the pool system, and helped to found the North Atlantic Union, which still regulates Transatlantic traffic. Conciliatory by nature, he has always opposed rate fights and other forms of ruinous competition, but, being in them, has not shrunk from making war to the knife, as Liverpool and Southampton know.

Of the left-handed compliments Lord Palmerston was fond of paying Germany, none ever left a more burning sting than his famous taunt that though the Germans might till the soil and build castles in the air, they had never, since the beginning of time, had the genius to cross the high seas or even navigate narrow waters. Before Palmerston's century ended, Britain was to recognize her mightiest rival in despised Germany, both in the merchant trade and in the naval realm. Ballin will tell you that the Lusitania and Mauretania themselves were Made in Germany. He means to say that Great Britain, in order to regain the pre-eminence which German shipping had usurped, resorted to the policy of subsidizing or semi-subsidizing the Cunard Line and enabling it to build a class of vessels which no unassisted navigation company could afford either to construct or operate. Ballin is an uncompromising foe of subsidies in whatever form garbed. He calls the Cunard giantesses "hot-house plants." He considers State subsidies insidious, because of the impulse they must inevitably give the nations to outbid one another. He says they spell demoralization. Ballin strongly advocates the assembling of a conference to abolish shipping subsidies by International agreement, as was done in the case of sugar bounties. He makes a reservation with regard to the United States. Shipbuilding is 33 1/3 per cent. dearer there than in England or Germany and he thinks the United States Government could justify a sane policy of temporary subsidies.

Since the Deutschland, Ballin has built no fast ships. He was frankly sceptical of the virtues of the turbine, but acknowledges its unqualified success in the Cunard flyers. He still inclines to the belief that six or seven days on the Atlantic is not too much for any globe-trotter, but Ballin is not the man to rest content indefinitely with second place, and it is safe to predict that one of these days he will again take up the British challenge for the speed championship.

Two years ago was the silver anniversary of Ballin's connection with the Hamburg-American Line. Germans of all classes are accustomed to celebrate jubilees with pomp and circumstance. Hamburg would have delighted to honor its favorite son. A week before June 2nd, which marked the twenty-fifth anniversary, Ballin went cruising in a yacht. He left no address, and he did not return until people had forgotten all about his "jubilee." Then he drove up to his office one day and went back to work.

SHERWIN-WILLIAMS CONVENTION

(Continued from page 49)

Allies have earned a great and glorious victory. In fact, if the Convention had a second theme, it was that of "Optimism." Lieut.-Col. Hon. C. C. Ballantyne, Vice-President, also addressed the opening meeting.

Following the usual plan, the various sessions treated of the problems that had been met by the travelling men; the consideration of sales plans, and many special subjects received attention. Altogether, the delegates had their usual profitable assembly, and returned to their territories the better for this closer contact with the home office.

Of a different nature this year, the social gathering on Thursday night proved to be successful in every way. Departing from the banquet idea, an entertainment was provided in Victoria Hall, Westmount. Decorated with patriotic bunting and flags, the hall proved to be a pleasing setting for the large gathering, for not only were the sales staffs in attendance, but the factory staff had been invited, and with them their wives and lady friends.

Mr. Fallis delivered the opening address at the social evening. The gathering was also addressed by Mr. Cottingham, who presented prizes and certificates for long service to some seventeen or eighteen employees, who had been with the company for a considerable time. The room was then cleared of seats and dancing followed. Refreshments were provided, and the interspersed music of the orchestra, composed of members of the staff, brought to a close this year's Convention.

LETTERS TO THE EDITOR

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld, if desired, but name of writer must accompany correspondence as an evidence of good faith.

THE GASOLINE SITUATION.

Editor,
Hardware and Metal,
Toronto.

Nov. 26, 1918

Dear Sir:—

There seems to be some controversy over the question of gasoline regulations proposed by the Fuel Controller.

What is the object of a license for dealers for this particular line, any more than for many others? Is it because the Department requires more money, which seems to be the only feasible reason, and no doubt they do, and will for some time to come, but why license the dealer, therefore paying a good portion of the fees for the clerical work and staff in looking after this item, thereby losing part of the object, while if a tax is placed on this line at the port of entry, it would bring in a considerable income, without any extra expense and the public would be no worse off.

As to regulating the profit, why should this be done by the Department on this item any more than many others? And why the necessity? Competition, if left open, will look after the profiteering end of it. In many cases 10 per cent. will not commence to pay the cost of doing business, while in others where large quantities are sold daily, this might be a good thing, and as to 20 per cent. I do not think there is a dealer anywhere getting this, and no chance, so if the matter is left as it is competition is so keen in this line the dealers themselves will see that no one is going to get any too much profit.

Leave the matter as it is, and if revenue is required for war purposes, or after-war purposes, get it, but do not spend half the revenue in collecting same.

Yours truly,
Dealer.

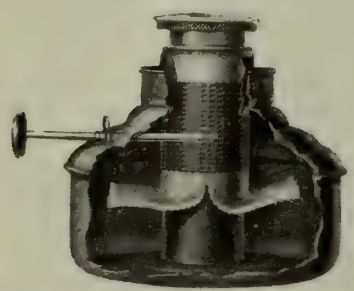
NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

NEW PERFECTION WICK DEVICE

A new device, which, it is stated, controls the operation of the wick inside the reservoir of Perfection oil heaters, has been developed by the Perfection Stove Company, Limited, of Sarnia, Ontario, manufacturer of these heaters. It is termed the "wick guides."

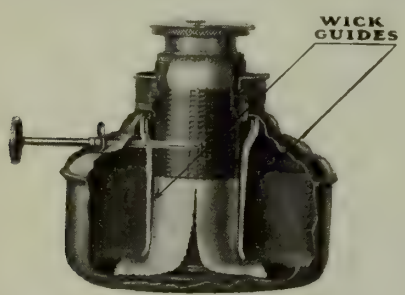
The accompanying illustration pictures "Wick Guides," which, it is claimed, pre-



Old style reservoir without "Wick Guides"

vents the wick curling away from bottom of reservoir.

These guides extend down into the reservoir on each side of the wick, and their purpose is to overcome the tendency of the wick to remain in a spread-out position and raise away from the bottom of the reservoir as it is turned up. This tendency of the wick has made



With Wick Guides

it necessary to fill the reservoir oftener in order to keep the wick in the oil. The new wick guides, it is stated, do away entirely with this inconvenience.

GARAGE HEATERS

It is now generally recognized that if you want your motor car to stay healthy in winter and want to avoid spring repair bills, you must warm your garage. A heater that, it is claimed, can be safely used in a garage full of gasoline vapor, and that itself uses kerosene, gasoline, or fuel oil, is a recent development marketed by the Scientific Heater Co., of Cleveland. The heater is essentially a small, sheet metal, warm air furnace



Heater for Garage

that warms and circulates the air in the garage, thus giving protection to the motor, the radiator, the battery, and every other part affected by the cold. Its construction, it is stated, permits it to be placed within a few inches of the car without danger of blistering the varnish. The safety feature is obtained, it is claimed, by an application of the miners' safety lamp principle.

ELECTRIC HEAD LAMP

The Guide Motor Lamp Manufacturing Company, Cleveland, Ohio, have developed a special new type heavy duty electric truck headlamp. This lamp is of the same size as has been used on class "B" U. S. trucks, but, it is stated, is of much simpler construction, much cheaper, and is equipped with a special front lens.

The most important feature about the lens, it is stated, is that it is designed to project a clear, wide ray of light directly on the ground, eliminating the glare above the three-foot limit, and with the one hundred and eighty degree spread to the sides, it is claimed, it gives the desired light on the sides for turning, getting into difficult, dark alleys and driveways, etc. It is absolutely dust, water, and rattle proof, it is stated.

While the brackets are of the standard fork type of 6-in. centers, it is subject to a small range of latitude; if necessary it can also be provided with the Class "B" type of brackets.



COMBINATION DOOR

"Stays on the year round," is the claim made for the combination screen and storm door made by the Sanderson Harold Co., Ltd., of Paris, Ontario. The door it is stated, is made of selected,



Combination Door

clear, seasoned pine in two finishes, either natural finish, with two coats of special varnish, or grained, filled, and varnished. Both screen and sash frames it is stated are removable, and can, it is claimed, be changed from screen to storm door in one minute.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

LOWER prices have been reached on linseed oil this week, amounting to as much as 10c per gallon in some quarters. This is a direct reflection of the declines recorded in flax seed late last week and early this week, and the strengthening market of the last two days, if continued, will react towards higher prices again.

The seed market is an uncertain one these days. Receipts are small and the demand fairly active, a condition which usually makes for a firm market. Crop reports just available indicate that early estimates of the yield will not be reached by a considerable figure. However, there is enough seed for some months, and the problem really facing the crusher to-day is getting transportation. Navigation closes shortly, and if dependence has to be placed on rail accommodation for supplies, the outlook is, to say the least, uncertain.

Turpentine in Southern markets has suffered a slight break. Buying interest seems lacking, and this may be a move to stimulate sales, at which time the market may go up again. Sellers are eagerly awaiting the time when overseas shipments can be made, for when these markets open up prices are almost sure to soar, and stocks will rapidly decline. There has been a decline locally this week amounting to 1c per gallon.

Black steel sheets have been revised to lower levels in some quarters this week, the decline amounting to 50c per 100 pounds. This is not a direct result of an improvement in supplies, but is really an effort to get away from values which could in any way be termed fictitious. Orders for later delivery are being accepted on the basis thus established, which would indicate that little, if any, further lowering of prices is looked for in the immediate future.

Manufactured goods still show a tendency upward. This is reflected in an advance in oil stones, combination stones, knife sharpeners and kindred lines, which are up about 25 per cent. A sharp advance has also been recorded in tube expanders, which go up about 33 1/3 per cent. this week over prices formerly in effect.

The market on broom corn is one of decided strength. The crop of corn has been seriously affected by rains and snow. These conditions have materially decreased quantity of good quality corn, and prices on this latter, now largely held for higher prices, may soar upward to unprecedented levels. Already some sources report an increase in price of brooms, and this may be general.

Advances during the week extend to belt hooks, spring butts and blanks, wire lawn rakes, pipe stocks and dies, pliers, glass cutters, pipe cutters, oil measures and tinners' hammers.

MONTREAL MARKETS

MONTREAL, Nov. 28.—Advances have been made this week for some lines of corn brooms. Some lines of saws on which changes were made some few weeks ago by the withdrawal of prices, have now taken on a new price list. A decline of one cent per pound has been made for ingot tin, but beyond a somewhat quiet market there were no further changes in these lines. Black steel sheets are easier, and in one quarter are reduced 50c per 100 pounds. Galvanized holds steady without change.

Declines are recorded for old material in heavy machinery cast and old busheling, as also for scrap copper and brass. On the other hand, the old scrap rubber market is firmer. Fuel oil is easier, one cent per gallon less being quoted. This is due to a better supply being made possible through the cessation of munitions manufacture. There is still a fair amount of trade, and the outlook is promising.

Some Brooms Higher; Sandpaper Prices

Montreal.

BROOMS, SANDPAPER.—Some advances are made in brooms aggregating about 5 per cent. The following prices are given: No. 2 Carpet, $11.60; No. 4 Mother's Own, $10.60; No. "C" Light, $8.50, and No. 2 Cable, $13.20. The new list on sandpaper, and also on emery cloth, are as follows: Sandpaper, No. 000 to 0, per ream, $5; No. ½, $5.30; No. 1, $6; No. 1½, $7; No. 2, $8.10; No. 2½, $9.30; No. 3, $10.60; No. 3½, $11.90, and No. 4, $13.60. Assorted lots are listed at $7. The advance to the trade over list is 45 per cent.

Emery cloth lists are as follows: No. 0, $30; No. ½, $31.20; No. 1, $32.75; No. 1½, $34.30; No. 2, $36.50; No. 2½, $39.40, and No. 3, $42.50. The advance over list for this is 37½ per cent.

Steady Rope Basis; Trading is Fair

Montreal.

ROPE AND CORDAGE.—The undertone of the market is steady and unchanged. A fair amount of business is reported, but at this time there is not much movement expected. Prices are based at 39c per pound for pure manila; 33c per pound for British manila and at 27½c for sisal.

Stoves Selling Yet; Wares Sold Well

Montreal.

STOVES AND WARES.—The season is well along and while the bulk of the big business has been taken care of the manufacturers are still working on deferred contracts, material having been received for this. Some stoves and

ranges still move out to the country dealers, and the season has been satisfactory, all obstacles considered. Coal hods, stove boards and shovels have bulked large in the movement of wares, and a steady trade was experienced for many weeks and down to present time. Snow shovels have been a big feature in the recent sales of the makers.

Gasoline, Coal Oil Hold; Fuel Oil Down 1c

Montreal.

GASOLINE, COAL OIL, ETC.—The position on gasoline is steady and unchanged. A fair amount of business has been done, but the demand now falls off gradually, with the return of colder weather. Price on motor grade is 34c per gallon. Coal oil sales have been steadily increasing and the price basis is unchanged with Royalite at 19c per gallon, and Palacine and Electroline at 22c. The only change recorded is that of 1c decline per gallon in the price of fuel oil. With munitions manufacture cut off there will be an easing of the market for this line.

Wire Nails Steady Without Change

Montreal.

NAILS AND WIRE. — Supplies of nails are ample for the requirements of the trade at this time and there has been a steady amount of seasonable business from some quarters, other parts being on the quiet side. There is no quotable change for wire nails which still sell at $5.50 per keg, and cut nails still are based at $5.85.

Smooth steel wire is not much of a factor these days and the price holds unchanged at $6.25 per 100 pounds.

No Changes Made in Lead Products

Montreal.

LEAD PRODUCTS.—The situation is what might be termed a waiting one. Much depends upon the position which lead will take on in the immediate future, and as yet there is no change in this basic metal. Sales are naturally light, and the position is quite unchanged.

Lead pipe, lb.	$0 15	$....
Lead waste pipe, lb.	0 16	....
Lead traps and bends	Net list.	
Lead wool, lb.	0 15½	0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs., sq. ft.	0 12½	0 13
Cut sheets, ¾c lb. extra, and cut sheets to size. 1c. lb. extra.		
Solder, guaranteed, lb.		0 52
Solder, strictly, lb.		0 45
Solder, commercial, lb.		0 41
Solder, wiping, lb.		0 41
Solder wire (8 gauge)—		
40-60		0 53
45-55		0 57½
Zinc sheets, casks		....
Do., broken lots		....

Note—The above prices for solder are for full boxes of 100 lbs. Jobbers will charge several cents more for small lots.

Iron and Steel Bars Hold Unchanged

Montreal.

IRON AND STEEL. — There is a steady but small volume of business in these lines. The season is well advanced and not a great deal of movement is anticipated during the late months. With the war finished it is probable that supplies will be available in fair quantities from now on, although relief will not come quickly.

Common bar iron, per 100 lbs.	$4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 22

Easier Prices For Black Sheets

Montreal.

SHEETS.—The easier feeling of fifty cents per 100 pounds for black sheets developed during the week as a result of the desire to stimulate selling. There is little improvement in the supply situation, but with some qualities to offer sellers are willing to make favorable prices.

There has been no change in the situation with regards to galvanized sheets, although the market is no stronger. Some business is passing, in a small way.

	Per 100 lbs.	
BLACK SHEETS—		
10 gauge	$9 25	$11 50
12 gauge	9 15	11 00
14 gauge	8 50	8 20
16 gauge	8 65	8 25
18-20 gauge	8 75	8 30
22-24 gauge	9 10	8 35
26 gauge	9 25	8 40
28 gauge	9 40	8 50
GALVANIZED SHEETS—		
10¾ oz.	$12 00	$12 35
28 gauge	11 65	11 90
26 gauge		11 35
22 and 24 gauge		11 15
20 gauge		11 05
18 gauge		10 95
16 gauge		10 85

NOTE.—These prices are for full bundles, an extra charge of 25c per 100 lbs. is made for broken lots.

Heavy Scrap Tumbles; Old Rubbers Up

Montreal.

OLD MATERIALS.—The week has recorded lower prices for heavy iron scrap, No. 1 machinery cast being quoted at $35 to $36 per ton. It is very probable that there will be a further revision downward, for the main use of the metal has been now shut off for the time being.

Lower prices also obtain for scrap copper and brass and for No. 2 busheling. A drop of $1 to $1.50 per ton is recorded. Old rubbers are up, and the market is a more active one.

Dealers' Buying Prices:		
Tea lead		0 05½
Heavy lead pipe		0 07¼
Yellow brass		0 13
Red brass		0 21½
Light brass		0 08
Scrap zinc		0 06¼
Heavy copper	0 22	0 23
Wrought iron, No. 1, per gr. ton	26 00	27 00
No. 1 machinery cast	35 00	36 00
Heavy melting steel	22 00	23 00
Pipe scrap	18 00	20 00
Stove plate, per ton	26 00	28 00
No. 2 busheling	12 00	12 50
Old rubbers, boots and shoes	0 08	0 08½
Overshoes, lumbermen's rubber boots		0 06
Bicycle tires	0 04½	0 05
Automobile tires	0 04¾	0 05

Tin Quoted at 85c; Ingots Are Quiet

Montreal.

INGOT METALS.—The markets are quiet, with tin easier in London and a shading of price here brings the quotation at 85c locally. In a general way the market is a little uncertain. No definite price changes have been made, aside from tin.

COPPER.——The position of copper is without change, excepting that the volume of business is light. Price is unchanged still at 30-31c per pound.

TIN. — In London, the market has ruled somewhat easier. This has had the effect of reducing prices here somewhat and the commodity may be bought at 85c per pound.

SPELTER.—This metal holds steady, little change being recorded in primary

BRIEFS FROM THE WEEK'S MARKETS

Montreal and Toronto markets showed declines in some quarters on black steel sheets amounting to 50c per 100 pounds.

* * *

Linseed oil came down 11c per gallon in Montreal and 10c in Toronto following the drop in the seed market. Seed is again moving upward, and the effect on linseed oil may be determined quite easily.

* * *

Fuel oil has registered a decline of 1c per gallon.

* * *

Turpentine went up 5c in Winnipeg, 5c to 6c in Montreal, and down 1c in Toronto and London this week.

* * *

Corn brooms show an advance during the week and best quality brooms seem likely to go even higher.

* * *

Sand paper and emery cloth prices, just put into effect, show a very substantial advance.

* * *

Galvanized sheets declined $1 per 100 pounds in Winnipeg this week.

* * *

Belt hooks climbed up 10 per cent., and a 5 per cent. increase in the price of pipe stocks and dies has also been recorded.

* * *

It may be said, practically speaking, that the entire priority and preference system in the United States is wiped out.

* * *

A sharp advance has been recorded in oil stones, combination stones, knife sharpeners, and other abrasives.

markets and the local position unchanged at 10½c per pound.

LEAD.—With price and distribution still controlled there is no new feature and the local trading, light though it is, is transacted at 10½ to 11c per pound.

ANTIMONY.—While there is naturally a smaller demand for this in a big way since the close of the war, there has been a holding of the market in the States. Local trading is light at 12c per pound.

ALUMINUM. — No new interest is taken in this line and enquiry is generally for small lots. Price holds at 48-50c per pound.

TORONTO MARKETS

TORONTO, Nov. 28.—Oil stones, sharpening slips, combination stones and knife sharpeners are included in a list of abrasives to register a stiff advance this week. A decline of 50c per 100 pounds in black sheets has been recorded in some quarters. New prices issued on tube expanders, tinners' hammers, pipe cutters, chucks and blind staples show levels higher than those formerly ruling.

Business is reported very good, sales of axes, cross cut saws and other seasonable lines proceeding satisfactorily, with marked interest now developing in Christmas lines.

Oil Stones in Stiff Advance

Toronto.

OIL STONES.—A sharp advance in the Pike Mfg. Co., line of oil stones has been recorded. The costs of raw material which have been steadily mounting along with the advance in manufacturing expenses are factors which it is indicated have contributed to this advance. On the new basis, list prices now in effect on oil stones are per dozen: Lily White Washita, No. 7, $10.20; No. 8 [illegible] Rosy Red, No. 7, $10.20; Ext[illegible], No. 6, [illegible].80; No. 7, $9.00; No. 1 Washita, No. 6, $5.40; No. 7, $6.00; No. 8, $7.8[illegible]. On all the above a discount of 15 per cent. applies. India oil stones are also higher, new list prices, per dozen, being: No. 0, $19.20; No. 1½, $1[illegible].20; No. 2, $9.60; No. 3, $6.00; No. 4, $6.00; No. 6, $6.00, these are also subject to a discount of 15 per cent. India combination stones, No. 0 at $1.90 each; No. 1 at $2.15 and No. 1½ at $1.60, less 15 per cent., are also higher.

Knife Sharpeners, Slips Also Up

Montreal.

KNIFE SHARPENERS, SLIPS. — In line with advances on other lines of stones, new prices are out on the Kantbreak knife sharpeners which are selling to the trade at $7.20 per dozen, less 15 per cent. Sharpening slips are included in the list also, list prices being as follows, per dozen: Lily White Washita, size 3, $3.00; size 4, $3.60; size 5, $4.80; Rosy Red, size 3, $3.00; size 4, $3.60; size 5, $4.80; No. 2, size 3, $1.20; size 4, $1.80; size 5, $2.40; No. 1, size 3, $2.40; size 5, $3.60. These prices are subject to a discount of 15 per cent.

Bicycle Sundries Under Revision

Toronto.

BICYCLE SUNDRIES.—Many items in bicycle sundries have undergone revision, and list prices now prevailing on which regular discounts apply are given on grips, valves, valve cap rubbers and valve interiors as follows: No. 823, Grips, sewn leather, pair, 60c; No. 896, Grips, nipple, "Stay There," $1.56 dozen; Rims, S. P. Dunlop, 26 and 28, $3.60 pair; No. 2503, Valves, Schrader rubber base, $3.50 per dozen; No. 2520, Valve cap rubbers, $2.50; No. 2521, Valve caps, $8.36; No. 2535, Valve interiors, $11.40.

Lamp Prices Show List Changes

Toronto.

LAMPS.—Revisions are the order of the day in bicycle lamps, and quotations now being made to the trade show several changes. List prices appear on the following to which regular discounts are applicable: "Old Sol" lamps: No. 10, $8.00 each; No. 3, $10.90; No. 23, $10.90; No. 55, $7.80; No. 4, $5.50; No. 35, $7.30; No. 17 B. & N., $11.80; No. 17 Nic., $12.70; No. 8 B. & N., $12.70; No 8 Nic. (discontinued); No. 13, $8.20; No. 16 B. & N., $10.90; No. 16 Nic., $12.70; No. 15 black (green discontinued), $3.70; No. 15 red (discontinued); No. 40, $8.20; No. 5 generator, $10.90; No. 2, $12.20; No. 64, $3.70.

Tube Expanders in Sharp Advance

Toronto.

TUBE EXPANDERS.—Higher prices, and substantially so, are reported during the week in Dudgeon tube expanders. This is the first change to be recorded for some time, but the new prices named are up from 25 to 33 1-3 per cent. over former figures. The present range of quotations is as follows: 1¼ inch, $7.50 each; 1½ inch, $7.50; 1¾ inch, $7.50; 2 inch, $7.50; 2¼ inch, $9.00; 2½ inch, $10.50; 2¾ inch, $12.00; 3 inch, $13.50.

Blind Staples Revised; Plow Lines

Toronto.

BLIND STAPLES, PLOW LINES.—New net prices just issued on coppered blind staples show that these have reached higher levels. The present range of quotations in 10 pound boxes is as follows: ⅜ inch, $19.50 per 100 pounds; ½ inch, $18.50; ⅝ inch, $17.25; ¾ inch, $16.75.

Revised prices have been issued on plow lines which show a higher level than that formerly effective.

Chucks, Tinners' Hammers Are Up

Toronto.

CHUCKS, TINNERS' HAMMERS. — A revision in the price of Jacob's chucks has been effected, the No. 3 now being quoted at $9.90 each to the trade. Brades' tinners' hammers, No. 1672, 4 oz. at $9.75 per dozen; 8 oz. at $10.50 and 12 oz. at $12.25 have reached higher levels. Barnes' pipe cutters are being quoted at the following revised figures which represent an advance: No. 1, $3.15 each; No. 2, $4.20, No. 3, $7.00; No. 4, $14.00. Single bit axe handles, 2nd growth hickory, 36 inches are selling at $6.60 per dozen, a higher figure.

Stoves Outlook Good; Wares Moving

Toronto.

STOVES, WARES. — The feeling among manufacturers generally is that the outlook for stoves is very good. There is a comparatively small number moving to the trade at the present time, a seasonable condition, but the situation is one which can be considered fairly promising. Supplies are, it is thought, more likely to come through in better time and manufacturing conditions should in a few months show improvement.

Sales of all lines of wares are being maintained at a level considered satisfactory at this time of year. Manufacturers are looking forward to the time when supplies may improve and the market is expected to rule with a firm undertone for some time to come.

Normal Business Reported in Cordage

Toronto.

CORDAGE.—The business being done is considered normal, considering the season, and the outlook seems to be for a fairly steady and maintained market basis. Quotations are unchanged for the week, pure manila selling at 39c per pound base, British manila at 33c, and sisal at 27½c.

Nails Quiet, Wire Unchanged

Toronto.

NAILS, WIRE.—With navigation now closed there is little moving in nails just now to outside points. There is some trade being done locally, supplies moving forward into consumption at a very good rate. There has been no change from price adopted some time ago which is $5.50 per 100 pound base on the wire nails and $5.85 on the cut nails.

There is little to say about wire. Sales are comparatively small and interest in this is hard to find. Prices are steady

and unchanged on the smooth steel wire which is based at $6.25 per 100 pounds.

Motor Oils to Advance? Gasoline

Toronto.

OILS, GASOLINE.—There seems to be a feeling that a further advance in motor oils may be effected, but there is no definite information available on this as yet. Coal oil is ruling on an unchanged basis with sales maintained at a level totalling a big volume of business. Prices are steadily maintained and unchanged at 18½ to 21½c per gallon according to grade. Gasoline moves forward in very good quantities with prices firm and without change at 33c per gallon.

Bars Steady, Little Moving

Toronto.

IRON AND STEEL.—The market is steady and without change locally. It is stated that orders for bars are now being booked by United States manufacturers at Government price levels which will mean in time that lower prices will prevail. However, orders already on hand and being shipped are being invoiced at higher levels, so indications are that this high priced material must be worked off before any change to lower levels can be brought about. Quotations locally range as follows:

TORONTO—	Per 100 lbs.	
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Tin Basis Easier; Spelter Firm

Toronto.

INGOT METALS.—A lower basis on tin has generally been established. Supplies seem to be quite ample for all demands and there is very little movement. Spelter seems to have firmed up, supplies being offered being picked up quite quickly and it has developed now that stocks are none too plentiful. Antimony is down another cent per pound.

COPPER.—The situation is without any material change. There is very little being released for commercial purposes as yet, and as the fixed price stands until January 1 it is known definitely there is no need for shading the quotations on this metal. Locally the prices hold at around 30 to 32 cents per pound.

TIN.—A basis of 85c per pound generally has been established on tin. The range runs up to 90c, but the lower figures are most generally accepted. Supplies are considered ample for the demand, and there is comparatively little trading going on.

SPELTER.—Offerings which seemed to be quite liberal a few days ago have been snapped up quite quickly, and the market is none too free of supplies. This has had a tendency to stiffen the tone of the market somewhat, although no quotable change has been reported, 11c per pound being the figure generally prevailing.

LEAD.—There is no material change in the situation on lead. Supplies are still scarce and commercial interests are not obtaining allotments freely. This situation is expected to obtain for some little time. Quotations hold at around 10½ to 11 cents per pound.

ALUMINUM. — Commercial requirements are still held in abeyance. There does not seem to be any immediate opportunity of securing big supplies, and the market is expected to come back to more nearly normal conditions gradually. Quotations nominally may be said to range at 50c per pound.

ANTIMONY.—A further decline of one cent per pound has been made in this metal. This brings the quotations down to 11 cents, and there is no indication that the bottom has yet been reached. However, it is expected that the prices wil go down a little more easily than they have been doing from now on.

PIG IRON.—The situation in regard to iron is really unchanged. The furnaces are pretty well sold up for the first half of next year, and this will have a tendency to stabilize the markets as well as prevent any possible glut of supplies. However, it is expected that it will be somewhat easier to secure pig iron and maintain production on a more nearly normal basis. In the meantime the situation is without any special features.

Black Sheets Decline 50 Cents

Toronto.

SHEETS, PLATES.—New prices have been established on black steel sheets in some quarters, which represent a decline amounting to 50c per 100 pounds. Supplies are still light in some gauges, but orders for delivery at a later date will be accepted on basis thus established. The outlook seems to be improving as far as securing supplies are concerned, and indications are that a fair movement will soon be in progress which take care of the most pressing needs of the trade. Galvanized sheets are steady during the week, with prices ranging from $11 to $12 per 100 pounds for 10¾ oz. Whether this basis will be maintained when supplies are freer is a question, but it seems possible that another $1 may be taken off the price in a few months, when stocks are more nearly their normal level. The demand for immediate requirements is considered fairly satisfactory.

BLACK SHEETS—	Per 100 lbs.
10 gauge	$8 50-$10 00
12 gauge	8 35- 9 60- 10 00
14 gauge	7 90- 8 40- 8 90
16 gauge	8 00- 8 55- 8 55
18-20 gauge	7 80- 8 05- 8 80
22-24 gauge	7 85- 8 10- 8 85
26 gauge	7 90- 8 15- 8 90
28 gauge	8 00- 8 25- 9 00
3/16-inch plate	....- ....- 8 40
¼-inch boiler plate	.... 8 00

Prices shown are for full cases. An extra charge of from 25c to $1 per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—		
10¾ oz.	$11 00	$12 00
U.S. 28	10 70	11 70
U.S. 26	10 40	11 40
22 and 24	10 25	11 25
18 and 20	10 10	11 10
16	9 95	10 95
14 gauge	9 85	10 85

Prices shown are for full cases An extra charge of from 25c to $1 per 100 lbs. is made for less than case lots.

Corrugated Sheet Outlook Unchanged

Toronto.

CORRUGATED SHEETS.—The situation in corrugated sheets shows no material change, orders coming to hand being largely for immediate consumption, it is felt. There have been no new developments in eavetrough or conductor pipe either, prices holding steady and without change. Manufacturers are in hopes that supplies of sheets will be released with greater freedom so that production can be speeded up as demands warrant it, without being held back, owing to shortage of stocks. The outlook for future business can be termed hopeful. Quotations on corrugated sheets are held nominally at following figures:

SHEETS WILL BE MORE PLENTIFUL

One of the best authorities on black and galvanized sheets, on a return from a visit to United States sheet mill districts, advises HARDWARE AND METAL that, in all probability, there will be a good supply of black and galvanized sheets available in the near future. Mills have a considerable amount of business on their books, and are not allowing cancellations. They have adopted a firm attitude in this respect. Regarding prices, this authority expects that prices will hold around present levels for some time to come. Government fixed prices will prevail until Jan. 1, after which, it is said, there is a possibility of a renewal of Government regulations. Even though no further action is taken by the Government, it is thought that prices at the mills will maintain strength for some months to come. It is felt, however, that some distributors of sheets will have to forego in the future some of the premium which they have enjoyed during the past few months and that price re-adjustments will be necessary in a few instances. Present mill prices, it is said, do not justify some of the high prices which have been asked by some jobbers. In justice to other jobbers, however, it should be stated that in most cases profits have been very moderate. Back of all is pig iron, and this authority states that in his belief, and from his observations, pig iron prices will continue at present levels, or even higher, for some months in the future.

TORONTO—	Per 100 Gal'zed	Sq. Feet Painted
Corrugated Sheets—		
No. 28 gauge	$ 9 00	$ 7 50
No. 26 gauge	10 00	8 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No. 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7½ per cent.

Boiler Tube Prices Not Determined; Pipe

Toronto.

WROUGHT PIPE, BOILER TUBES.—New prices, which it was expected would be available on boiler tubes by this time, are still in abeyance, but as stocks are practically exhausted and there is no news of further shipments rolling, this omission is not felt particularly. Figures given below can be still termed under revision downward. The situation in wrought pipe shows no material change as yet. Some relief in the steel situation may develop, and as this becomes more pronounced supplies of pipe will show a corresponding improvement. Prices shown in current market quotations hold without change.

Boiler Tubes— Toronto—	Per 100 feet Cold drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Lead Products Hold Without Change

Toronto.

ZINC AND LEAD PRODUCTS.—Manufactured lead products are held in a market that is steady and without change. Pig lead is still hard to procure for commercial purposes, and improvement in this regard may be rather slow. There is no indication of any immediate change in prices shown below. Solder is without any element of particular interest. Prices are well maintained, and it is thought possible that two months anyway must elapse before conditions will provide a basis for any change, if they do then.

Lead pipe, lb.	....	0 15
Lead waste pipe, lb.	....	0 16
Lead traps and bends	....	Net-list
Lead wool, lb.	0 14	0 15
Lead sheets, 2½ lb. s. ft., lb.	....	0 14½
Lead sheets, 3 to 3½ lbs. sq. ft., lb	....	0 14¼
Lead sheets, 4 to 9 lbs. sq. ft., lb.	....	0 13½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 50	0 55
Solder, strictly, lb.	0 47	0 52
Solder, commercial, lb.	0 42	0 45
Solder, wiping, lb.	0 40½	0 50
Solder wire, lb.	0 56	0 70
Zinc sheets, lb.	....	0 26

Market on Old Materials Featureless

Toronto.

OLD MATERIALS.—Conditions are unchanged, the market being featureless. Buying interest is lacking and trading is at a standstill. That a change may be made seems possible, and lower prices seem to be the most like trend. In the meantime, nominal quotations are given as follows:

Dealers' Buying Prices—		
Tea lead	$0 05¼	....
Heavy lead pipe	....	0 08
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 22	0 23
Stove plate, per ton	....	25 00
Old cast iron, per ton	....	30 00
Overshoes, trimmed Arctics	....	0 06½
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Wash Boards In Strong Position

Toronto.

WASH BOARDS.—There seems to be some belief that zinc may undergo another advance in price. It is expected that peace demands will be enormously increased, the varied uses of this being a factor. This may be reflected in higher prices on wash boards, though no definite action has been taken as far as can be ascertained, along these lines.

LONDON MARKETS

LONDON, Ont., November 28.—Prices generally show an advance this week over previous figures. This is particularly noticeable in sand paper, which records one of the sharpest advances yet reported. An advance of 50c has been made in another line of oil heaters. Other lines which have been revised to higher levels are automobile oil measures, Chicago spring butts and blanks, and wire lawn rakes.

The colder weather here has stimulated business, and sales on axes, cross-cut saws, ash sifters, stove boards and other seasonable lines have been very satisfactory. Christmas goods are also moving forward quite steadily, and a good business is looked for on these lines.

Sand Paper Goes Up; Butts, Blanks Too

London, Ont.

SAND PAPER, SPRING BUTTS.—New discounts have been named on B and A. sand papers and emery cloth. These provide for very sharp advances in both of these lines, but definite figures have not been yet worked out. These will be available in a few days and will appear in these columns.

Higher prices are announced on Chicago spring butts and blanks. Net prices are figured by adding 40 per cent. to the list price. This is a substantial increase over former figures.

Sinks Higher; Stove Boards, Sifters Selling

London, Ont.

SINKS, STOVE BOARDS, ASH SIFTERS.—Higher prices are again the order on the cast enamel sinks. New prices have just been issued which show a substantial gain over figures formerly in effect. On the new basis the 16 by 24 inch sink is quoted at $6.30; the 18 by 30 inch sink at $8.10, and 18 by 36 inch sink at $9.72 each.

Sales of stove boards continue to be made quite readily. There has been no change in the discount, and the Elite remain at 30 per cent. off list. Ash sifters are also moving forward freely at unchanged prices. The Banner at $3.45 each, the Rocker No. 1 at $5.50 each, and the Daisy at $15.00 per dozen are prices ruling in this market.

Oil Heaters Up 50c; Oil Measures Higher

London, Ont.

OIL HEATERS, OIL MEASURES.—An advance of 50c each has been made in the McClary oil heaters. On the new basis the price of the No. 860 nickel plated, is $4.75 each, and the No. 860 blue enamel, $5.50. This follows on the heels of advances made in other manufacturers' lines.

New prices have been issued on automobile oil measures. These are higher than those formerly ruling. The one pint are now selling at $7.37 per dozen; the one quart at $10.24, and the one-half gallon at $12.65, stamping included.

Lawn Rakes Up; Axes, Saws Moving

London, Ont.

LAWN RAKES, AXES, SAWS.—A further advance has been reported in the wire lawn rakes as will be noted in the new prices out; the 24 tooth size is now quoted at $10.75 per dozen.

A very good sale of axes is reported at the present time. There has been no change in price. Handle axes, Eagle brand, are selling at $15.75 per dozen; Cherooke at $17.50, and True Set at $19.00. Axe heads are also firm and unchanged, the Cherokee selling at $15.00 per dozen; Keystone at $13.25; Hand made at $15.50; W. V. Special, $14.75; Black Diamond, $16.00, and True Set, $16.00.

A very good sale of cross-cut saws is also in evidence and prices are as given herewith: Simonds, Premier, Maple Leaf, Lance, Racer, Pangburn, Arrow Head, 5 feet, $4.95 each; 5½ feet, $5.85 each; 6 feet, $6.60 each; Champion, 57c per foot; Philadelphia Lance, 57c per foot.

Skates, Sticks, Sleds Now Moving

London, Ont.

SKATES, HOCKEY STICKS, SLEDS.—A large proportion of booked orders

for skates have gone forward and retailers report there is some interest now being shown by the consuming public. There has been no change in prices to the trade, the Starr lines still being quoted at 30 per cent. discount from list.

Hockey sticks are another line which are becoming more interesting, and prices on these show no change whatever. On the present basis the Boys' Red or White remain at $1.25 per dozen; the Rock Elm remain at $3.20; Spalding at $5.75 and the Rex at $7.25.

Sleds are also unchanged and some inquiry for these is also being experienced. The Canadian Buffalo Sled Co. line is unchanged in price at 35 per cent. discount from list.

White Lead in Oil Firm; Putty Moving

London, Ont.

WHITE LEAD, PUTTY.—There has been no change in the situation on white lead in oil. Prices are firm and remain unchanged and no revision is looked for for some time to come. The booking date has been extended to April 1, and this will probably mean a very firm market during the intervening period. The price on the pure white lead in oil in ton lots is $17.80 per 100 pounds, and lots less than tons, $18.15. Pure Elephant white lead in oil is quoted at $18.30 per 100 pounds in ton lots, and $18.65 in less than ton lots.

A very good sale of putty is still being maintained at unchanged figures. The Standard in 100 pound drums is quoted at $6.75 per 100 pounds, and in 25 pound drums, $7.00. Pure Putty in 100 pound drums is $8.75 per 100 pounds, and in 25 pound drums, $9.00.

A fair sale of glass still continues to be made. There has been no change in the discount, both single and double diamond selling at 25 per cent. discount from list, in full box lots.

Linseed Oil Down; Turpentine, Too

London, Ont.

LINSEED OIL, TURPENTINE.—After two or three weeks of advancing prices, the market on linseed oil seems to have taken reverse action. The seed market is still rather excitable, declines towards the latter part of last week and first of this week being followed by advances which seem fair to overcome the declines reported. In the meantime the market locally is ruling at prices which show a decline of 10c per gallon.

Southern markets on turpentine seem to have been stopped in their upward trend and whether this really means that the peak has been reached or just a temporary lull in the upward movement, is still somewhat uncertain. Prices locally have declined 1c per gallon to reach levels below:

Linseed Oil—Raw, 1 to 2 bbls., $1.77 per gallon; 3 to 5 bbls., $1.76 per gallon; 6 to 9 bbls., $1.74 per gallon. Boiled—1 to 2 bbls., $1.80 per gallon; 3 to 5 bbls., $1.79 per gallon; 6 to 9 bbls., $1.77 per gallon. Less bbls. at 10c gallon.

Turpentine—1 bbl. lots, $1.19 imp. gallon; 2 to 4 bbl. lots, $1.18 imp. gallon; 5 gallon lots, $1.29 imp. gallon.

WINNIPEG MARKETS

WINNIPEG, Nov. 28.—Among the articles to advance during the week appear turpentine, resin, belt fasteners, pipe stocks and dies, pliers and glass cutters, all of which lines show only a moderate increase. Markets in general show a steadier trend than at any time during the past year, due, no doubt, to the cessation of hostilities, and similar conditions are expected for some time to come.

Business is reported as quiet in all lines, with the exception of Christmas goods. This is due to the epidemic of influenza, however, and as soon as conditions are again normal business conditions will, it is thought, improve.

Belt Hooks Move Up 10 Per Cent.

Winnipeg.

BELT HOOKS. — Due to increasing costs new prices have just been announced on steel belt hooks or fasteners. These move up approximately 10 per cent., making to-day's selling prices as given herewith: No. 10, 27c; No. 9, 31c; No. 8, 39c; No. 7, 47c; No. 6, 66c; No. 5, 85c per 100.

Wrench Prices Holding Steady

Winnipeg.

WRENCHES.—Market prices on nut and pipe wrenches are holding firm at former quotations, with the stocks reported well assorted. To-day's ruling prices are herewith confirmed:

Nut Wrenches—Agricultural— 6-inch, $7.00; 8-inch, $8.40; 10-inch, $9.80; 12-inch, $12.60; 15-inch, $16.80 per dozen. Perfect Handle—6-inch, $15.00; 8-inch, $18.00; 10-inch, $21.00; 12-inch, $27.00; 15-inch, $36.00; 18-inch, $48.00 per dozen.

Pipe Wrenches—Stillson—6-inch, $1.10; 8-inch, $1.25; 10-inch, $1.40; 14-inch, $1.95; 18-inch, $2.75; 24-inch, $4.00; 36-inch, $7.45 each.

Pipe Stocks and Dies Up 5 Per Cent.

Winnipeg.

PIPE STOCKS AND DIES.—Following the recent advance in Butterfield's products, new prices are now effective on their pipe stocks and dies, which move up from 5 to 7½ per cent. To-day's selling prices figured on the new basis are as follows: Butterfield pipe stocks and dies, No. 1, $8.25; No. 1½, $7.50; No. 1¾, $7.50; No. 2, $11.00 per set.

Sand Paper Due For Advance

Winnipeg.

SAND PAPER. — Manufacturers of sand paper have withdrawn prices, due to increasing costs, and new quotations representing an advance will no doubt be announced at an early date. Prices in the meantime remain firm locally at former quotations which are confirmed as follows:

Sand Paper—	Star. Quire.	Star. Ream.	B. & A. Quire.	B. & A. Ream.
No. 00	38c	$7.20	45c	$8.50
No. 0	38c	7.20	45c	8.50
No. 1½	38c	7.20	45c	8.50
No. 1	39c	7.50	47c	9.00
No. 1½	43c	8.10	50c	9.60
No. 2	46c	8.70	55c	10.50
No. 2½	49c	9.30	60c	11.00
No. 3	57c	10.80	67c	12.75

Pliers, Glass Cutters Revised; Up

Winnipeg.

PLIERS, GLASS CUTTERS.—Prices on a few lines of Red Devil pliers as well as glass cutters have been revised during the past week, registering advances of from 5 to 10 per cent. Prices now ruling are as follows: Fence pliers, No 1001, 6 inch, $8.25; 8 inch, $10.00; 10 inch, $11.50 per dozen; Side cutting pliers No. 3700, 6 inch, $8.50; 7 inch, $12.75; 8 inch, $14.25 per dozen; Circular glass cutters, No. 033, $5.40 per dozen.

Prices Maintained on Shovels and Scoops

Winnipeg.

SHOVELS, SCOOPS.—No change is reported during the week on shovels and scoops, all prices holding firm at former levels. Stocks are reported as satisfactory. To-day's ruling prices are given below:

Shovels—Olds and Fox, D. H., Sqr. Point, $15.05 per dozen; L. H., Sq. Pt., $15.05; D. H. Rd. Pt., $15.05; L. H. Rd. Pt., $15.05. Bull Dog and Jones—D. H., Sq. Pt., $16.30; D. H., Rd. Pt., $16.30; L. H., Rd Pt., $16.30; L. H., Sq. Pt., $16.30. Scoops—Black Cat and Crescent—No. 4, $19.00; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50 per dozen. Moose and Jones—No. 4, $19.90; No. 6, $20.90; No. 8, $21.40 dozen.

Coil Chain Firm, Unchanged

Winnipeg.

COIL CHAIN.—Coil chain prices still hold firm on the local market, with stocks reported about normal. Prices still ruling are confirmed herewith: Coil chain, 3-16 inch, $18.40; ¼ inch, $16.00; 5-16 inch, $13.60; ⅜ inch, $12.40; 7-16 inch, $12.20; ½ inch, $12.00; 9-16 inch, $12.00; ⅝ inch, $11.75; ¾ inch, $11.50; 1 inch, $11.25 per 100 pounds. Logging chain, 5-16 inch, $15.40; ⅜ inch, $14.20; ½ inch, $13.80 per 100 pounds.

Turpentine Up 5c; Rosin Higher

Winnipeg.

TURPENTINE, ROSIN.—Turpentine prices this week again register a further advance of 5c per gallon over former quotations. Stocks are reported very low, and show no signs of any improvement in the near future. Present stocks are selling quite freely at to-day's prices which are as follows: Turpentine, barrel lots, $1.25 gal.; ½ barrels, $1.28; 5 gal. lots, $1.30 gal.; 1 gal. lots, $1.30 gal.; plus the usual extras for containers.

The price of rosin has shown a further

revision during the week after holding firm for the past six months. This is now selling at 8c per pound.

Linseed Oil Rules Unchanged

Winnipeg.

LINSEED OIL.—Although linseed oil prices are still holding firm on the local market, higher prices are looked for in most quarters, as flax seed continues to advance. Indications all point to higher levels for this commodity. To-day's ruling prices are confirmed as follows: Raw linseed oil, $2.20 gal.; Boiled linseed oil, $2.23 gal. in single barrel lots.

Galvanized Sheets Decline $1.00

Winnipeg.

GALVANIZED SHEETS.—A decline in galvanized sheets amounting to $1 per 100 pounds has been recorded. On the new basis prices now in effect are as follows: 10¾-oz., $11.50 per 100 pounds; 28-ga., $11; 26-ga., $10.70; 24-ga., $10.55; 22-ga., $10.55; 18 and 20-ga., $10.40; 16-ga., $11.25.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Nov. 28.—The policy of the government as to reconstruction is probably as well defined as such a thing can be only a fortnight after the sudden cessation of hostilities, but it does not follow that the course of affairs will follow the desires of those who have undertaken to regulate matters. Necessarily, the powers of the government are much more limited than they were in the war period.

As to cancellations of war orders, the government continues to follow the policy outlined in last report, of refraining from cancelling orders on which work is being done, if that would result in idleness of plants or workmen. How long this policy can be continued is naturally a question, for the object is to allow activities to change from the making of war to the making of peace material, and it cannot be determined how soon a sufficient volume of peace work for the iron and steel industry will develop. The government can keep up the war work for a time, but of course not for any great length of time.

Cancellations of orders on which work had not been started has proceeded very rapidly. The cancellations and readjustments to date, including all classes of material, probably amount in value to $1,500,000,000 or more.

Priorities and Preferences

Practically speaking, the entire priority and preference system is wiped out. The formal order is that the preference list is discontinued and the priorities, both individual and automatic, are annulled, except orders for the Navy Department, the Fleet Corporation, and railroads and telephone and telegraph lines. With the pressure removed by other priorities being discontinued, no producer will have any difficulty in making deliveries at times desired by the activities still accorded priority, hence those priorities are merely a safeguard, and deliveries would probably be made just the same if there were no priorities at all. If demand should remain such as to keep the mills continuously busy, the decision as to which material shall be shipped first is left to the mills, thus restoring the old order of things. In normal times the mills do not fill their orders in rotation, but in accordance with their knowledge of the needs of their customers, the object being to maintain the operations of all customers as equitably as possible.

Character of Present Demand

There has developed what appears to be quite an insistent demand for steel, but this demand may be misleading if it is not scrutinized carefully. Naturally the first flash of demand, after the mills have been crowded to capacity, and more, for a trifle over three years, many consumers have been starved as to steel, and prices were at a war-time rather than a peace-time level, cannot be expected to reflect in either volume or character, the demand that is to be experienced in settled times over a period of years. That there will be for quite a while say from two to five years, a demand for approximately all the steel the industry can produce, is the common opinion, but this demand cannot necessarily be expected to develop at once, because the matter of price plays such an important part. There are all classes of buyers as to the period in which they expect to liquidate their purchases. As illustrative, two extremes may be cited, the jobber who has customers demanding material at once, and who can, perhaps, buy from a mill and have the material sold and paid for within thirty days, and the investor in a highway bridge, certain to bring in revenue for 20 years, and which, therefore, can be undertaken with the idea of its returning the capital invested in installments over a period of twenty years. The one buyer of steel need scarcely look ahead thirty days, while the other is disposed to look ahead twenty years. A well rounded-out demand for steel requires that there be buyers of all descriptions.

To-day the particularly insistent demand for steel comes from jobbers and from automobile builders. Other classes of buyers are not conspicuous in the market. The jobbers are importuning the mills and mulling over stock lists, being glad in some cases to take even a single ton of material that may chance to be in a mill stock. The jobbers show no disposition to build up their stocks except in items that are very deficient, and their general policy is to have their inventories as light as possible on January 1 for several reasons, one being the manner in which profits and taxes for 1918 must be computed. As to the automobile builders, there is believed to be a heavy demand for cars, and the makers have notified the public that they must not expect reductions in prices of cars before the end of the spring selling season. For the cars to be built in the next few months the automobile builders need not be particular as to prices paid for steel, for they know they can make a profit in turning into cars the steel they can buy on the present market.

The present flash of demand, therefore, does not bear the earmarks of permanence. The real issue is as to when the investment buyer will come into the market, when there are buyers of steel who expect to secure the return of their capital in periods of five, ten and more years. Such buyers will wait if they think the investment will cost them 10 per cent. less six or nine months later. They want to see a rising market rather than one which is likely to decline if it moves at all.

Price Prospects

Steel makers presumably know their own business, and for several weeks past their talk has been that the government ought to set minimum prices for steel, for the transitionary period, to replace the maximum prices that have hitherto obtained. There is every evidence that the steel trade expected a slump in prices if there were not artificial control. It has become established, however, that the government will not and cannot set minimum prices. At first it was thought the Sherman law, against conspiracies in restraint of trade, might stand in the way, but the second thought has been that even if it were not for that law, the United States government cannot set minimum prices when it has no means of punishing anyone who would cut prices and thus violate the order. The government has been rather strenuously engaged of late in an effort to prove to Germany that it was not "bluffing," and it would hardly be in keeping with its traditions for it to undertake now to issue orders which it could not enforce. This new thought leaves it that the War Industries Board may continue to fix maximum prices for a time, as it has done hitherto. The present limits were set to run for deliveries through December 31, and prices might therefore be fixed in the next few weeks to run for the first quarter or first half of the new year. The common expectation in the past few days has been that this will be done.

OVERSEAS DEMANDS FOR GASOLINE CONTINUE

A steady demand prevails for gasoline and with no great difficulty experienced in fulfilling requirements, the occasion for further regulation of supplies for private use is being steadily discounted. No early relaxation of government authority over the overseas movement is, however, expected, as the need of motor fuel for transportation and other purposes incidental to the restoration process abroad is still keen. For aviation requirements the demand has been curtailed.

WEEKLY PAINT DEPARTMENT

Why Not Co-operate in Paint Selling

Dealer of Many Years' Experience Urges Retailers to Get Together in General Campaign of Paint Publicity—Thousands of Buildings All Over Canada Need Paint, Many Not Having Been Touched Since War

A SUGGESTION comes from a retailer of many years' experience in paint selling that the hardware men of Canadian towns and cities might co-operate advantageously in a general campaign of paint publicity. In a broad way, he states this might well be conducted with individual as well as collective benefit to the trade of the places following the plan.

The war has kept many from painting during the last four years. This would be a logical start for arguments of a more general painting of buildings that need the preservative qualities embodied in good paint. It would be considered good business by many, no doubt, to engage in a campaign of publicity on a larger scale than an individual dealer would feel justified in planning for himself. To do so on his own account would be costly, that is, if this were done in a big way.

VALUE OF CO-OPERATION

Every hardwareman to-day has his line of paint on which he has sought to build a trade worthy of his attention and cultivation. To engage with his fellow hardwaremen in stirring up the citizens of his town and district would enable the trade to reach all the prospects within a wide area. Larger space might be taken in the local paper. The combined effort would secure this publicity at a relatively small cost to each, and the eventual results would be greater. The various ideas to be pooled in such a scheme of education as to the preservative and beautifying value of good paint, would bring out many points that might not be developed when one was conducting his own campaign. The concerted effort, the correspondent believes, would more widely develop the better spirit of friendliness which is, he fears, quite lacking in some parts of the country.

GOOD TIME TO PLAN

It is early to plan for a campaign along these lines. It is not too early to give attention to tentative arrangements, and with winter approaching, a get-together series of meetings might be planned, having in mind the launching of a big campaign toward spring.

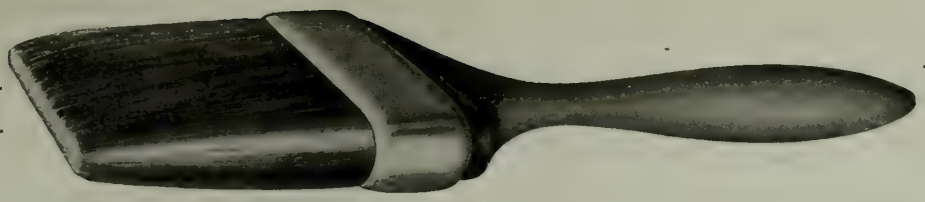
There is unquestionably a big field open all over Canada for a paint campaign in the spring. For more than four years sun, wind, rain and frost have had uninterrupted opportunities to work on thousands of buildings. Thousands of other buildings have been given only one or perhaps two coats of paint in that time. If they are to be saved from becoming a prey to the destructive forces which are constantly at work they should be gone over again.

If dealers get together and present this side of the case forcibly they should be able to turn over a lot of business, and if the manufacturers co-operated also in their advertising would help matters along very materially.

EXPENSE NOT HEAVY

The expense of a campaign that should produce effective results need not be heavy. Distributed among the merchants the outlay would be comparatively small for the increased sales that might reasonably be expected to follow. In various "Clean Up" campaigns inaugurated in different Canadian cities and towns, the merchants have many times co-operated with most satisfactory results to themselves and at an outlay that was comparatively insignificant.

Any amount of evidence regarding the need of painting may be gathered all across Canada and a series of advertisements strikingly illustrated, and filled with facts of the most convincing nature, could be prepared in a short time.



A Record of More Than 60 Years As Makers of High Class Brushes!

IN connection with good brushes and good brush service, the name Boeckh is famous throughout Canada wherever Brushes are used. You can sell a Boeckh Brush **quicker** and you can sell **more** Boeckh Brushes than any other make, and you can rest assured that your customers will remain good customers as long as you remain in business.

Boeckh Brushes are "Steel Grip-Rubber Set"—they're built to serve and last—to give absolute satisfaction and hold your customers' trade.

Build your business upon a rock—sell Boeckh's.

The Boeckh Company, Ltd.

TORONTO, ONTARIO



The Logical Answer to The Paint Question Is---

MOORE'S

When a customer asks for paint, what do you sell him?

Do you sell him **just Paint,** or is it Moore's Paint?

Painters and Householders everywhere are insisting upon Moore's.

Hardware dealers are thus making more and larger profits, besides creating a steady supply of satisfied customers.

Moore's Paints, Varnishes and House Colors stand up under all weather conditions, are 100% efficient, and unsurpassed in wearing qualities.

We also manufacture the famous Muresco Wall Covering.

Write for particulars of the Moore agency plan.

Benjamin Moore & Company, Limited

West Toronto

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Nov. 28. — Lower prices for linseed oil and higher for turpentine are the outstanding events of the paint market this week. Oil reacted to the extent of 11c per gallon in some instances, but with the closing of navigation in the immediate future a strong probability it is expected that there will be no further reaction. The flaxseed market, after a downward movement for several days, reacted again early in the week and is firmer at this writing. Turpentine is much higher and scored advances of 5c to 6c per gallon. There is very little to be had at this increase of price, and for small lots as much as $1.30 per gallon is asked. In a general way the amount of business coming forward is very satisfactory, and the outlook indicates a big season's business in 1919.

Linseed Oil Down 11c; *May Hold Here*

Montreal.

LINSEED OIL.—From the quotations of last week a decline of 11c per gallon has been recorded. This was a direct result of a lowering flaxseed market, and the reaction was brought to a standstill early in the week, and prices rose a few points. There is little indication that prices will further decline, say the crushers. This seems to be the more likely because the lake insurance rates cease at the end of this week, and water routes are likely to close at any moment.

LINSEED OIL

Raw, Imp. Gallon—	
1 to 4 bbls.	$1 73
5 to 9 bbls.	1 72
10 to 25 bbls.	1 71
Boiled, Imp. Gallon—	
1 to 4 bbls.	1 76
5 to 9 bbls.	1 75
10 to 25 bbls.	1 74

Five to Six Cents Added to Turps.

Montreal.

TURPENTINE.—There has developed a very strong feeling in the turpentine market and the price had risen from 5c to 6c per gallon. This is due to the increased scarcity of the product. Paint companies are using much and are not seeking business, desiring to husband what they have for their own use. The outlook is for a maintenance of the firm market now obtaining.

Turpentine.	Per Imp. Gal.	
1 to 4 barrels	$1 15	$1 18
5 barrels and over	....	....
Small lots	1 21	1 30

(Packages extra)

Putty Business is Now Seasonable

Montreal.

PUTTY.—There is no change in this commodity, the prices for any business being booked from now on holding as quoted hereunder. The bookings coming to hand are satisfactory, and the present business is seasonably good.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Steady Position For White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—There is nothing of new interest in this market, and the sales are just about what might be expected for this late season of the year. The manufacturers' needs are large, and a great deal of the supply finds its way into the manufactured paint products. Ton lots are selling on the basis of $17.50; five-ton lots at $17, and small quantities at $17.85 per 100 pounds.

Mixed Paint Orders Are Satisfactory

Montreal.

MIXED PAINT.—The market is a steady and unchanged one. The immediate business being accorded the manufacturer is naturally lighter, in accordance with the advance of the season. As regards future business, the trade expresses its satisfaction with the outlook. While orders are carefully made up and of moderate quantities, in many cases there is still a big lot of them. The outlook is for a firm maintenance of the present price basis.

TORONTO

TORONTO, November 28.—Lower prices on linseed oil amounting to 10c per gallon, and on turpentine of 1c per gallon, have been recorded during the week. The decline in flaxseed late last week and early this week brought about this result, and the higher prices now developing in flaxseed may bring the price of oil up again. Southern markets on turpentine are quiet, and opinions are unanimous that high prices will rule for some time to come. Mixed paint orders are coming along quite well, and the outlook for spring considered good.

Linseed Oil Comes Down 10c

Toronto.

LINSEED OIL.—Declines amounting to 10c per gallon on linseed oil have been recorded in some sources, while lower prices named early this week by others have been overcome by advances to-day. The seed market is very erratic, and late last week experienced marked declines, which extended to Monday of this week. Since Monday prices have started on the upward trend, and a continuation of this movement will mean that higher prices on oil must come. It is difficult to gauge the market just now, supplies coming to hand being comparatively small owing to sickness, which is keeping farmers back from marketing their seed. Latest crop estimates show that results secured and expected are at wide variance, the crop falling considerably below early estimated. However, there is enough seed for some months, the problem facing the crushers being to get it along in sufficient volume to maintain operations at production point wanted. Quotations this week follow:

Linseed Oil—	Raw Imp. gal.
1 to 2 barrels, gal.	$1 77-$1 86
3 to 5 barrels, gal.	1 76- 1 85
	Boiled Imp. gal.
1 to 2 barrels, gal.	$1 80-$1 88½
3 to 5 barrels, gal.	1 79- 1 87½

Add 10c gallon in smaller quantities.

Turpentine Makes Decline of 1c

Toronto.

TURPENTINE. — Southern markets record a slight break, and the market rules with an easier tone. It is believed this is a move to stimulate buying, and once buying interest is again in evidence prices are looked to keep going upward. The trade are looking for some movement overseas, and once space is available there will probably be a strong market develop. Locally supplies are considered very fair, though some interests report a scarcity. The demand at the present time is rather limited, and being well taken care of. Range of prices to-day follows:

Turpentine—	Imp. gal.
1 barrel (barrel included)	$1 15-$1 19
2 to 4 barrels (barrels included)	1 14- 1 18
5 gallon lots	1 25- 1 29

MARTIN-SENOUR
PAINTS AND VARNISHES

MADE IN CANADA—SOLD ON MERIT



PIONEERS
of
PURE
PAINT
and
STILL FIRST
in the estimation of
PAINT USERS.

The Paints and Varnishes that fortify you against complaints and make a Big Advance in your turnover.

The exclusive Agency for this line is a most valuable asset to any merchant's business. Martin-Senour Paints and Varnishes are now so well known for their unsurpassed quality and from the fact that they are so extensively advertised, that more and more people are attracted to the store where they are handled, and consequently they are the easiest and most profitable to sell.

The high quality of each and every Martin-Senour Product is such as to retain and increase the demand of those who have once tried them.

Martin-Senour sales help and co-operation is the strongest, consisting of the most effective features of Interior and Exterior Displays, Mailing Campaigns, Follow-Up Systems, and direct help of Salesman.

This policy will not be curtailed.

It will be **continued** and **strengthened.**

Would you not like to be counted as one of our **satisfied** and **successful** Dealer Agents who is profiting by this policy?

Drop a line for our Proposition, but do it to-day.



The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX



Mixed Paint Orders Coming

Toronto.

MIXED PAINT.—Advices from manufacturers generally indicate that retailers are booking quite readily for their requirements for spring. The outlook for next year's business is considered excellent, and the feeling prevails that the paint trade should experience one of the best years in its history. New work coming on and painting which has been put off, present opportunities for sales which the retailer will push for aggressively.

White Lead in Oil Remains Unchanged

Toronto.

WHITE LEAD IN OIL.—There has been no material change in the situation as it affects white lead in oil. Retailers are placing for their needs, and that there will be a good movement experienced in the spring is the consensus of opinion. Prices during the week show no change, pure white lead in oil ruling with a firm undertone at $17.80 per 100 pounds in ton lots, and $18.15 in smaller quantities. The various brands are shown in current market quotations.

Broom Outlook One of Strength

Toronto.

BROOMS.—Latest advices received, relative to the broom corn crop, indicate that severe damage has resulted from the heavy rains, and even snow getting into the corn when it was stacked up. This has caused rust, and a very large percentage of the corn can be called defective, with some utterly useless. These are factors which may result in good corn going much higher. Already it is noticeable that there is very little for sale, which would indicate that holders of good quality corn are looking for higher prices.

Glass Outlook Steady; Putty Moving

Toronto.

GLASS, PUTTY.—The market on window glass rules without any material change. There is some movement to the trade, but this is not heavy by any means. Stocks, though not considered heavy, are equal to present demands. Prices are firm and rule with a strong undertone at discounts shown in current market quotations. Putty is moving along fairly well and the tendency is towards a very well maintained market. Quotations rule at following levels:

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

IMPERIAL MUNITIONS BOARD PUTS LOTS OF TOOLS ON THE MARKET

THE Imperial Munitions Board has made the announcement that they are going to liquidate their entire business properties as soon as possible. In fact, some days ago at Ottawa, Sir Joseph Flavelle stated to this paper that the Imperial Munitions Board existed now simply for the sake of going out of business.

The first break will likely to made in the aviation department, which has a number of well-equipped establishments, where a large amount of machine tools and supplies have been put in. As a matter of fact the lists are being prepared now, setting forth the machinery that is contained in these shops. These lists will be forwarded to the various places where purchases will most likely be made in the near future. When the dismemberment of the big establishments also starts, the chances are that there will be some crowding of the machine tool market.

Offers to Sellers

A representative of HARDWARE AND METAL talked with one of the officers of the aviation board.

"We are getting ready now to offer the equipment in all the shops that are under the direction of this department," stated the official.

"How about the dealers who sold the equipment? Were there any cancellation provisions with them?"

"In some cases," replied the official. "As a matter of fact we followed the following programme in every case: The manufacturer of every machine had a chance to take the machinery back, but in no case was this done. They claimed they did not want them, and so we are going ahead to dispose of them by ousting them."

General Purpose Material

There is considerable general purpose machinery in the lot, and the chances are that the throwing of it on the market at this time will have a tendency to flood the situation for a time. Speaking of this aspect of the case, Mr. F. W. Evans, the Toronto manager of the Canadian Fairbanks-Morse Co., stated to HARDWARE AND METAL that there was no way out of the situation. "We have to look at the thing as it actually is and face it. We have been at war for four years. All the firms have done a big business. They have not lost money. On the other hand they have made it. Now, in a period such as we are passing through we can expect to encounter situations where we are not going to make money. On the other hand we can expect to meet situations where we will lose money. But then, take the whole four years, put your gains down one side and your losses below them and subtract, you will find that you have a good margin left, and that is the only way to deal with the present situation."

"Here is something you should have," remarked the manager of one of the big Toronto concerns to HARDWARE AND METAL to-day. "A number of the munition plants around the country that have had their contracts cancelled are writing to us asking if they can be relieved of the supplies that they have left over, and their accounts credited with the amounts.

"The munitions plants," stated this dealer, "should be prepared to shoulder their share of the losses. We certainly do not intend to take back any of these goods where a bona fide sale has been made. We took the big chance in carrying a big stock of this stuff all the time so that the munitions plants would have a good supply to draw from all the time and delays avoided in production. Now that the demand is off for these special kinds of supplies, it's up to them to shoulder and absorb their small loss, and we will have to do the same in a much larger way."

NATIONAL CONVENTION TO OPEN DECEMBER 11

The annual conventions of the National Hardware Association and the American Hardware Manufacturers' Association, which were postponed by the action of the health authorities of New Jersey, will be held at Atlantic City, N. J., on Dec. 11, 12 and 13.

Editorial Note—The following poem was written by William Jeffery, one of the oldest and best known travelers of the McClary Company, prior to the Victory Loan campaign.

The dawn of peace is breaking;
We're nearly "over the top";
It is no time to falter;
It is no time to stop,
But with redoubled fierceness
We must carry on the fight,
Since "Victory" complete and final
Is even now in sight.
We must conquer, smash and break them:
We must beat them to their knees,
Until each brutal, blinded Vandal
His sins and vileness sees.
We are going to rip up Hunland;
We are going to cross the Rhine;
Through Berlin's streets we will soon parade
In proud triumphant line.

Every ammunition factory,
Every place where guns are made,
Every plant that moulds the cannon
Or tempers warriors' blade,
Must be turned to better purpose
Or levelled to the ground,
And where war's works were rampant
Peaceful avocations found.

'Tis said we lose many battles
But always win the last,
And Britain's sons once more must hold
Their record of the past,
And money, yet more money,
We need to carry on.
Shall we hold back and hamper
Those who have so nearly won,
While they fight and die
That we may safely live?
Let us double up on the Victory Loan
And still more freely give.

Facing the Problems of Reconstruction

"THE end of the war has not in itself relieved the world shortage for foodstuffs, clothing, etc., and the supplies of raw materials have been reduced to such an extent that it will take some time to reach a normal balance. Then there are the needs for reconstruction in Europe to be taken into consideration and the requirements of an army slowly returning to civil life, not to mention that Central Europe is almost bare of commodities. It will take time to make up the shortage.

Prices to Come Down Slowly

"The trades generally have been looking for lower prices since the armistice was signed. They argue that as the war sent prices up so peace would bring prices down. Undoubtedly there will be a gradual lowering of prices. In the majority of lines, however, present prices will probably prevail and in some cases there will still be further advances."

The above is quoted directly from an important article on the front page of THE FINANCIAL POST of November 23rd. Questions of labor and wages are dealt with most interestingly in the same article which is of real constructive value at this time. Note also the importance of these other contents of THE POST of November 23rd:

End of War Does Not Mean End of War Financing.
Investigating the Possibilities of Lignite Supply.
Canada at the Lyons Exhibition—30 Booths.
Dominion Power Board Plans Extensive Development.
World's Tonnage is Seriously Short.
Heavier Losses by the Ontario Mutual Fire Cos.
War Brings Changes in the Economic Viewpoint.
Judge Gary on Future of America's Trade.
Shall the Bank Charge on Credit Information?
Natural Resources as National Credit.
Bankers Tore Down Deposits in Victory Campaign.
Salmon Packers Are Up in Arms at Government.
Will Take Care That Montreal Has No Deficit.
Export Trade for Canadian Textile Mills.
Market Taking Hopeful View of Bond Outlook.
Twenty-Year Victory Bonds May Sell at a Premium.
$300,000,000 May Go to Finance French Orders.
No System to Bring Cattle and Feed Together.

Above mentioned are a few of the more important contents of this issue of THE FINANCIAL POST. Send a subscription to THE POST and note its business value to you. Use this form in sending subscription which is $3.00 per year.

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THE large and constantly growing demand for Berry Brothers' varnishes is based upon a foundation that cannot be shaken. Their earned record for high and uniform quality has created confidence in all "Berry" products.

For over half a century Berry Brothers' label has been universally accepted among buyers and users of varnishes, enamels and stains as a guarantee of dependability, and protection against inferior finishes.

You can increase the volume of your varnish business by making a leader of Berry Brothers' line.

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Varnishes and Paint Specialties
Walkerville, Ont. (716)

BIG

RESULTS
from small investments. Read Hardware & Metal's Want Ad. Page.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz	12 50	13 20
No. 3, doz	13 50	14 20
No. 4, doz	14 50	15 25

F.O.B. Montreal, Toronto, Hamilton. London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to $1.15 a lb.

BARS, CLOTHES

No. 4, dozen	$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb. $1.70-$1.90
Cut Lace Leather, lb. $2.00-$2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb	$4 00
No. 2 x 50, lb	5 00
No. 3 x 60, lb	7 50
No. 4 x 100 lb	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1. 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net lists.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list. $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...12-14c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base $0 44
Rods, base ½ to 1 in., round 0 41
Tubing, seamless, base 53-50
Tubing, iron pipe size, base ¾ in. and up to 3 in. 45½-50
Copper tubing, iron pipe size, base, ¾ in. up to 3 in. 0 57
F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy $14.50-$17
30-gal. Standard 14 00

BOARDS (Wash), Zinc

	List Doz.
Pony	$2 25
Improved Globe	4 90
Neptune	4 90
Standard Globe	4 90
Original Globe	5 40
Jubilee	5 50
Newmarket King	5 50
Western King (enamel)	7 00
Beaver (brass)	7 00

List plus 5%. F.O.B. Newmarket.
F.O.B. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.B.

CHAIN

	Fire Welded Proof Coil Mont'l	Tor'to	Welded Mont'l	Tor'to
3-16 in.	$22.75	$17.00	$.....	$.....
¼ in.	16.75	14.50	21.75	23.70
5-16 in.	14.15	12.50	19.00	18.35
⅜ in.	13.00	11.50	15.90	14.00
7-16 in.	12.75	11.30	15.65	13.80
½ in.	12.50	11.15	15.50	13.65
5/8 in.	12.35	10.95	15.25	13.45
¾ in.	12.25	10.70	15.10	13.20
⅞ in.	12.05	10.60	15.00	13.10
1 in.	11.90	10.50	14.85	13.00

	Electric Welded B.B.	B.B.B.		
3-16 in.	$18.00	$19.00	$.....	$.....
¼ in.	14.95	16.00	16.20	.....
5-16 in.	12.55	13.50	13.80	.....
⅜ in.	11.35	12.25	12.60	.....
7-16 in.	11.10	12.00	12.35	.....
½ in.	10.95	11.80	12.20	.....
5/8 in.	10.70	11.55	11.95	.....
¾ in.	10.40	11.25	11.65	.....

Montreal and Toronto

	American Proof Coil Chain B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
5/8 in.	12.25	.....

Electric Welded B.B.B.—Chain ¼ in., $13.75; 5-16 in., $12; F.o.b Toronto.

Cow ties, 5, 10%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl. $2.80-$2.95 in car lots; $3.40-$3.50 bbl. in small lots.

Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. Wood Drills, 37½%.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD Universal (doz.)

No. 0	$19 25
No. 1	23 30
No. 2	28 35
No. 3	36 45

F.O.B. Montreal, Toronto.

Russwin—	
No. 0	$19 20
No. 1	23 40
No. 2	28 20
No. 3	36 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$7 80
17—7-strand, 50 ft. lengths	8 00
18—6-strand, 100 ft. lengths	5 40
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER

Casting ingot, see weekly report.

	Montreal	Toronto
Bars, ½ to 2 in.	$43 50	$43 00
Plain sheets, base, 16 oz. and heavier	48 00	50 00
Copper sheet, tinned, 14x60 in., 14 oz.	49 00	.....
Copper sheet, planished, base 16 oz. and heavier	58 00	50 00
Braziers' in. sheets, 6x4 base	46 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

	Montreal	Toronto
Prices nominal.		
Ordinary, 52 sheets.	$11 75	$ 9 50
Do., 60 sheets.		9 65

	Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	.....
IX, 20x28 base (nominal)	...
IXX, 20x28 base (nominal)	..
IXXX, 20x28 base (nominal)	

F.O.B. Toronto

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	..
IX, 20x28 base, 112 sheets	..
IXX, 20x28 base, 56 sheets	..
IXXX, 20x28 base, 56 sheets	

(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C. 20x28, 112 sheets $30 00

F.O.B. Toronto.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheets $28 00

F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.

Goods Well Displayed Are Half Sold

Every Hardwareman who sells

BABBITT METALS

May have a handsome Show Stand FREE

Write us for particulars



We Manufacture

Babbitt
Solder
Lead Pipe
Sheet Lead

and we have large stocks of

Ingot Metals

Write our nearest Branch for prices.

THE CANADA METAL CO., LIMITED
HEAD OFFICE - TORONTO

BRANCH FACTORIES:
HAMILTON 34 Jackson St. E. MONTREAL 50 Brennan St. WINNIPEG 301 Chambers St. VANCOUVER 1428 Granville St.



"WARRANTED" PURE LINSEED OIL

Backed by our own guarantee

The Canada Linseed Oil Mills
LIMITED
MONTREAL and TORONTO

If interested tear out this page and place with letters to be answered.

DOORS,

See Screen Doors.
F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	25-27½%
Black Diamond	25-27½%
Delta Files	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 15-20%; cast bushings, 15-18%; unions, 30%; plugs, 10-15% off list. Net prices: Class B, black, 27-28c lb.; Class C, black, 18-19c lb.; galvanized, Class B, 37-39c lb.; Class C, 27-28c lb.
Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz. pairs.	Tee
4-inch	$2 70	$2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch		

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 25%.

F.o.b. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $10 50 11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	
Barden Patent	6 00	

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	
Medium iron	1-8	7 75	8 00
Heav yiron	6-8	7 75	
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Fetherweight "XL" steel	0-4	9 60	
Special-countersunk	0-4	10 10	
Toe-weight(front only)	1-4	10 60	

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2, and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	$23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	
72x30. 26 gauge, case lots	

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2.30-2.40
Mrs. Potts, handles, japanned, doz.	1.50-1.65
Sad irons, common, plain, 3, 4, and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Crescent	0 19
Household	0 19
Standard, 4-12 ft.	0 21
Electrician	0 30
Heavy duty	0 47
Extension	0 35
Perfect, 6 to 10 ft. only	$0 31
Hercules, 4 to 10 ft.	0 33
Hercules, 12 to 14 ft.	0 38
Faultless, 4 to 10 ft. only	0 29
Ontario, 4 to 10 ft. only	0 26
Shelf Lock, 4 to 8 ft. only	21

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Extension Ladders	Per ft.
Up to 32 ft.	0 23
36 to 40 ft.	0 26

F.O.B. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	7 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.z; 6 dozz. cases, 90c doz.

Cold blast, genuine ruby $4.75

F.o.b. Toronto, London, Hamilton, and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$1 90-$2 05
Steel Thumb, No. 3	2 50- 2 75
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	$10 00
Dowswell	10 00
Noiseless	15 50
Hamilton	12 00
Ottawa	10 50
Peerless	10 50
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	107 00
Seafoam, engine drive	49 00
New Idea, electric	134 00
Sunshine	9 50
Popular, No. 1	10 50
Popular No. 2	10 00
Economic	12 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	50 50
Do., do., electric	108 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	55 50
Perfection, engine drive	15 50
Gem	16 50
Winner, plain	13 50
Connor Improved	10 00
Jubilee	9 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.50

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50 $13 25
Pick, doz.	12 50 13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, doz.	$38 10 39 60
No. 8, doz.	46 40 48 60

MOPS

O-Cedar, doz, net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 00 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	6 90

F.o.b. Montreal, Toronto, Hamilton, London

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.50 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.55 base.

Freight equalized on above points. Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $5.62½.

Sault Ste. Marie, Port Arthur, Fort illiam, $5.55 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.85 base; Toronto, $5.85 base; London, $5.85; Hamilton, $5.85; no equalization of freights.

Roofing Nails—American, large head, keg, $9.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%.

Jamieson Sales Mean Larger Profits

ASK

the dealer who has been selling our line.

"HE IS A SUCCESS"

The veteran painter, tried and proved, the man who does paint well.

"HE KNOWS"

The chemist, who can analyze,—he smiles and says

"ALL RIGHT"

Because

It goes farthest.

Covers more space at less cost.

Encourages the inexperienced to paint and brighten up.

It would be a wise thing to stock them now.



R. C. Jamieson & Co., Limited

Calgary Montreal Vancouver

Owning and operating P. D. Dods & Co., Limited

"M.R.M." BRAND

No.	Net Lengths	Price List Per box of 25 lbs.
3	1⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 linear yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch...	10 50	36 inch...	$15 00
30 inch...	12 75		

½ inch mesh and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invinefble—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	$10 00- 10 50

F.o.b. Montreal Toronto

OILS

	Montreal	Toronto
Royalite, gal.	0 19½	0 18½
Palacine, gal.	0 22½	021½
Gasoline, net, gal.	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 18½
Black oil (Winter)	0 20½	0 19½
Imperial Kerosene Tractor	0 55	
Capital cylinder	0 62	0 61
Machine oil, regular grades	33½-42½	32½-41½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 29	0 28

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list	0 90
Gargoyle Mobiloil, list	1 15

List, less 25% on above.

Fuel oil, bbls. net	0 14½ 0 12½
Fuel oil, tank cars, net	0 13 0 11

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 62- 0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 77- 0 83
Surprise Fibre	0 67- 0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	0 15
Carpet Felt, 16 oz., per 10 lbs.	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50

Rock—

7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 37

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	$.....
¼ in..	5 22	7 35	5 52	7 65
⅜ in..	5 22	7 35	5 52	7 65
½ in..	6 63	8 20	7 06	8 71
¾ in..	8 40	10 52	8 97	11 09
1 in..	12 41	15 56	13 26	16 41
1¼ in..	16 79	21 05	17 94	22 20
1½ in..	20 08	25 16	21 45	26 54
2 in..	27 01	33 86	28 86	35 71
2½ in..	43 29	54 11	.....	.....
3 in..	56 51	70 76	.....	.....
3½ in	71 76	88 78	.....	.....
4 in..	85 02	105 19	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$31 82	$38 30	$33 70	$40 20
2½ in..	47 97	58 21	50 90	61 10
3 in..	62 73	76 12	66 66	79 90
3½ in..	78 20	96 14	82 80	100 00
4 in..	92 65	114 00	98 10	119 00
4½ in..	112 00	137 00	125 00	149 00
5 in.	130 00	159 00	145 00	174 00
6 in..	169 00	206 00	188 00	226 00
7 in..	219 00	268 00	243 00	292 00
8 L in..	230 00	281 00	255 00	306 00
8 in..	265 00	324 00	294 00	353 00
9 in..	317 00	388 00	.....	.....
10L in.	294 00	360 00	326 00	392 00
10 in.	379 00	464 00	420 00	505 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

List plus 15%.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Medium and extra heavy pipe, 2 to 6 inch	15%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	Net list

F.O.B. Toronto, Montreal

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 40
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Black Diamond tarred felt	4 10
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal. in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ¼c; 9-16 to 7-16 in. inclusive 1c; ⅜ in., 1¼c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Italian rope basis	On application
Cotton, ¼ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	75 77½
¼-in. and up	74 76¼

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 25 to 45% on list.

B. & A. emery cloth, 25 to 37½% on list.

B. & A. sandpaper in rolls .... per cent. on list. F.o.b. Toronto, Montreal.

SCALES

	Scale List	Stamping extra
Champion—		
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 5%: Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	15 50

F.o.b. Toronto, London.

SCREEN DOORS

Kasement, No. 1, 2 ft. 8 in., $28.80; 2 ft. 10 in., $30.00; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS

	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	82½
Wood, O. H., brass	82½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs
10¾ oz.	$11 00
U.S. 28	10 70
U.S. 26	10 0
22 and 24	10 25
18 and 20	10 10
16	9 95
14	9 85

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge $12.55; 22-24 gauge, $12.75, 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

	Apollo Brand	Montreal Tar
14 gauge	$12 05	$ 9 85
16 gauge	11 20	9 95
18-20 gauge	11 20	10 10
22-24 gauge	11 40	10 25
26 gauge	11 60	10 40
28 gauge	11 90	10 70
10¾ ozs.	12 25	11 00

Add 25c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55		$12 55
18-20	12 55		12 55
22-24	12 25		12 25
26	12 25		12 25
28	13 00		13 00

Less 25c in case lots. F.o.b. Montreal.

SHINGLES

	Per sq.
Standard galvanized	$11 00

Shipping weight, 90 lbs.

Standard painted	8 50

Shipping weight, 80 lbs.

Discount 7½%

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$9 25
Standard painted	7 50

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64½ lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount 25% off list.

Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto Ottawa

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list

Freight allowed on shipments of 24 heaters.

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

Alex. McArthur & Co., Ltd.

TRADE MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND

TARRED FELTS

and SHEATHINGS

Made at our own Paper Mills.

SAVE COAL

BY USING

BUILDING PAPER

How is Your Stock of

Automobile Skates

Any day now the Skate-selling season will be upon us.

Will you be ready with a full assortment of sizes in all models?

As transportation is slow, it is well to order as far in advance as possible.

Canada Cycle & Motor Co.
LIMITED

Montreal, Toronto WESTON Winnipeg, Vancouver

You Have Many Times Heard About

Dougall Varnish

You are undoubtedly familiar with the expression, "only reliable products can be continuously advertised."

For years we have been advertising and manufacturing Varnish. We have told the trade how we are ready to co-operate with them in every respect, how our facilities are the most modern, and how our workmanship's the most critical.

Our many customers always stand ready to back up our advertised statements.

Let us show you how you can profitably be a Dougall representative.

The Dougall Varnish Company, Limited
MONTREAL

QUALITY DOUGALL VARNISHES FIRST

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	....
Hollow Back Scoops	25 and 25	....	25 and 25
Sand Shovels	25 and 25	....	25 and 25
Hollow Back Shovels	25 and 25	....	25 and 25
Hollow Back Coal Shovels	25 and 25	....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's Doz.

American Queen, Nickeled Fittings, Cyco Ball Bearing	$51 00
Boudoir, Nic., Cyco B.B.	48 00
Club, Jap. Cyco Bearing	108 00
Champion, Nickeled Fittings	43 00
Champion, Japanned Fittings	36 00
Elite, Nic., Cyco B.B.	54 00
Grand, Nic., Cyco B.B.	64 00
Grand, Jap., Cyco B.B.	57 00
Grand Rapids, Nic., Cyco B.B.	48 00
Grand Rapids, Jap., Cyco B.B	41 00
Parlor Queen, Nic., Cyco, B.B.	54 00
Princess, Nic., Cyco B.B.	49 00
Standard, Nickeled Fittings	45 00
Standard, Japanned Fittings	38 00
Universal, Nic., Cyco Bearing	46 00
Universal, Jap., Cyco Bearing	39 00

SWEEPERS, VACUUM Bissell's Doz.

Grand Rapids, Nic.	$108 00
Household, Jap.	96 00
Superba, Nic.	126 00

F.o.b. factory Niagara Falls, Ont., Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b Toronto, Hamilton, London.

TACKS Discount

Wire Tacks .....60 and 10%

Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%

Double pointed tacks....60 10%

Shoe findings list adopted July 5, 1917—Net list.

List of Capped Goods adopted Jan. 1, 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount. F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List plus 15%	

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain

Victor, No. 1	$2 60
Jumo, No. 1	3 45
Hawley & Norton, No. 1	4 05
Newhouse, No. 1	5 55

F.o.b. Toronto, London, Hamilton Montreal.

TWINE (BINDER) Per lb.

500 ft.	$0 23½
550 ft.	0 25¼
600 ft.	0 26½
650 ft.	0 28

In 5-ton lots ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 75-77-80¾

4-ply, wrapping, lb. 79-81¼-85

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES %

Ground work	40
Compression work, standard	45
High grade	41
Cushion work	40
Fuller work, standard	43
High grade	36
Basin cocks, No. 0 Standard	38
High grade	38
Bath cocks	48
Flatway stop and waste cocks, standard	47
High grade	45
Roundway stop and waste cocks, standard	45
High grade	45
Brass steam cocks, standard. 10% advance on list	
Radiator valves, standard	10
D., removable seat.....Net	list
Patent quick opening valves.	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc, 5% advance	on list

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 40-10%.

Colonial, 27½%.

Imperial Ware, 27½%.

Pearl, 27½%.

Premier, net list.

Canada Ware, net list.

Diamond, net list. White Ware, 45%

Japanned Ware, list plus 30%.

Japanned Ware, White, list, plus 40%.

Plain and Jap Sprinklers, list plus 30%.

Barb $6.75

Stamped Ware, plain, 45%.

Stamped Ware, retinned, 40%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 45%.

Tinners' Trimmings, retinned, 40%.

Tinners' Trimmings, general, list plus 20%.

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list, plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 70%.

Sheet Iron Ware, list, plus 20%.

Pieced Ware, ordinary, list, plus 50%. Fry Pans, 40%.

Spiders, steel, net list; cast iron, 10%.

Fire Shovels, Japanned, list, plus 20%.

Steel Sinks, painted, list plus 25%.

Steel Sinks, galvanized, list plus 25%.

Light Galv. Pails and Tubs, list plus 30%.

Heavy Galv. Pails and Tubs, list, plus 20%.

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 40%.

Galv. Coal Hods, list, plus 50%.

Paper Lined Boards, 30 and 10%.

Wood Lined Boards, 30%.

Stove Pipe, patent, per 100, 6 in., $22.38; 7 in., $23.87.

Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.

Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...

Stove Pipe Thimbles, 45%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼-in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.20; ⅞ in., $18.20; 15-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2¼ in., $19.00. Discount 33 1-3 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l	
Sectional, 1 lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.35	
Section, ½ lb. per 100 lbs.	5.50- 5.85	5.50	6.00	
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	4.25	

WHEELBARROWS

Navvy, steel wheel, doz.	$58 20
Garden, steel wheel, doz.	67 20
Light garden, doz.	64.20

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton Montreal

Cut Hay Baling Wire Per 100 lbs

No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	9 00
No. 19	9 50

Hay Wire in Coils

No. 13	6 85
No. 14	7 00
No. 15	7 20
No. 16	7 45

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

No. 9 pl. galv.	5.35- 6.75
No. 12 pl. galv.	5.50- 6.15
No 13 pl. galv.	6.00- 6.25
No. 9 coil sp.	5.50- 6.00
No. 12 coil sp.	5.80- 6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright	$5 75
Fence staples, galvanized	6 50

In 25-lb. boxes add 50c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list	$12 00

Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus	10%
Brass wire, 3 to 24 gauge, add	40%
25 to 36 gauge, add	25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	$3 25
In 50-ft. rolls	3 30
Galvanized, per 100 sq. ft. in 100 ft. rolls	4 75 5 50
Bronze, sq. ft.	0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	92 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	68 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$15 60	18 in.	$35 00
10 in.	17 40	24 in.	50 60
14 in.	24 45		

Coes—	Doz. net		Doz. net
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		

Stillson—	Each	Doz. net
6 in.	$1 20	$14 00
8in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 35	50 60
36 in.	....	94 20
48 in.	....	139 20

What a Leading Retailer States—

"We have made a huge success of our paint department," stated a leading Ontario retail hardwareman (name on request), "because we are convinced of the superior quality of Lowe Brothers Products; because Lowe Brothers have co-operated with us, and through conferences in our store have taught our clerks how to become better salesmen; because Lowe Brothers make a complete line of products for every painting purpose; because we get prompt shipments, and courteous treatment; because Lowe Brothers dealer helps are of the practical kind that develop sales; because Lowe Brothers packages are so exceptionally neat and attractive that they command attention, make the paint department attractive and have the ideal necessities for making attractive window and interior displays."





You can safely recommend Lowe Brothers products to your most critical customers.

You will find that one sale will create another.

Lowe Brothers LIMITED

263 SORAUREN AVE., TORONTO

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID

Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	14-16

COLORS (DRY)	Per lb
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 25
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100 lb. k..	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k..	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs..	0 06½
White ochre, 100 lb. kegs..	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	3½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs	7-8c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—

Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5 lb. irons	0 20

F.o.b. Montreal, Toronto.

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs	$28 00
Case No. 8—100 ½-lb. pkgs..	31 00
Case No. 9—200 ¼-lb. pkgs..	38 00

Discount.

French medal (prices withdrawn)	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags. No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	24

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	78 10

Discount box glass, 20-25%.
Sheet glass, 5-10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 10 0lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure	$17 50	$17 80
Crown Diamond	17 50	17 80
Crown, pure	17 50	17 80
Green Seal	17 50	17 80
Ramsay's Pure	17 50	17 80
Moore's Pure	17 50	17 80
Tiger, Pure	17 50	17 80
O.P.W. Dec. Pure	17 50	17 80
Red Seal	17 50	17 80
Decorators' Pure	17 50	17 80
O.P.W. English	17 70	18 00
Elephant Genuine	18 00	18 30

B.B. Genuine lead, less than tons, $19.70, Toronto; $19.40, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00 $14 50
Genuine, 100-pound kegs, per cwt.	14 75 15 50
Less quantity	16 00 17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Pound	Pound
Barrels, 600 lbs.	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs.. $8.40; white, 5-lb. packages, $7.80.
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 40
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 30
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 05
Moore's House Colors, colors	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 25
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 30
O.P.W. Flat Wall, white	3 30
O.P.W. Flat Wall, colors	3 10
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white	4 30
Martin-Senour, 100%, colors	4 05
Martin-Senour, Porch aint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams Floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros. H.S., colors	4 05
Lowe Bros. Hard Drying Floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	C.P. Berger's and Munro's Per lb.
In barrels, about 600 lbs.	0 60¼ 0 61
In arsenic wegs, 250 In 50 lb. and 100 lb. drums	0 61¼ 0 62
In 25 lb. drums	0 62¼ 0 63
In 1 lb. packets, 100 lbs. in case	0 64¼ 0 65
In ½ lb. packets, 100 lbs. in case	0 66¼ 0 67
In 1 lb. tins, 100 lbs. in case	0 66¼ 0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY	Montreal Standard	Toronto Less than tons
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk, 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c, Hamilton 30c London and Windsor 40c per 100 lbs over Montreal quotations.

ROSIN	
Barrels, 100 lbs.	$6 90
Less, per lb.	0 08

SHELLAC	
Pure White, gal.	5 15
Pure Orange, gal.	4 75

Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	3 25
O.P.W. Presto	3 00
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto

VARNISHES Per gal. cans

No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.45
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 20
Everlastic, Depend-on and Maritime Spar subject to discount of 40%	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 65
Sun Varnish	2 60
Sun Spar	4 63
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	2 65
Jasperite Pale Hard Oil	1 90
Jasperite Indestructo Floor Finish	2 65
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 86
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 47
Rexspar	4 62
Sear-Not	3 34
Kyanize Spar	4 95
Kyanize Cabinet Rubbing	3 85
Kyanize Interior	3 85
Luxeberry light	3 30
Luxeberry granite	3 52
Luxeberry spar	4 95
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21

WHITE	
XXX	0 20
XX	0 18
X	0 17
XC	0 16
Japanese	0 15
XXX Extra	0 21
X Grand	0 19¾
XLCR	0 18½
X Empire	0 17¾
X Press	0 16

COLORED	
No. 5	15
No. 1	14
No. 7	13
No. 1A	11½
No. 1B	10½
Fancy	16½
Lion	15
Standard	16½
Popular	12
Keen	10½

Above lines subject to trade discount for quantity.

WAX	Per lb
WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 35
Old English	0 53 0 62
Johnsons	0 57 0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls	$2 50

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls.	$3 00
WOOD ALCOHOL . per gal.	
In five gallons	$1.80-$1.90
In barrels	1.74

$4 extra for barrels
F.o.b. Montreal, Toronto, London.

GLASS

Now is the time to sort up on

WINDOW GLASS

We can take care of your requirements from our branch warehouses and make prompt shipments.

We stock and manufacture Plate, Bevelled Plate, Mirrors, Window, Figured, Leaded, Wired and Prism Glass.

Catalogues and price lists will be sent free upon application.
WRITE, PHONE OR WIRE your wants.

HOBBS MANUFACTURING COMPANY, LIMITED

Montreal Toronto London Winnipeg

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 90 lbs. and up, 27c per lb.; clip horn, 28c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Dougle Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.50 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. 27% extra.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.65 per lb.; cut, $1.85 per lb.; rawhide, sides, $1.60; cut, $1.80.

Blue Stone (Vitriol) 12c a.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 20%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil,: 3-16 in., $18.40; ¼, $16.00; 5-16 in., $13.60; ⅜, $12.40; 7-16, $12.20; ½, $12.00; 9-16, $12.00; ⅝, $11.75; ¾, $11.50; 1 in., $11.25; Logging, 5-16 in., $15.40; ⅜, $14.20; ½, $13.80; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 75c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. bbls., 30c lb.; 100-lb. bbls, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

er 100 lbs., $3.25.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 10% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and	"Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$11 50	$11 50
28 Am. or 26 Eng.	11 00	11 00
26 Am. or 26 Eng.	10 70	10 70
24	10 55	10 55
22	10 55	10 55
18 and 20	10 40	10 40
16 Am.	10 25	10 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 10
Mrs. Pott's No. 50, set	2 25

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Snort Globe, doz.	13 00

LEAD PIPE, $15.40.

LEAD WASTE, $16.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 30
3	2 95
4	5 25
Barn Door	
5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 65
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.80 base; Winnipeg, $6.25 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	9 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 51½c; Prairie Harvester oil, 52c.

PAINTS

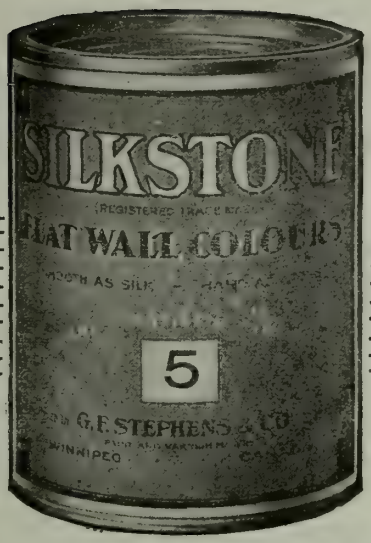
Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.40; Silkatone, $3.40; Stephens' Barn Paint, $1.85.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)



Don't Underestimate The Importance of The Name Behind the Product!

THE name "Silkstone," when used in connection with wall coloring acts like magic in making a sale.

Silkstone is one of the few really good wall colorings that will stand washing.

Silkstone lasts longer, looks better, **is much cheaper than wall paper, and is more sanitary.**

Be sure and see that your customers are supplied with no other.

There's a reputation behind it, which will make it prove more profitable in the long run.

Write for our agency proposition to you.

G. F. STEPHENS & CO.,

LIMITED

Paint and Varnish Makers

WINNIPEG AND CALGARY

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 00	$ 8 35
⅜ inch	6 05	8 45
½ inch	7 85	9 60
¾ inch	9 95	12 30
1 inch	14 70	18 20
1¼ inch	20 00	24 70
1½ inch	23 75	29 35
2 inch	32 00	39 50
2½ inch	51 25	63 15
3 inch	66 20	82 60
3½ inch	86 85	.....
4 inch	103 00	.....
4½ inch	118 50	.....
5 inch	138 00	.....
6 inch	179 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $11; full polished $12.50; 18 x 24, half polished, $11; full polished, $12.50; 20 x 28, half polished, $11; full polished, $12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½ x 14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39¾c base; British Manila, 33¾c base; lath yarn, 28¼c base; African hemp, 33¾c base; cotton rope ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0 ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—

	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

	Doz.
Grand Rapids, Nic.	$111 00
Household, Jap.	99 00
Superba, Nic.	129 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 30
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 55 to 56.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $8.00 base, other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $8.50; ¾ in., $8.75; ¾ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE—

20 x 28 I.C.	$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.C.	40 00
Terne plates	24 00

TRAPS, GAME—

	Victor	H.& N.	Jump
	Doz.		
No. 0	$1 95	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—

	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 0% discount.

Premier, Canada, Diamond, plus 12½%.

Whiteware, 40% discount.

Japanned Ware, list, plus 40%.

Japanned Ware, white, list, plus 50%.

Japanned Sprinklers, list, plus 40%.

Stamped Ware, plain, 40% discount.

Stamped Ware, ret'd, 33 1/3% discount.

Pieced Tinware, ordinary, list, plus 65%.

Pieced Tinware, copper bottoms, list, plus 85%.

Sheet Iron Ware, list, plus 30%.

Light Galv'd Pails and Tubs, list, plus 40%.

Heavy Galv'd Pails and Tubs, plus 30%.

Jap. Coal Hods, list, plus 50%.

Galv'd Coal Hods, list, plus 60%.

WASHERS—

Iron, small lots, 33% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $18.40; less than ton lots, $18.75.

WIRE, BARB—

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William $5.10 Winnipeg; Baker, 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized Ft. William, No. 9, $5.65; No. 12 $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 7 00
8 in.	8 40
10 in.	9 80
12 in.	12 60
15 in.	16 80
Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$ 1 10
8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45
Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

	Dozen	
Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz.; Reliance, $73.70 per doz.; Emperor, $105.90. Royal Canadian, $57.95 per doz.

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WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS, MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON, FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

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KEEPS CARS NEW, CLEANS, POLISHES, PROTECTS FINISH. HAS NO EQUAL.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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The Alabastine Co., Ltd., Paris, Ont.

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Canada Metal Co., Toronto.
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Merchants Hardware Specialties, Ltd., Calgary, Alta.
Ware Mfg. Co., Oakville, Ont.

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Auto Accessories Ltd., Winnipeg, Man.
Air-Tite Mfg. Co., St. Thomas, Ont.
W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Canada Sales Co., Toronto.
Canadian Carbon Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
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Canada Dry Cells, Ltd., Winnipeg.
Cushman Motor Works, Ltd., Winnipeg, Man.
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Great West Electric Co., Ltd., Winnipeg, Man.
Gutta Percha & Rubber Ltd., Toronto.
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Northern Electric Co., Ltd., Montreal.
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Prairie Motor Sales Co., Moose Jaw, Sask.
Rock Island Mfg. Co., Chicago, Ill.
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C. A. Shaler Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Samuel Trees & Co., Toronto.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinsinger, Bruce & Co., Niagara Falls, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties Co., Hamilton, Ont.

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Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Carriage Factories, Ltd., Brockville, Ont.
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Automobile Parts
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Awnings
J. J. Turner & Co., Peterboro, Ont.

Axes
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Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
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Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

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Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Liners
J. N. Warmington & Co., Montreal, Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

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Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Batteries, Flashlight
Usona Mfg. Co., Inc., Toledo, Ohio.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.
Haddow Brokerage Co., Montreal, Que.

Brass Goods
Haddow Brokerage Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

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Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
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C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boiler Tubes
Baines & Peckover, Toronto.

Bolts, Eye
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
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Butchers' Tools
Haddow Brokerage Co., Montreal, Que.

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Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
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Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

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Because of their strength of coloring.
Because of their smoothness.
Because of their covering capacity.
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Munn's Wall Size
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Established 1842 **MONTREAL**

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Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

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Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Blowers, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Canoes
Canadian Canoe Co., Peterboro, Ont.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co
Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville
The Toronto Lock Mfg. Co., Toronto, Ont.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

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Haddow Brokerage Co., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

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McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto

Ceilings and Walls, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

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J. H. Williams & Co., Brooklyn, N.Y.

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Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

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Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

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Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clocks
Western Clock Co., La Salle, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
American Shearer Mfg. Co., Nashan, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Horses
Canadian Woodenware Co., St. Thomas, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Concrete, Reinforcing Steel
Baines & Peckover, Toronto.

Conductor Pipe, Hooks, Heads, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

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Williams & Co., J. H., Brooklyn, N.Y.

Coopers' Tools
Haddow Brokerage Co., Montreal, Que.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corner Bead, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cornices, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Clyde Cutlery Co., Clyde, N.Y.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
J. Wiss & Sons, Newark, N.J.
Wilkinson Sword Co.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Diaphragms Rubber

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.

Doors, Screen
Kasement Skrene Dore Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Doors, Fireproof, Metal
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
The Toronto Lock Mfg. Co., Toronto, Ont.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drills, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

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TORONTO MONTREAL VANCOUVER

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Factory Products Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man
Toronto Lock Mfg. Co., Toronto.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Superior Electrics, Ltd., Pembroke, Ont.
Usona Mfg. Co., Toledo, Ohio.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass
British America Paint Co., Ltd., Victoria, B.C.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.
E. T. Wright Co., Hamilton, Can.

Engines
Cushman Motor Works, Ltd., Winnipeg, Man.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garanoque, Ont

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fanning Mills
Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Fibre Ware
E. B. Eddy Co., Hull, Que.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Flag Holders
International Sales Co., Winnipeg, Man.

Flashings, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto

Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forges, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Fixtures, Store
Milbradt Mfg. Co., St. Louis, Mo.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary,
Record Fdry. & Machine Co., Ltd., Moncton, N.B.
Saunders & Co., Montreal, Que.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

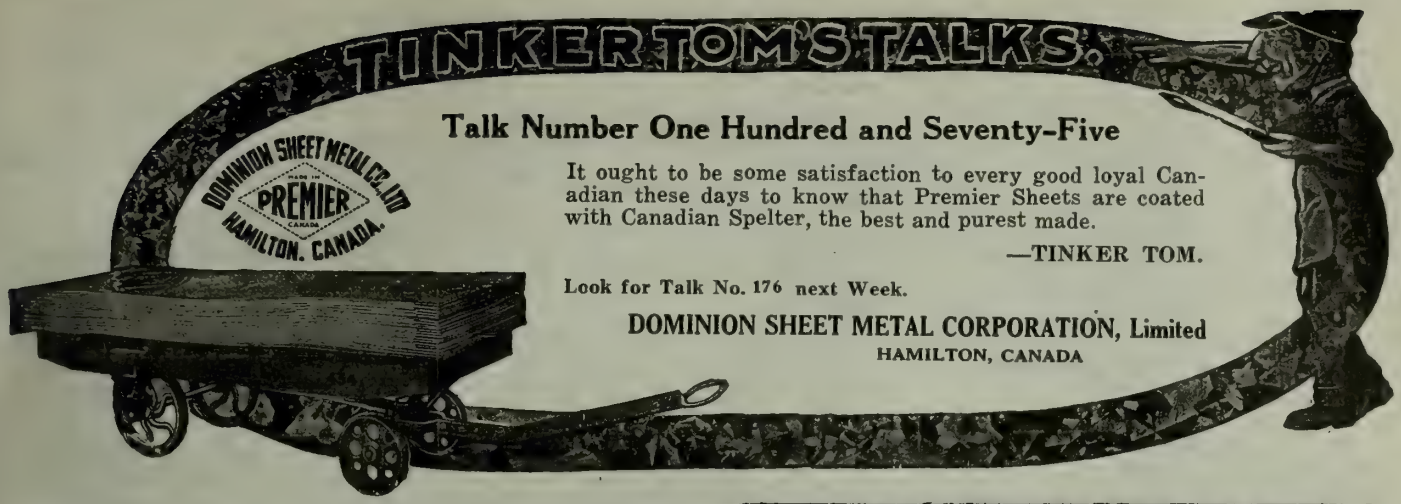
Galvanized Pipe
Canada Metal Co., Ltd. Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.



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VICTORIA VANCOUVER CALGARY EDMONTON REGINA

THE BUYERS' GUIDE

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
J. H. Williams & Co., Brooklyn, N.Y.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
Dominion Glue & Emery Co., Montreal, Que.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Granary Lining
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Gloves
American Pad & Textile Co., Ltd., Chatham, Ont.
Hamilton-Carhartt Co., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Halters
Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.

Hammocks
Galt Rohe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Barn Door
Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hardware Fixtures
Duluth Show Case Co., Duluth, Minn.

Hardware Shelving
Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville,
Haddow Brokerage Co., Montreal, Que.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Superior Electrics, Ltd., Pembroke, Ont.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Nails
C. Kloepper, Limited, Toronto, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hubs for Ford Cars
McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Ingersoll Watches
R. H. Ingersoll & Bro., Montreal, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron and Steel, Structural
Baines & Peckover, Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

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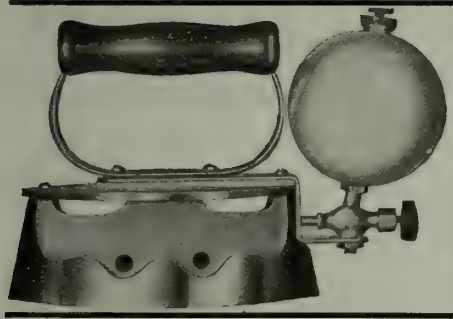
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No. 19

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The Dazey makes more butter from a given quantity of cream than any other churn on the market. The butter is better worked and when the churning is completed all the globules are gathered together on the dasher which saves the trouble of gathering them from the buttermilk. The square corners of the dasher produce more agitation, resulting in the butter being churned more quickly The whole churn is easily removed and washed. We have them in glass in three or four quarts, and in steel in two, three, four, six and ten-gallon sizes. We can furnish the six-gallon with power attachment to run with a groove pulley.

Merchants Hardware Specialties, Limited
CALGARY



THE BUYERS' GUIDE

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extention, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
Evan L. Reed Mfg. Co., Sterling, Ill.

Lath, Metallic
Baines & Peckover, Toronto,
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
Basters Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Churton & Taylor, Toronto.
North American Hardware Co., Ltd., Montreal,

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal,

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lasterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal
Vivid Electric Lamp Co., Toronto.

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lath, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.
Lumber Products Ltd., Winnipeg, Man.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Leather Belting and Soles
Beardmore & Co., Toronto.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.
Toronto Lock Mfg Co., Toronto, Ont.

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Mantles, Gas
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Expanded
Baines & Peckover, Toronto, Ont.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mica
A. G. Martin, Ottawa, Ont.
Mica Co. of Canada, Ltd., Hull, Que.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal,
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.
Toronto Lock Mfg. Co., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Tarbox Bros., Toronto, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Que.
Ford Motor Co., Ford Ont.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Oakum
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

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Factories are being enlarged, homes for workmen are in course of erection, good roads plans are under way, all of which means that there will still be

A Big Demand for

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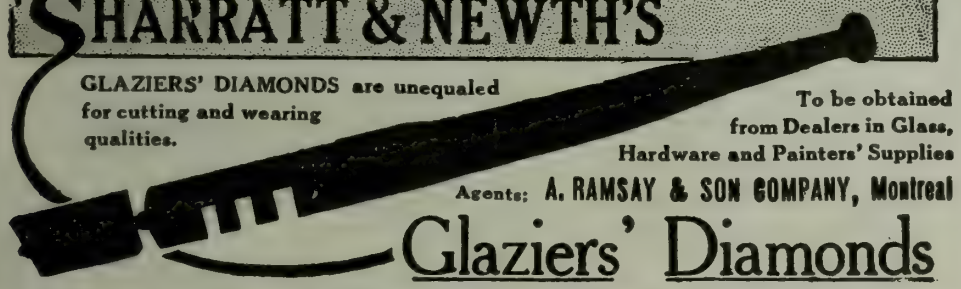
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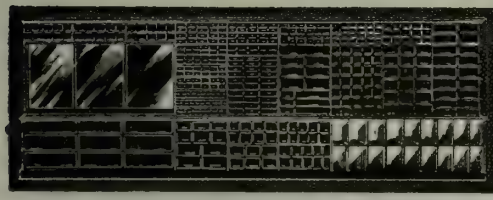


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Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS.

THE BUYERS' GUIDE

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Iron and Wire Work
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Ive. Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmeter & Bulloch, Gananoque

Pipe Cleaner (sewer and drain)
Chamberlain Desolvo Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conducter
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
John Stevens Co., Ltd., Winnipeg, Man.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.

Plates, Plain and Chequered
Baines & Peckover, Toronto.

Polishes, Auto and Furniture
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Aylmer Pump Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Radiator Valves
Jenkins Bros., Ltd., Montreal

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Parmenter Bulloch Co., Gananoque, Ont.
Stowell Screw Co., Ltd., Montreal.

Roofing, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Rope
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Sawset
Chas. Morrill, Inc., New York.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Siding, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Machinery Co., Ltd., Renfrew, Ont.

Why You Should Be A Michelin Dealer

No. 33

You Will Be Sure to Develop *New Business*

Have you, Mr. Dealer, sometimes said to yourself, "If I only had the time to plan and get out after new business, I'd get ahead faster!"

Our experience shows that many tire dealers do not have time to develop their business properly because they are tied up with the work involved in holding their present business.

This is not as it should be.

It is a trouble from which Michelin Dealers do **not** suffer; for the service which Michelin users get from Michelin Tires is so superior that the Michelin Dealer holds his trade without any difficulty.

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782 St. Catherine Street W., - Montreal

NEW BUSINESS



MICHELIN

THE BUYERS' GUIDE

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screen Doors
The Kasement Skrene Dore Co., Toronto.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stowel Screw Co., Ltd., Montreal.

Thumb Screws
J. H. Williams & Co., Brooklyn, N.Y.

Screw and Bolt Cases
Duluth Show Case Co., Duluth, Minn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Separators
Dominion Sewing Machine & Phonograph Co., Winnipeg, Man.
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

Shingles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Shingle Stains
British America Paint Co., Ltd., Victoria, B.C.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Skylights, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Solder
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.
Supplies Ltd., Kentville, N.S.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto,
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1694 St. Urbain St., Montreal
Hyslop Bros., Toronto
Northern Electric Co., Ltd., Toronto
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Stampings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Clare Bros., Preston, Ont.
Bert Conway, Winnipeg, Man.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
Galt Stove & Furnace Co., Ltd., Galt, Ont.
Gurney Foundry Co., Toronto
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary,
D. Moore Co., Ltd., Hamilton, Ont.
Record Foundry & Machine Co., Moncton, N.B
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves and Ranges, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
O-Rib-O Mfg. Co., Winnipeg, Man.
Safety Stove Pipe Co., Ltd., Toronto, Ont.
Sheet Metal Products Co. of Canada, Toronto.

Steel, Cold Rolled Band
J. N. Warmington & Co., Montreal, Que.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Steel Wagon Hardware
McKinnon Industries, Ltd., St. [illegible]

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Cistern
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

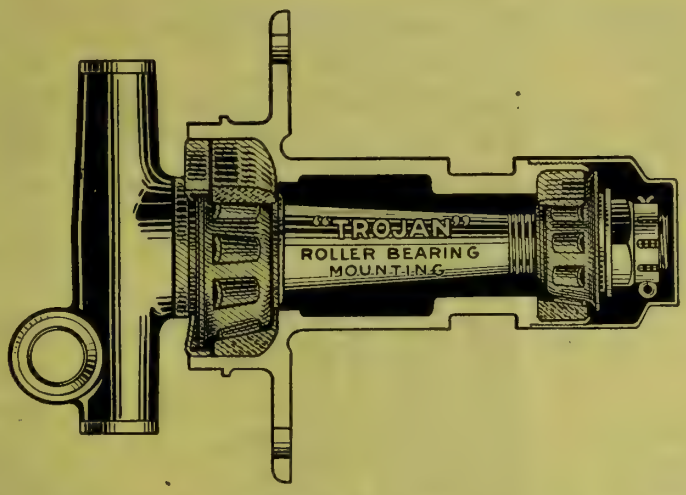
Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q

Tires and Tubes, Automobile and Motor Trucks
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Vokes Hardware Co., Ltd., Toronto, Ont.
Michelin Tire Co., Milltown, N.J.

Automobile, Aeroplane, Bicycle, Carriage, Motorcycle, and Motor Trucks Tires and Tubes,
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Michelin Tire Co. of Canada, Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Michelin Tire Co. of Canada, Ltd., Montreal.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q
Kribs, Wm. A., Hespeler, Ont.



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Simply knock out the old troublesome ones and slip in the new—

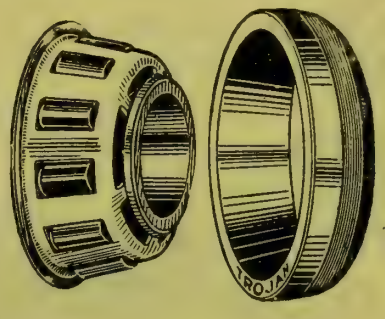
FOR FORD CARS FOR CHEVROLET CARS

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It's so easy, thirty minutes will do the trick. You use the same old lock washer, nut and cotter pin.

FORD and CHEVROLET owners will welcome "TROJAN" bearings because they eliminate break-down. Being designed on the same principle as the bearings used in high priced cars their load carrying capacity is many times greater than the old style cup and ball bearings.

"TROJAN" Bearings are an absolute economy in gasoline and on tires. When properly mounted they hold the wheels rigidly in line and parallel with each other, thus avoiding slipping and rubbing.



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OTTAWA	WINNIPEG	VANCOUVER

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal, Q

Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Can. Blower & Forge Co., Ltd., The, Kitchener.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal
A. C. Gilbert Co., New Haven, Conn.
Lumber Products, Ltd., Winnipeg, Man.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Towel Bars
Kinsinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont
The Veterans Mfg. Co., East Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
North American Hardware Co., Ltd., Montreal.
Vivid Electric Lamp Co., Toronto.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Eddy & Co., E. B., Hull, Que.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Turpentine
Brown Corporation, Portland, Maine.
Fred Smith, Toronto.

Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Vaccuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Brass
National Brass Co., London, Ont.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Jenkins Bros., Montreal, Que.
Milwaukee Valve Co., Milwaukee, Wis.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Brass Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto,
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.

Varnishes—Auto, Caoch, House, Marine
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Glidden Varnish Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Vehicles, Business
Canada Carriage Factories, Ltd., Brockville, Ont.
Canadian Pneumatic Tool Co., Ltd., Montreal, Q
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Ventillators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Wagons
Woodstock Wagon Mfg. Co., Woodstock, Ont.

WALLBOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
The Toronto Lock Mfg. Co., Toronto, Ont.
Otterville Mfg. Co., Otterville, Ont.
Wilkinson & Kompass, Hamilton

Washers, Rubber
Dunlop Tire & Rubber Goods Co. Ltd., Toronto

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cushman Motor Works, Ltd., Winnipeg, Man.
Dowswell, Lees & Co., Hamilton
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Maytag Co., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Nineteen Hundred Washer Co., Toronto, Ont.
Northern Electric Co., Montreal
John Watson Mfg. Co., Winnipeg, Man.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont

Wash Tubs
E. B. Eddy & Co., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Swan Mfg. Co., Winnipeg

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wholesale Hardware
Thos. Birkett & Co., Ottawa, Ont.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice, Lewis & Sons, Ltd., Toronto
Wm. Stairs, Son & Morrow, Ltd., Halifax, N.S.
W. H. Thorne & Co., Ltd., St. John, N.B.
White's, Ltd., Collingwood, Ont.
Wood Vallance & Co., Winnipeg, Man.
Vokes Hardware Co., Ltd., Toronto, Ont.

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Windows and Doors, Kalameined and Metal
Metallic Roofing Co., Toronto and Winnipeg

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn
Northern Electric Co., Montreal

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Rope
Baines & Peckover, Toronto.

Wrapping Paper
Alex. McArthur & Co., Montreal, Que.

Wrenches and Accessories
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
Plewes Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y.

Wrench Sets
Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Connor & Son, Ltd., J. H., Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary, Alta.
White Mop Wringer Co., Fultonville, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto

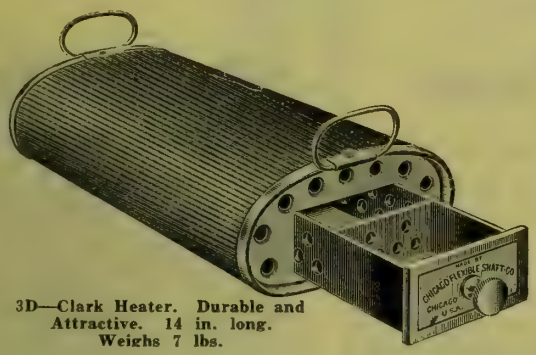
Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Useful and Practical Christmas Gift

CLARK FOOT WARMERS

For Automobiles, Sleighs and Vehicles of all Kinds

Attractive Models Retail at $3.50 and $4.00



3D—Clark Heater. Durable and Attractive. 14 in. long. Weighs 7 lbs.

Some Special Uses

In offices where the floors are cold or drafty.

By Shipping Clerks.

In the home. Appreciated by old folks and invalids.

In sanitariums and hospitals. Convalescents find Clark Heaters a great comfort when sitting out of doors.

In hotel and school 'busses. In florists' wagons.

It costs less than one cent per hour to operate a Clark Heater and get a dollar's worth of real comfort.

Sell the old reliable line—

Clark Heaters

and

Clark Carbon Fuel

Used for over 25 years and noted for efficiency and reasonable price.

Over 90 per cent. of all heaters and heater fuel sold in the past 25 years have been **Clark,** and the demand now is greater than ever.

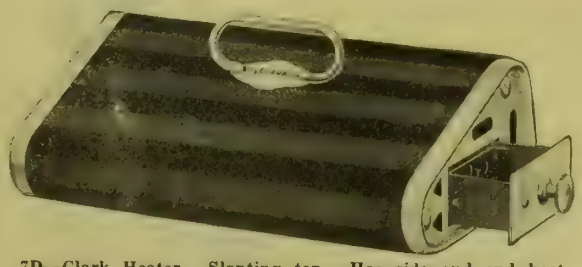
Don't sell untried heaters that are slow to heat up and do not get hot enough to be a real comfort.

A **Clark Heater** makes a practical and attractive Christmas gift.

Now is the time to show the line.

Your jobber can supply you.

Catalogue mailed on request.



7D—Clark Heater. Slanting top. Has side and end heat reegulators. Covered with high-grade material. Metal parts nickel-plated and polished. A very attractive heater and a big seller. 14 in. long. Weighs 9 lbs.

Chicago Flexible Shaft Company

Twelfth St. and Central Ave.

Chicago, U.S.A.

If interested tear out this page and place with letters to be answered.



Powerful and Dependable

The North Star Ignition Battery is alive—full of energy—electric. Never fails to give your customers complete satisfaction. As a handler of batteries, sell this freshly made one —with the date of manufacture stamped in plain figures on the carton bottom—fully guaranteed.

No Loose Connections--- Less Liable to Short Circuit



North Star Multiples give unapproachable service for heavy intermittent ignition. Best and most economical for gas engine, automobiles, etc. Made in compact, easily handled form, with a convenient handle for carrying.

YOUR JOBBER WILL SUPPLY YOU QUICKLY

CANADA DRY CELLS, LIMITED
WINNIPEG, CANADA

THE SPHINX MFG. COMPANY

BIRMINGHAM, ENGLAND

Canadian Representative:
W. T. EVANS
1684 St. Urban St., Montreal



De old Sphinx and de little Sphinx plug both live in ver' hot place Sah! An' de whole world marvel de little Sphinx plug like it just so well as de old Sphinx Sah!.

Tallman Double Action Pump



Easy on Your Back

Saves Your Tires

Tallman Brass & Metal Limited
HAMILTON, ONT.

REFLEX PRIMER



A Perfect

Priming Mixture secured since gasoline is brought directly to the sparking points. Center Automatic-seating needle valve easily operated. No leaky Petcock or side valve to break or interfere with the wrench grip. Ebony finish.

Price, $1.50 Each

Dealers Write For Discounts

Reflex Spark Plugs are guaranteed to be perfect in material and workmanship. Any plug that proves defective will be repaired or replaced free of charge. Money back if not satisfactory.

Royal Canadian Specialties, Hamilton, Canada

Hardware Merchant's Influence

¶The local hardware merchant exerts a great influence throughout the district in which his store is located. The majority of hardware merchants have been established for many years; they are reputable merchants who have built up their businesses on sound business principles and who have endeavored in every possible way to give the best possible service to their customers and supply them with goods which will give satisfaction.

¶Is it any wonder, therefore, that when customers visit the store of a well-known and long-established hardware merchant, they consider him an authority on lines which he is selling and will usually follow out his recommendation regarding the lines which they wish to buy. Actual investigations have proven that in the majority of cases customers place absolute confidence in the recommendation of their local dealer.

¶The chief problem, therefore, confronting the manufacturer who wishes to distribute products to the hardware trade or to introduce new lines, whether direct or through wholesalers, is to sell the hardware merchant and his sales staff. When you sell the hardware merchant and his salesmen on your line, you can rest assured that you have then gained the co-operation of the strongest retail selling force in the Dominion.

¶Practically every worth-while buyer and seller of hardware in Canada can be reached through the advertising pages of HARDWARE AND METAL. The keenest hardware buyers in Canada are the closest readers of the advertising pages in HARDWARE AND METAL, because it pays them.

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

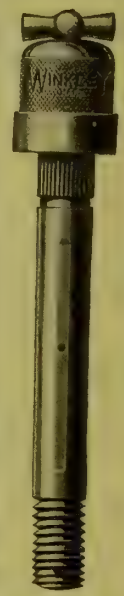
Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins




"Oil Cup"


"Ratchet"




"D"




"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machines Oil (for general use).

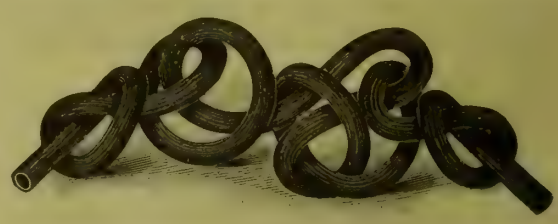
Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

"Multiped"

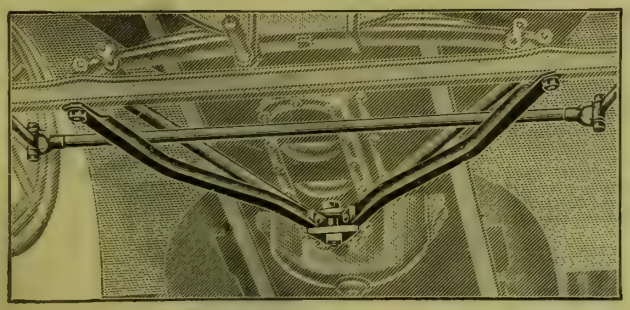
The Garden Hose That Doesn't Kink

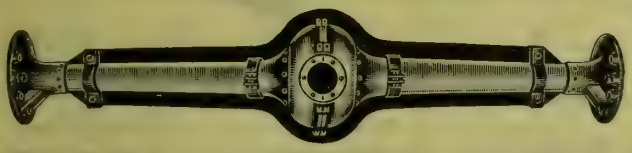


A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Halifax Montreal Ottawa Fort William Winnipeg Regina Saskatoon Lethbridge Calgary Edmonton Vancouver Victoria





Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

LINE & KIMBALL CO.

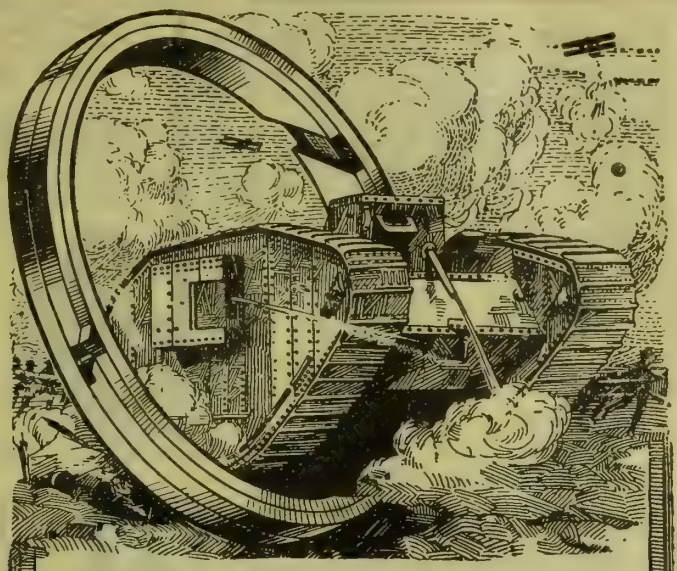
Manufacturers of Auto Accessories

Moose Jaw **Saskatchewan**

Why It Pays!

ADVERTISING in HARDWARE AND METAL is economical because it reaches, and the advertiser only pays for, a circulation of tremendous buying power, which is always on the lookout for new lines and information regarding goods which are already in stock.

Manufacturers and wholesalers cannot afford to side-step the dealers. In nine cases out of ten, the customer accepts the retailer's recommendation.



Ever-Tyte

PISTON RINGS

SAVE GAS AND OIL, AND STOP 90% OF MOTOR TROUBLES

Power saving is imperative. Duty and sound sense both demand "Stop that waste in leaky cylinders".

Show your customers the 15% to 25% saving effected by fitting Ever-Tyte Piston Rings. They are gas-tight, oil-tight, elastic.

Conform precisely to out-of-round cylinders; insure perfect compression and effective suction; prevent power loss, carbon deposits and smoky exhaust.

Ever-Tyte Piston Rings satisfy your customers and pay you a good profit.

MANUFACTURED BY

The EVER TIGHT PISTON RING Co.

SAINT LOUIS, MISSOURI

The right-angle interlock is your safeguard



F. G. Maxwell & Co.
Canadian Agents
WINNIPEG, MANITOBA

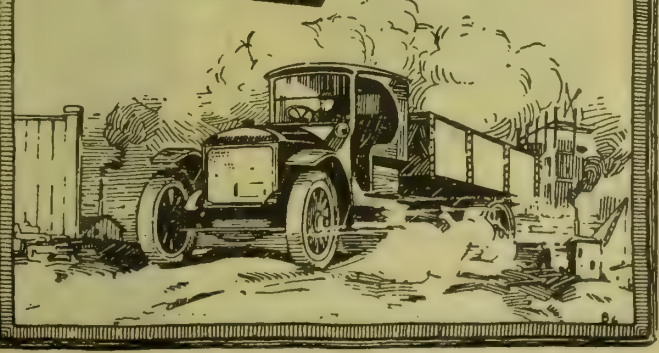
FOR SALE BY

MICHAEL ERT, Ltd.
TRAVELLERS BUILDING
Winnipeg, - Manitoba

MILLER-MORSE
Hardware Co., Ltd.
Winnipeg, - Manitoba

MERRICK-ANDERSON CO., Ltd.
Winnipeg, Manitoba

REVILLON WHOLESALE, Ltd.
Edmonton, Alberta



Cannon Oilers

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt, demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
Ask any Thresherman, Mechanic or user.
A sure good sale and splendid profit.



THE "CANNON OILER"

FORCES THE OIL ANYWHERE

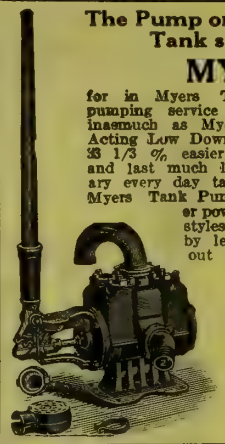
Name Copyrighted.
Original Patents Owned.
All Rights Reserved.

Order NOW of Your Jobber.
Manufactured only by
THE CANNON OILER COMPANY
Successor to R. E. Bloomer
Keithsburg, Illinois, U.S.A.

The Pump on the Threshing Tank should be a

MYERS

for in Myers Tank Pump is found pumping service of exceptional merit inasmuch as Myers Cog Gear Double Acting Low Down Tank Pumps operate 33 1/3 % easier, have larger capacity and last much longer than the ordinary every day tank pump.
Myers Tank Pumps are built for hand or power operation, in several styles, and are distributed by leading jobbers throughout Canada.



It's an easy matter for you to get them quickly, just as it is for you to sell them. Circulars and name of Jobber gladly supplied.

F. E. Myers & Bro.
Ashland, Ohio



CANADA WITCH COMPANY, LIMITED.
Vancouver, B.C.
Distributors for Eastern Canada:
Supplies, Limited, Kentville, N.S.
Distributors for Middle West:
Moncrieff & Endress, Ltd., Winnipeg, Man.



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

"WELLINGTON"

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid Street, Winnipeg.

STEP LADDERS

Two Styles. All Lengths

Curtain Stretchers
Tub Stands Ironing Boards
Clothes Bars
Quilting Frames, etc.

Hand Corn Planters
Drive Well Points
Post Hole Diggers, etc.

Ask for Catalogue

Otterville Manufacturing Co.
OTTERVILLE

VOLPEEK

MENDS HOLES in POTS & PANS

Get a Share of the Vol-Peek Demand
Vol-Peek is a splendid little specialty that enables every housewife to mend leaky pots, pans, etc., quickly and easily and without the aid of any tools. At a cost of about ½ cent a mend!
Show Vol-Peek on your sales counter. There's a good profit on every sale and Vol-Peek always satisfies.
At your wholesaler or from us direct.

H. NAGLE & CO.
Box 2024 - - Montreal

fifteen cents

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



Help Wanted

An ad for help in the Classified Advertising Section will bring the right kind of replies.

Try It Out.

Hardware and Meta

Classified Advertising Section

143-153 University Ave., Toronto

MILBRADT LADDERS



will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write to J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Marshall-Wells Co., Ltd., Winnipeg, or direct for catalog giving prices of a large number of styles we manufacture, suitable for all kinds of shelving.

John Calander Mfg. Co.
155 E. 13th Street.
St. Paul, Minn. U.S.A.

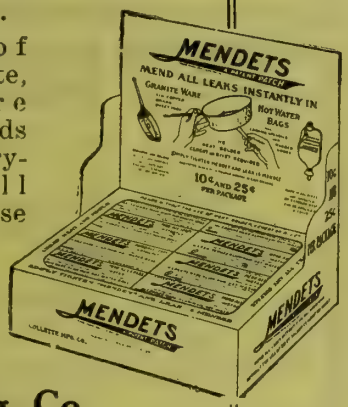


MENDETS
A PATENT PATCH

When Prominently Displayed Are Ready Sellers

Mendets are known everywhere for quick and permanent repair of Kitchen ware utensils, etc.

Alarming prices of aluminum, granite, iron and tin ware have made friends for Mendets everywhere. They sell themselves because they're needed in every home.



Order from your wholesaler.

Collette Mfg. Co.
Collingwood, Ontario, Canada

METALS · CHEMICALS · GLASS
B&SH
Established 1790

Canada's chemicals and metals have helped to win our great victory and as leading distributors of heavy chemicals and metals we have helped to keep Canada's munition plants supplied.

To us, however, PEACE will bring great satisfaction but no rest. The VICTORY is won but the service our firm has carried on for over one hundred years will still go on. More than ever our motto will be Service, which for us means the delivery of the needed quality and quantity, at the appointed time and at the right price.

WE STILL WILL CARRY ON

B.&S.H.THOMPSON & COMPANY LIMITED MONTREAL

Branches:
TORONTO WINNIPEG NEW GLASGOW, N.S. VANCOUVER, B.C.

Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet and Tin Plate Company



The Most Popular Ratchet Combination

The "Keystone" Reversible Ratchet combination No. 200 has been proven by many hardware dealers to be the best seller in their localities. It consists of ratchet for taper shank drills, sleeve for square shank drills, and short boiler socket for square shank drills, sockets are interchangeable. All working parts are enclosed, preventing dust and grit from clogging up mechanism.

"KEYSTONE" Drilling Post or "OLD MAN"



Sales of Keystone Ratchets open the way to sales of Keystone drilling posts—the time-saving brace.

"Keystone" tools are known the world over for high quality. Sell them for profit and prestige. Let us know if your jobber can't supply you.

The Keystone Manufacturing Co., Postal Station B, **Buffalo, N.Y.**



The Real Ankle Support That Makes Others Look Like Imitations

Sell Perfection Ankle Supports—the only sure and comfortable ankle support on the market.

Made from the best quality of steel, and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but simply can not bend sideways.

You'll sell more skates this winter as well as supports if you handle this line.

Write us for prices.

Owen Sound Steel Press Works, Owen Sound, Ont.

Do you want help or have you something to sell, if so use the classified column in this paper.

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

WHY have our sales increased 200% over last year?

BECAUSE our prices, quality equal, are 10% lower than others

OUR GRADES

Colored---1B, 1A, 7, 1, 5

White---Jap, XC, X, XX, XXX

ACME WASTE MFG. CO.
LIMITED
482 WELLINGTON ST. W., TORONTO
5 Queen Street, Montreal 1206 McArthur Bldg., Winnipeg

JOHNSTON BROKERAGE COMPANY
WINDOW GLASS

Selling numerous Standard Brands.
Carloads and Contracts Only.
Also 29 oz., 32 oz., 34 oz. and 39 oz.

EXCELLENT SERVICE LARGE CAPACITY
GOOD PACKAGES AND QUALITY

FIRST NATIONAL BANK BUILDING
Pittsburgh, Pa.
Canadian Agents: Joseph Taylor & Son, 53 Yonge St., Toronto, Ont.

GULF BRAND
Pure Gum Turpentine and Rosin
of highest Quality, guaranteed at destination to Equal *Government Standards*

Nothing but selected pure Gum Products from Distilleries using the most Modern methods of manufacture and handling and following a strict set of specifications to insure the Highest Uniform Quality.

Shipments made direct from Distilleries. Grades guaranteed at destination to equal Government standards. Stocks carried in Toronto, car or less car lots. Write for quotations.

FRED SMITH
Mail Building, Toronto, Can.

BOLTS

We have a large stock of high grade Carriage and Machine Bolts and Coach Screws and Rivets, Nuts and Washers.
All orders filled and shipped promptly

London Bolt & Hinge Works
London Canada

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

Place Your Order To-Day

We represented the best American houses in each different lines.

L. & I. J. White Co. Buffalo, N.Y.	For Butchers' Tools, Carpenters' Tools, Coopers' Tools
Burgess-Norton Mfg. Co. Geneva, Ill.	Hatchets, etc.
American Grinders Co. Milwaukee, Wis.	Grinders, etc.

Hardware Agencies
Southam Building, MONTREAL

Look for the full name

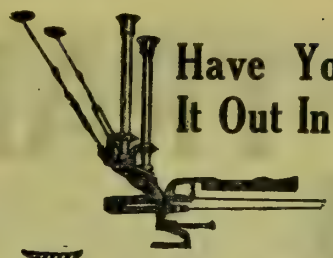
Russell Jennings

stamped on the round of our

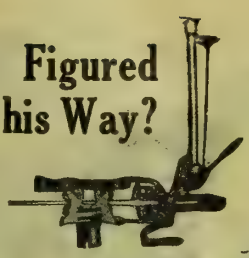
Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.



Have You Figured It Out In This Way?



They would be enabled to remain with customers to wrap parcels, or perform other important duties, while change is being made and returned, which is just so much time gained, if otherwise they have to leave for change. A time-saver—is it not?

To be continued in our next advertisement.

P.S.—Bear in mind the double check which our service affords against errors, viz., through the cashier and salesmen checking one another.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach St., Toronto, Can.

BUY VICTORY BONDS.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

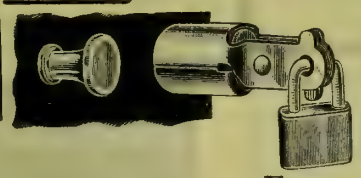
CUTLERY

By seeing that the exact mark is on each blade

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

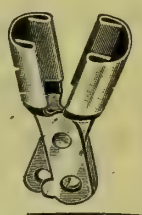


Sell this Vest Pocket Lock for Chevrolet Cars

Every Chevrolet owner will want this lock. Easy and simple to operate. Inexpensive.

Dealers, write us.

Manufactured by
HOMER & WILSON
1-5 Lancaster Street, HAMILTON



BRANTFORD

The Superior All Round

GLUE

You'll find that Glue sold in packages meets with much favor with the consumer—that's "Brantford" Glue. Very economical. Put up in ¼, ½ and 1 lb. packages. Buy from your jobber.

CANADA GLUE CO., Limited - - Brantford, Ontario.



ACME
PATENTED

Box Strapping of All Kinds

ACME BOX STRAPPING means more business and more money to you on account of its quality. Write for prices and catalogues.

Acme Steel Goods Company of Canada, Limited
MONTREAL

GERMANTOWN LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.
Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

BRASS VALVES

National Brass, Limited

LONDON - CANADA



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BRASS CHECKS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

NEW ALLEN GAS SODERING TOOL

We couldn't begin to recite its virtues in this tiny space; it wouldn't be fair to try. So just send for a Tool on Trial, for delivery through your jobber, giving his name and address. Bissett & Webb, Ltd., 126 Lombard St., Winnipeg, Man.

TRADE SAWYER MARK Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG
A good concern to do business with

YOUR Advertisement in this paper will get you results. TRY IT.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

STERLING

Hack Saw Blades and Maehines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

BEAR BRAND LAMP BLACKS

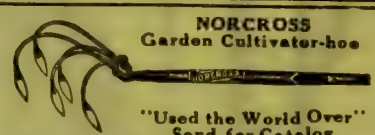
A Germantown of quality that gets big business
WILCKES, MARTIN WILCKES CO
[illegible] WILLIAM ST NEW YORK

THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will lrive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO., Dixon, Ill.



NORCROSS
Garden Cultivator-hoe
"Used the World Over"
Send for Catalog
C.S. Norcross & Sons, Bushnell, Ill.

1/8" Black Sheets

48 x 120

Immediate delivery about 5 tons

Climax Baler Company
Hamilton, Ont.



STOVE & ELECTRICAL
MICA
Stove mica in assorted sizes for the trade
A. G. MARTIN
234-236 Besserer St.
OTTAWA, ONT.

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment.
Price List on Application
Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

DENNISTEEL

Made in Canada
Lockers for Factories Stores, Offices Etc.



TENTS, AWNINGS
FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

Send Postcard for Catalogue

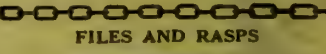
GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA



TWEED
SANITARY ODORLESS CLOSET

Needed in every home without sewer connection. Easily installed. Fully guaranteed. Price low. Write us.
The Steel Trough & Machine Co., Ltd.
145 St. James Street, Tweed, Ont.

FILES AND RASPS



English made, by Thos. Firth Sons, Sheffield, will outlast two ordinary files, good discount. Send for stock sheet.
DESROCHERS LIMITED
268 Centre St. - - - Montreal

Wanted

HELP WANTED

HARDWARE CLERK—A SPLENDID OPPORtunity for a live man. Apply stating age, experience, salary and references. The Nelson Hdwe. Co., Windsor, Ont.

FOR SALE

A GOOD OPPORTUNITY FOR A FIRST-class hardware man to own one of the best stocks in Toronto. Located in the centre of the best family shopping district in the city. Expenses are low. Stock and fixtures between $5,000 and $6,000, and clean. Reason for selling—other investments require all owner's time and capital. Terms can be arranged with reliable party. If you want a good retail hardware business and have some cash, write to Box 125, Hardware and Metal, Toronto. No agents.

FOR SALE—HARDWARE AND FURNITURE business in the best district in the West. Stock about $5,000, fixtures $500. Building can be bought or rented. Owner must sell. Very little cash will handle this. Box 92, Hardware and Metal.

GOING BUSINESS IN SASKATCHEWAN town, no opposition. Town has 5 grain elevators, 3 general stores, blacksmith, livery, 2 lumber yards. Good clean town. Stock in good building renting at $40 month. Stock about $8,000, fixtures about $1,000. Business last year averaged $2,000 month. Two thousand dollars cash will handle same. Box 113, Hardware and Metal.

FOR QUICK SALE—BUILDING AND HARDware. Store twenty-four by forty, eleven-foot ceiling. Dwelling upstairs, full size nine-foot, six-inch ceiling, walls inside lumber and beaver board; outside ship lap double paper and siding. Shed to store sixteen by twenty-four. Stock about six thousand, which will about handle business. No opposition. Good district in Alberta. Box 124, Hardware and Metal.

25 DOLLARS WILL BUY 5,000 SHINGLES. Bands ⅝ x 14 inch. Ready to be nailed. Wm. D. Dupuis, Embrun, Russell Co., Ontario.

FOR SALE—GOOD HARDWARE, IN GOOD farming district, in Western Ontario. Stock about $3,500; fixtures about $250. Store can be bought or rented, or stock can be removed. 450 gallon gasoline tank in connection; also a good motor truck. Stock is all in good shape and goods that are moving every day. Box 641, Hardware and Metal.

FOR SALE, AT A BARGAIN, SET OF TINsmith tools in first-class order. For further particulars apply to Byron Carney, manager Canadian Oil Co., London, Ont.

HARDWARE AND PLUMBING SUPPLIES business for sale. Owner will keep half interest if buyer prefers. Business situated near the largest market in Canada. Established since 1865. E. J. Laverdure, 71 William St., Ottawa, Ont.

Hockey Stick Specialists

Our hockey sticks are made in the largest factory in Canada. They are manufactured out of select 2nd growth air-seasoned Rock Elm.

Write for latest price list

St. Marys Wood Specialty Co., Ltd.
ST. MARYS, ONT.

SITUATIONS WANTED

A1 SALESMAN DESIRES POSITION AS traveller to call on retail trade. British Columbia territory preferred. Box 120, Hardware and Metal.

GOOD YOUNG HARDWAREMAN, WITH SIX years' thorough experience, open for employment Jan. 1st. Apply to Box 639, Hardware and Metal.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

STOVE REPAIRS FOR GARLANDS, PEN Esthers, Acmes, Sunlights, Silver Kings, Souvenirs, Welcomes, Crown Hurons, Peninsulars, Jewels, Pandoras, Favorites, Imperial Oxfords, and all kinds of Ranges and Heaters. Write for list and prices. Grundy Bros., Strathroy.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

WELL-ESTABLISHED FIRM IN WINNIPEG covering entire West with staff of travellers and branch in Calgary, desires one or more good lines of staple goods. Representative of this firm will be in Toronto first week of December. Write Box 637, Hardware and Metal, and make appointment.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

TOOLS FOR SALE

WE ARE OBLIGED TO DISCONTINUE OUR tinshop, and have for sale the following tools which have been used very little and are in first-class shape: 1 encased setting down machine BB; 1 wiring machine, No. 1 x 167 large burr BB; 1 wiring machine, No. 1 x 168 small burr BB; 1 beading machine with crimp head; 1 encased groover, No. 3; 1 folding machine, adjustable bar, solid base 20"; 1 double seaming stake with 2 heads; 1 breakhorn stake; 1 hollow mandrel stake; 1 mandrel stake; 1 sheet iron folder, No. 7; 1 solid frame stove pipe former, No. 5; 1 squaring shear, No. 1, with table. Price complete $100.00 F.O.B. Thamesville, Ont. Write E. S. Hubbell & Sons, Thamesville, Ont.

Wanted

Experienced man to represent hardware house. Reply stating experience and connection, if any. Good opportunity for bright party. Lyons & Marks, 38 Yonge Street, Toronto.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

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Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

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Improved Patent Flush Handle

CHESTERMAN'S

TRADE MARKS

J C

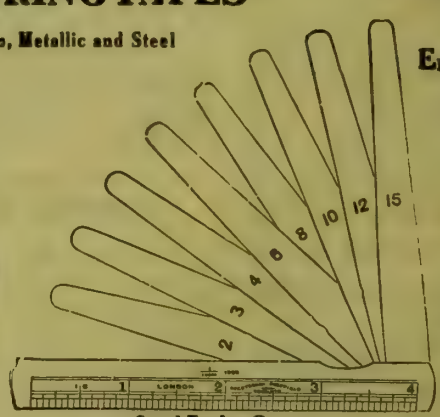
CONSTANTIA J C

MEASURING TAPES

Linen, Metallic and Steel

TREBLE





Steel Feeler Gauge

Engineers' Small Tools



Steel Rules, Gauges, etc.

For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal

When Writing to Advertisers Kindly Mention this Paper.



Rain and Snow cannot hurt it if protected with

Sun Varnish on your Furniture.

Sun Floor Varnish on your Floors.

Aero Spar Varnish on your Front Door.

3 ABSOLUTELY WATERPROOF VARNISHES

These are the strongest trio of Varnish finishes on the market to-day. Every merchant should see that a good stock of these Varnishes are on hand. It is easy to satisfy your customers when you can supply them with the right goods.

3 VARNISHES YOU CAN RECOMMEND

Don't delay.
Write us for particulars about our agency proposition.

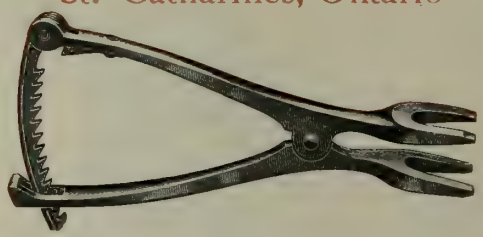
THE CANADA PAINT CO.

Limited

Montreal Toronto Winnipeg Halifax Calgary

McKinnon Industries Limited

St. Catharines, Ontario



Improved No. 1 Valve Spring Lifter

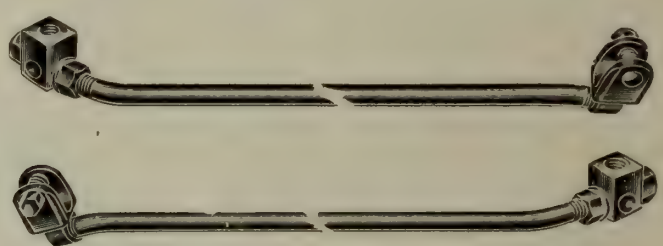
For Ford Cars

A FEW FACTS:

1. Specially designed for Ford Cars.
2. This Lifter is made of strong, tough, malleable iron.
3. Can be folded together, occupying very little space in tool chest or roll.
4. The improved ratchet holds the lifter in any desired position when compressing a valve spring.
5. You have the free use of both hands.
6. The springs are made from selected spring stock.
7. The slot at the end of arms is **WIDE** and the stock heavy.
8. Length overall, 8¾ inches.
9. Weight for mailing, approximately 1 lb.
10. Carefully packed in carton properly labelled.

LIST PRICE

No. 1 ..... 65 cents each



Auxiliary Radius Rod

for Ford Cars and Ford One-Ton Trucks

You will add 100% to the strength of Axle and Radius Rod already on Ford Cars. The Clamps are Solid and of Selected Malleable Iron. The Bar is **SOLID** ⅝-inch, carefully selected material and machine threaded. The finish is black Japan, properly baked on.

NOTE, **Mr. JOBBER:**

All "Ford" One-Ton Trucks should be equipped with McKINNON HEAVY RADIUS RODS.

WEIGHT ..... 8 lbs. per Set

LIST PRICE ..... $3.90 per Set

McKinnon Industries Limited

St. Catharines, Ontario

HARDWARE AND METAL

Vol. XXX
No. 49

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

December 7
1918



—A Confidence Mark

THE SUCCESS of your paint business depends largely upon the confidence you and your salesmen have in the goods you sell.

HIGH QUALITY gives the confidence needed for making successful sales and the HIGHEST QUALITY is absolutely guaranteed with every can of

MARTIN-SENOUR
PAINTS AND VARNISHES

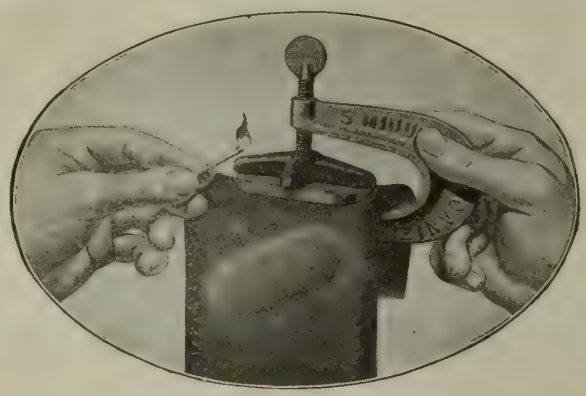
STOCKING THE FULL MARTIN-SENOUR LINE instead of a mixture of many means less money invested, quicker turnover and larger profits, also you get the added prestige for your store of our strong national advertising.

THE MARTIN-SENOUR LINE offers you a paint and varnish for every purpose, each one fully guaranteed to best serve the purpose for which it is intended.

Concentration on One Line means Bigger Business.
Now is the time to write for our dealer agency proposition.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX

PIONEERS
of
PURE
PAINTS



1,000,000 Motorists Use It 4,000,000 More Need It

The limited supply and high cost of inner tubes makes it necessary for motorists to repair punctures, cuts, tears and cracks—to keep their tubes in good repair.

The present conditions make it imperative for motorists to stop the easy-going, wasteful habit of carrying $5 to $15 worth of spare tubes—that deteriorate quickly—and scrapping perfectly good inner tubes that merely have a puncture, cut or tear—which can be repaired *permanently* with a Shaler 5-Minute Vulcanizer, quicker than a new tube can be inserted.

Saves Tubes–Saves Repair Bills

Easy to Use

Repairs tubes—as good as new. It's easy and inexpensive. *The Shaler works automatically*—and without fail. Just touch a match to the non-flaming chemical fuel. In five minutes you have a firm, flat, "feather-edge," permanent repair—stronger than any "stuck on patch"—stronger than the tube itself. No gasoline, cement or flame, and no danger of injuring the tube. Carry it in your tool box for emergency use. It works in the wind, in any weather, anywhere. The heat is applied directly to the pure gum patch and does not extend to the tube itself.

Easy to Sell

A five-minute demonstration sells the Shaler Vulcanizer easily. Every sale gives you a good profit. The large resale of Patch and Heat Units is profitable and brings new customers into your store, who will also buy other accessories.

Over 1,000,000 Motorists now use the Shaler 5-Minute Vulcanizer for repairing tube punctures, cuts, etc.; 4,000,000 more need it. Every motorist is a prospect for this handy tube vulcanizer—it should be in every car owner's tool box, for emergency use on the road or repairing tubes at home.

Complete Outfit Only $2.00

The outfit includes, the Vulcanizer—12 Patch & Heat Units (6 round for punctures. and 6 oblong for cuts)—complete $2.00. Extra Patch and Heat Units $1.00 per dozen.

Sold By All Accessory Dealers and Jobbers

TO DEALERS—To insure shipments—it is advisable to order from your jobber now. The great demand has exceeded our factory capacity, and shipments will be made according to priority in receipt of orders.

Catalog of the Complete Shaler Line of Vulcanizers for Motorists, Repair Shops and Garages mailed on request.

C. A. Shaler Company

1511 Fourth Street Waupun, Wisconsin

Oldest and Largest Manufacturers of Vulcanizers



Mends Tubes in 5 Minutes

Yale Products made in Canada

Padlocks Door Closers

Night Latches Builders' Hardware



Your customers have more confidence in you if they have confidence in the goods you sell. The Yale line creates confidence and assures profit.

The name "Yale" helps make the sale.

Canadian Yale & Towne, Limited, St. Catharines, Ont.

"P.&W. Co." SMALL TOOLS

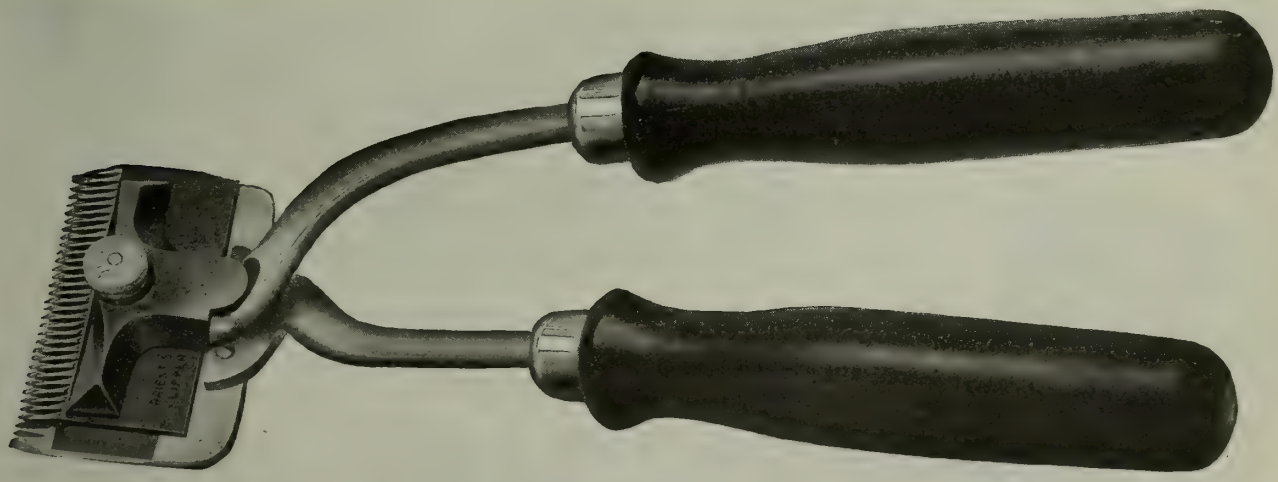
Taps, Dies, Reamers, Milling Cutters, Drills

Highest Grade Materials—Expert Workmen—Quality absolutely guaranteed.

PRATT & WHITNEY CO., OF CANADA, LTD.

Dundas Ontario Canada

Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.



Priest's Horse Clippers

The line of Priest's Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

A. MacFarlane & Co. Montreal, Canada

Selling Agents

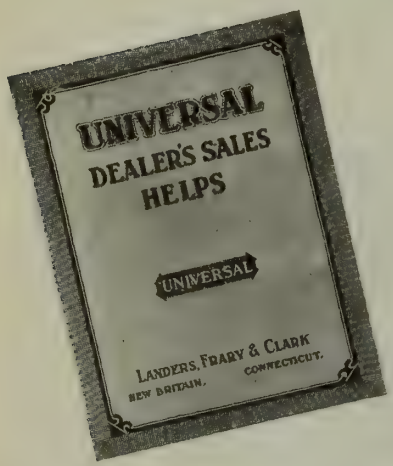
Wiebusch & Hilger, Ltd. New York City

If interested tear out this page and place with letters to be answered.



UNIVERSAL
Sales-making Window Display

Makes the shopper a daily stopper at your window. A good window display of Universal Home Needs leaves nothing to the imagination. The eyes see and the mind believes.



A copy of the book shown above illustrating over a hundred window display suggestions awaits your call.

Have you taken advantage of the wonderful window display material and other useful sales help offered in our Dealers Sales Help Booklet. If you haven't a copy—send for one.

Don't put it off, Tear it off—Mail it Now

UNIVERSAL

Landers,
Frary & Clark,
New Britain, Conn.

Please send us a copy of your booklet, "Universal" Trade Winning window displays.

Name .....

Street .....

City..... State.....

LANDERS · FRARY & CLARK

· NEW · BRITAIN CONNECTICUT · ·

If interested tear out this page and place with letters to be answered.

DISSTON TOOLS





Price is not a determining factor unless *quality* is considered

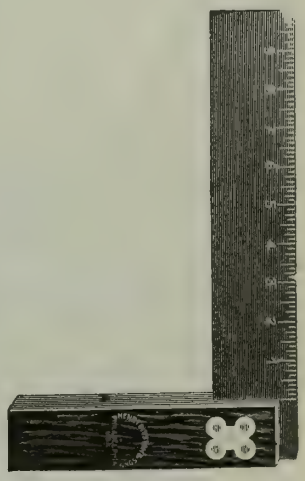


Quality can be determined only by practical **use.**

Satisfactory **use** over a long period of time causes an ever increasing **demand.**

Continued **demand** conclusively demonstrates real **worth** and reliability.





DISSTON BRAND TOOLS

Well-made Service-giving

That Last for GENERATIONS

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

Wait for our* AUTOMOBILE SUPPLIES *new catalogue

If interested tear out this page and place with letters to be answered.

Genco RAZORS

A Square Foot of Selling Space

That Can Be Made Very Profitable In Your Store

THE space occupied by this Genco Razor Display Case is about one square foot. Besides containing and protecting the razors, it catches and holds the eye and gives the goods a pleasing display. As a salesman it is on the job every minute.

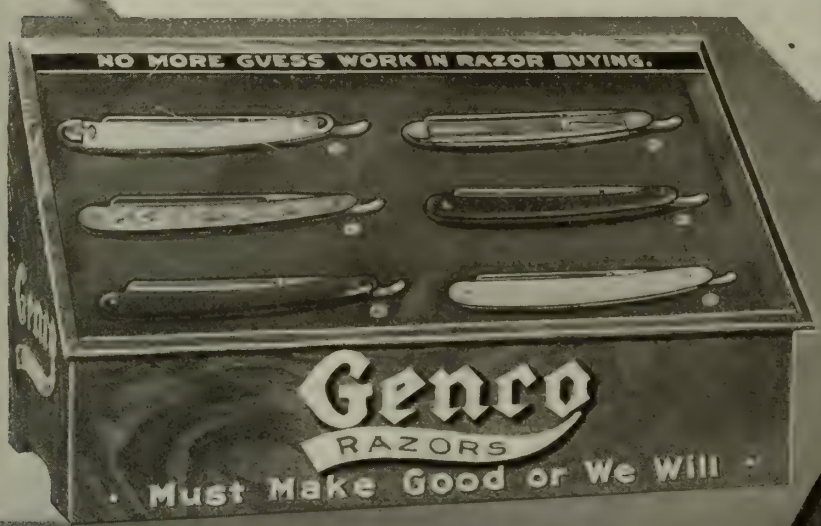
The case is made of pressed steel, with handsome Circassian walnut finish. It holds six Genco Razors of different design on constant display against a background of Royal Purple plush and there is ample room beneath for carrying stock.

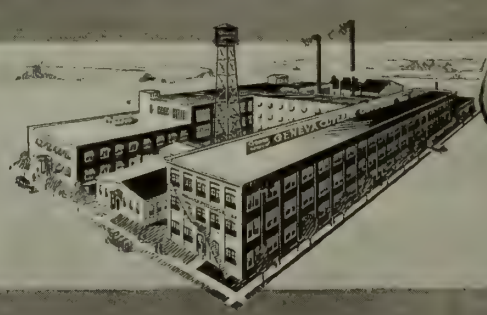
All current Genco Razor advertising features this case prominently. It goes to work for you the minute it appears on your counter. Let it be a reminder to your customers of the 500 master cutlers who, in the largest high grade razor factory in the world, grind the quality in and the guess work out of Genco Razors.

We are making a special proposition which included one of those display cases free with your first order. Write for the details of this offer now, while the matter is fresh in your mind. It's quite a good thing. Mention the name of your jobber when writing us.

GENEVA CUTLERY COMPANY

159 Gates Avenue, Geneva, New York







If interested tear out this page and place with letters to be answered.

Starrett

Test Indicators



Dependable Tools

Starrett Tools are known and recognized the world over as the most dependable tools for any accurate measuring operation.

Mechanics rely upon them for important, accurate test work.

Dealers carry them because they mean better satisfied customers.

Write for our Catalog No. 21MA. It shows our complete line of tools in the many styles and sizes as well as hack saws. Write for a copy to-day.

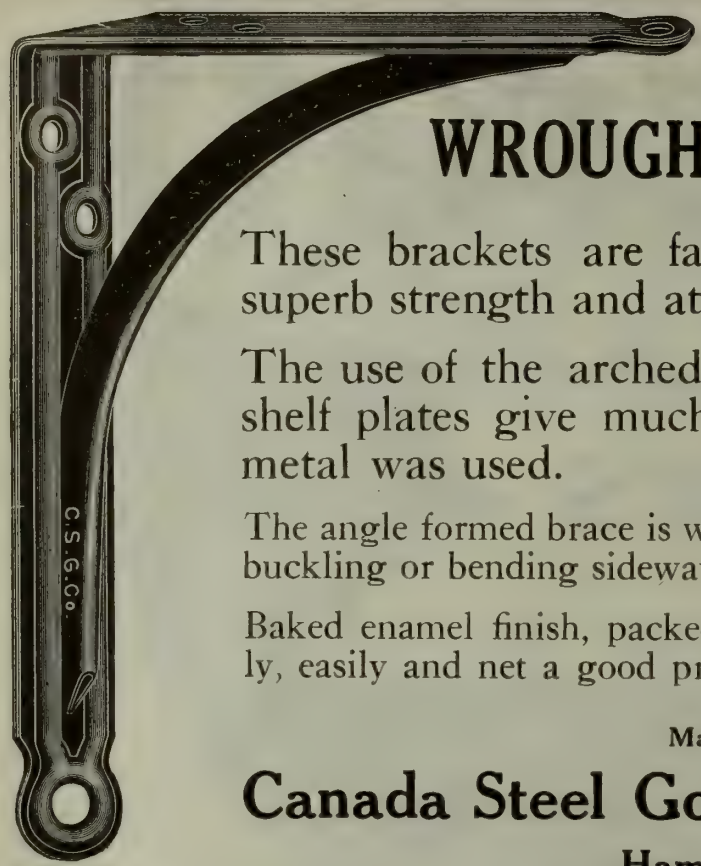
THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Mfrs. of Hack Saws Unexcelled
ATHOL, MASS.

NEW YORK LONDON CHICAGO

42-863

If interested tear out this page and place with letters to be answered.



No. 140

No. 140
WROUGHT STEEL BRACKETS

These brackets are famous for their correct design, superb strength and attractive finish.

The use of the arched forms of steel in the wall and shelf plates give much greater strength than if flat metal was used.

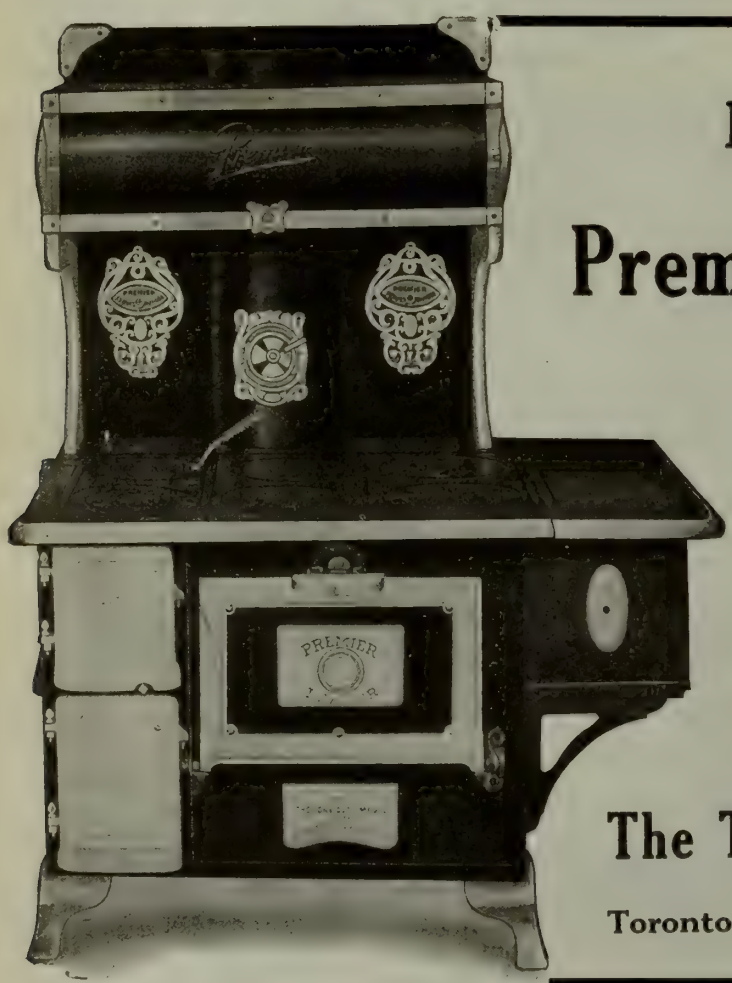
The angle formed brace is well riveted and renders it secure against buckling or bending sideways under the severest strain.

Baked enamel finish, packed half dozen in a box. They sell quickly, easily and net a good profit to you.

Manufactured by

Canada Steel Goods Company, Limited

Hamilton, Canada



DAVIDSON'S
POPULAR
Premier Leader Range

is a range that is built to supply the demand of a high-grade steel range at a popular price.

It is just as fully guaranteed, as to its baking and economical operating qualities, as our higher-priced ranges.

There is a "Premier" to meet every demand, whether for a steel or cast range, one fully dressed or strictly plain. The "Premier Leader" is made square or with reservoir.

The Thomas Davidson Mfg. Co.
Limited

Toronto Montreal Winnipeg

If interested tear out this page and place with letters to be answered.

Why You Should Be A Michelin Dealer

No. 34

Michelin Tubes Are More Easily Repaired

One of the minor advantages which Michelin Dealers enjoy is the ease with which Michelin Tubes are successfully repaired.

The ordinary tube is a piece of straight tubing cemented at the ends. When such a tube is inflated to the circular shape of the casing its outer circumference must obviously be stretched, or its inner circumference must be compressed, or both must happen.

It is evident that this stretching or compressing is likely to cause repairs to tear open.

Michelin Tubes on the other hand are made ring-shaped, and since they are neither stretched nor compressed by inflation, repairs, when properly made, are permanent.

This means repairs more easily made, and less likelihood of complaints.

Write for the Michelin proposition

Michelin Tire Co. of Canada, Ltd.
782 St. Catherine St. W.
Montreal



MICHELIN

If interested tear out this page and place with letters to be answered.

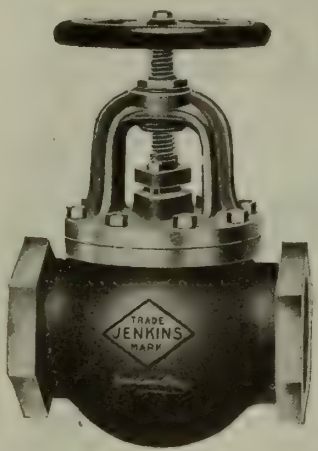


FIG. 141
JENKINS BROS.
Standard Pattern Iron Body Globe Valve Screwed with Yoke.

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.
Globe and Angle Valves
Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8.

103 St. Remi St. **JENKINS BROS., Limited** MONTREAL
6 GREAT QUEEN STREET, KINGSWAY, LONDON, W.C. 2, ENGLAND

OFFICIAL AWARD RIBBON
PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915
PRESIDENT
DIRECTOR OF EXHIBITS
SECTY OF THE INTERNATIONAL AWARD SYSTEM
MEDAL OF HONOR
DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES
CHIEF

TRIMO TOOLS



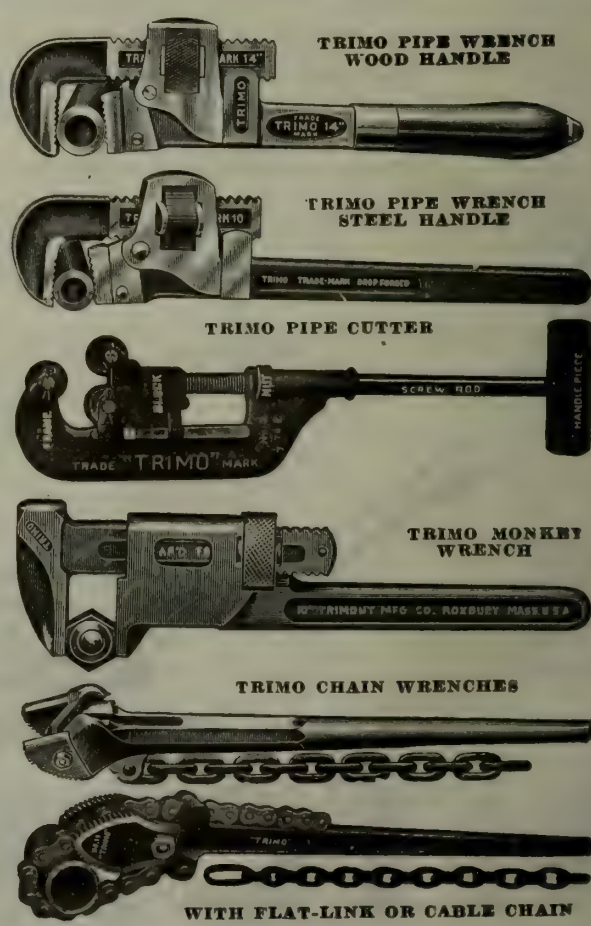
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches. both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

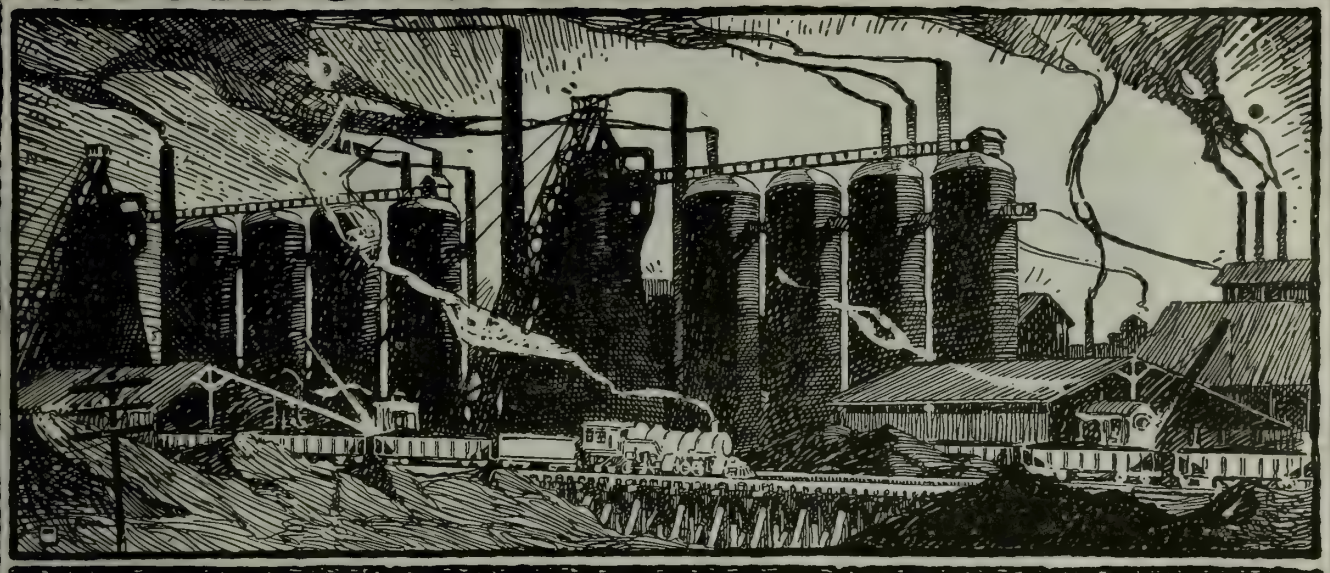
SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



If interested tear out this page and place with letters to be answered.



LITTLE WORDS WITH BIG MEANING

Quality

According to "Webster," Quality is "an excellence of character; natural superiority."

Service

Webster's definition of "Service" is; "The performance of labor for the benefit of another."

We use these words advisedly—fully understanding their definitions—and realizing the obligation we place upon ourselves by their continued use in connection with our products of Iron and Steel, and our attitude to the people we serve.

THE

STEEL COMPANY

OF

CANADA

LIMITED

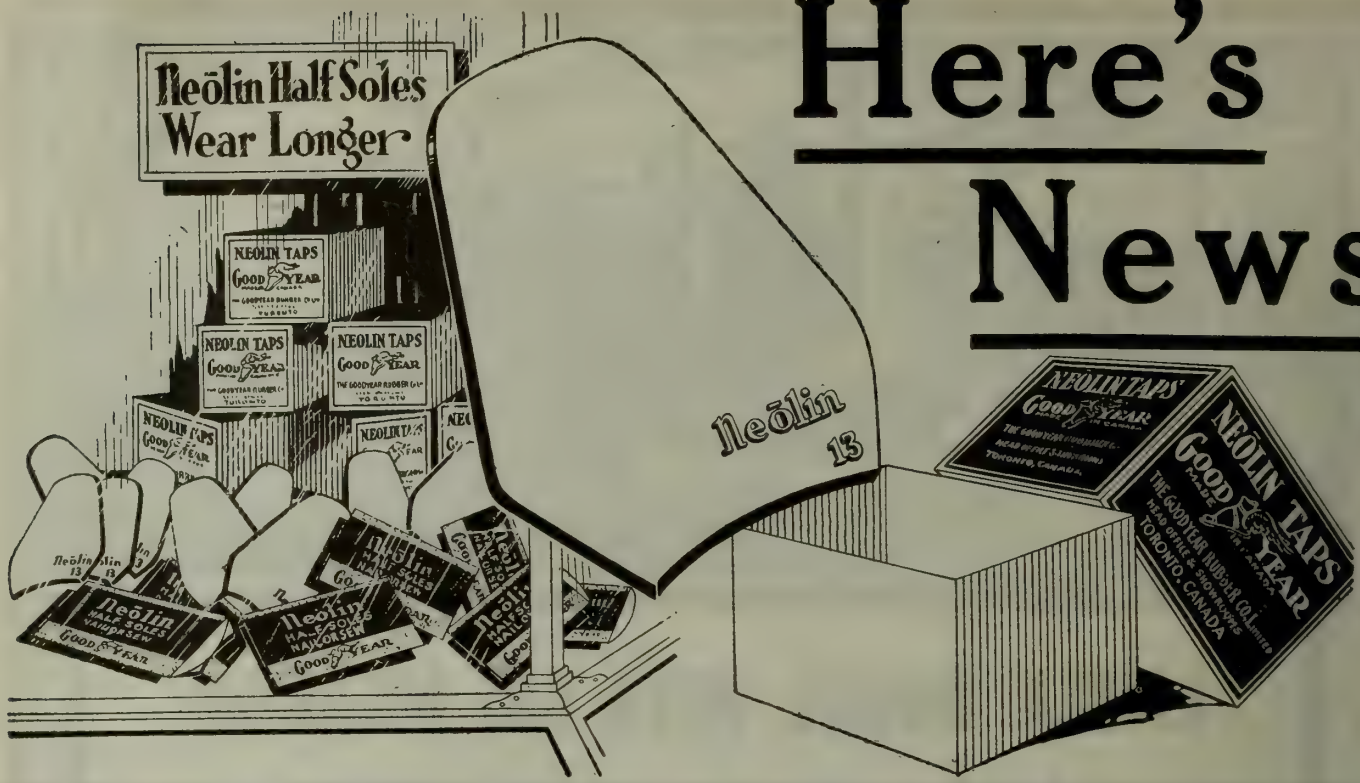
MONTREAL HAMILTON

Pig Iron,
Steel & Iron Bars,
Horse Shoes,
Steel and Iron Products.

Steel Billets,
Track Spikes &
Bolts, Forgings, Wire
of every description.

If interested tear out this page and place with letters to be answered.

Here's News



HUNDREDS of thousands of Canadians have read in their newspapers and magazines the story of Neōlin Soles. Thousands of these people have bought shoes soled with Neōlin—over 400 shoe manufacturers are using Neōlin for a tremendous part of their output. Now Neōlin is being offered in half-soles—you can give your business a new stimulus by handling them.

Be The First in Your Field

Already Neōlin Half-Soles are being warmly received by hardware men and general stores all over the Dominion.

Live dealers are realising the wonderful selling possibilities of Neōlin Half-Soles in these days of high prices and war-time economy.

To back up their efforts—to help you, too, to sell lots of Neōlin Half-Soles—we are running a big advertising campaign both in the newspapers and the farm papers.

You know there are scores of your customers who do the shoe-mending for the whole family. This campaign is going to send them to you, asking for Neōlin Half-Soles. It is going to "sell" other customers on the idea of re-soling their shoes at home.

Doesn't that mean bigger sales, too, for shoe repair outfits, tools, and many other profit-bearing items in your stock?

Be the first in your territory to sell Neōlin Half-Soles. Make a drive on this new profit-maker. Send an order to your wholesale hardware supplier to-day.

Neōlin Half-Soles come in cartons containing a dozen assorted sizes. Attractively designed for window and counter display.

The Goodyear Tire & Rubber Co. of Canada, Limited, Toronto

Neōlin Half Soles

If interested tear out this page and place with letters to be answered.

WILT

High Speed and Carbon

TWIST DRILLS



Where there's a WILT— There's the Way

The **War is Won** and **WILT Twist Drills** have truly done their bit. They never faltered — were there going strong—under all kinds of trying conditions.

Every variety of workman from the Green Mechanic to the Expert Machinist found a friend in **WILT Twist Drills.**

Their **Efficient, Durable** and **Economical** service will still be in evidence during the world's reconstruction period.

WILT TWIST DRILL CO.

OF CANADA, LIMITED

WALKERVILLE - - ONTARIO

London Office, Wilt Twist Drill Agency,
Moorgate Hall, Finsbury Pavement, London, E.C. 2, England

If interested tear out this page and place with letters to be answered.

The quickest way to win the respect and permanent trade of customers is to carry standard grade tools.

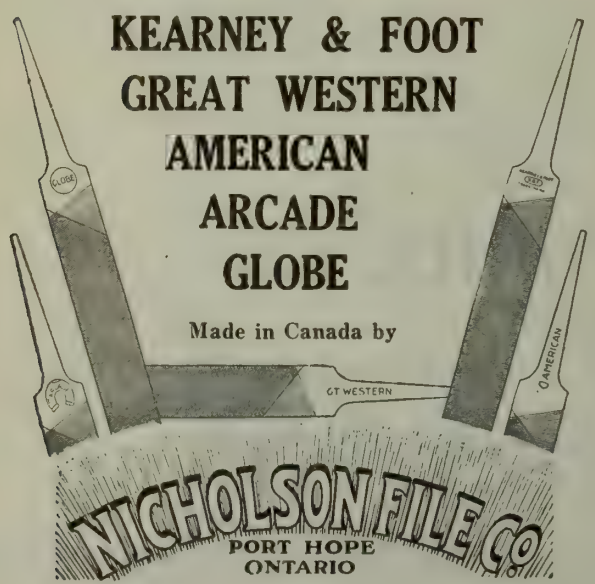
Men don't want you to SELL them tools. They want to come in and buy them by the maker's name.

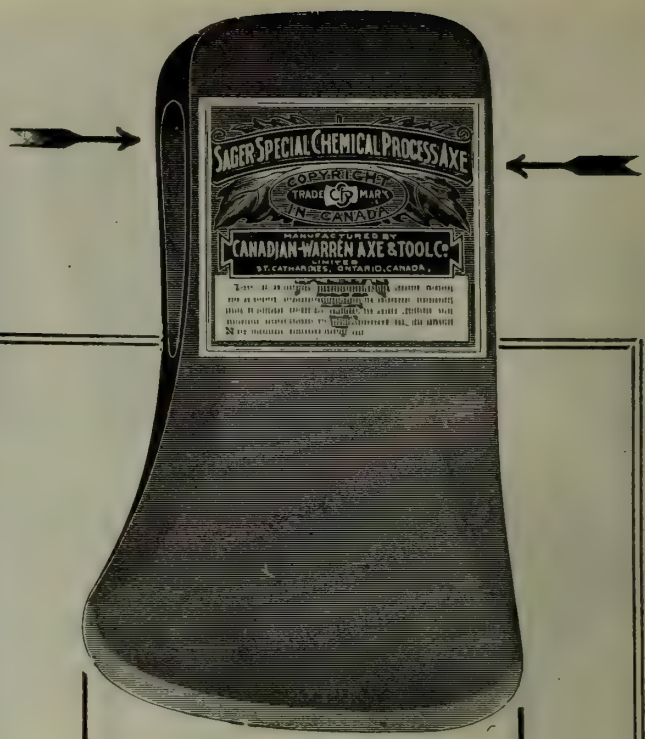
They know as well as you do, those that have the quality reputation.

In files, they want the "Famous Five," because they are the Standard Files and give satisfaction.

So specify "Famous Five" Files when ordering from your jobber.

They are:



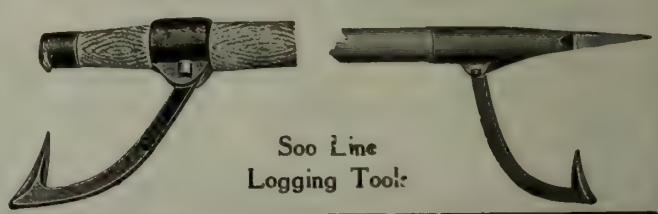


WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian Warren
Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.



If interested tear out this page and place with letters to be answered.

"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

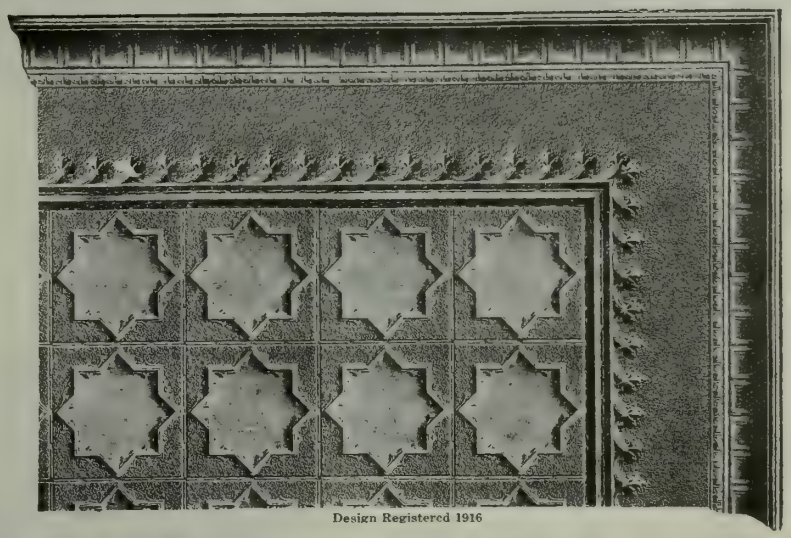
Stores, churches, lodges and homes

There is no limit to the number of prospects in your neighborhood for Metallic Ceiling and Wall plate jobs.

Just a suggestion from you will often land a big profitable job and we will handle all the detail of figuring and planning for you.

First, get our big illustrated catalogue and information about our dealer service.

Stock carried by
GEO. W. REED & CO., LTD.
37 St. Antoine St., Montreal

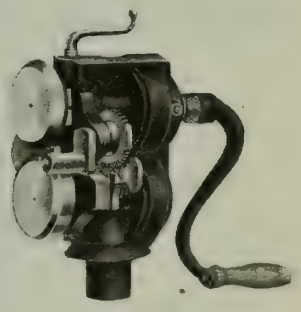


Design Registered 1916

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

SMALL MACHINES



Are Made for Service. They Combine Durability, Speed and Accuracy

No Tinshop can afford to be without a set of these machines

We manufacture a full line of Tinners' Tools



Drop us a line for full particulars and prices

The Brown-Boggs Co., Limited

Hamilton, Canada

If interested tear out this page and place with letters to be answered.

Good Tools Are The "Vitals" Of Your Plant!

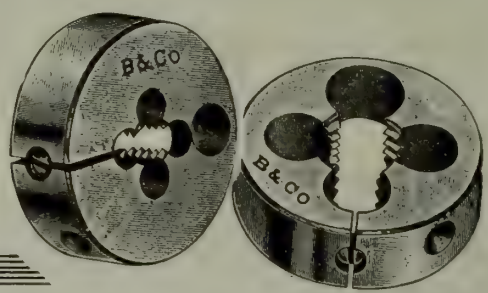
Butterfield
taps—dies—reamers

Good tools help a good product to make good. Tools are the **source** of most manufacturers' production problems.

In selling Butterfield products you can rest assured that your customer will never be dissatisfied with his purchase of them. In **accuracy,** in **durability,** in **economy,** Butterfield tools are unexcelled anywhere on this continent.

Write for a copy of our catalogue.

Butterfield & Company
Inc.
ROCK ISLAND, QUEBEC
CANADA





Sell the Erie Line of Wheelbarrows





Made with steel trays, containing 3 cubic ft. to 6 cubic ft., and wood handles or tubular steel handles.

Also deep trays for carrying sloppy cement with either wood handles or tubular handles.

The goods are right and we can ship promptly.

ERIE IRON WORKS, LIMITED
ST. THOMAS, ONTARIO

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

SCHOOL DESKS



Go after the orders for school desks. You will be surprised how easily you can land this business. Think of the turnover and the profit on these big sales. It's mightily worth your while. We allow dealers a very handsome discount or commission, and suggest your writing now for full particulars of the desk and the proposition.

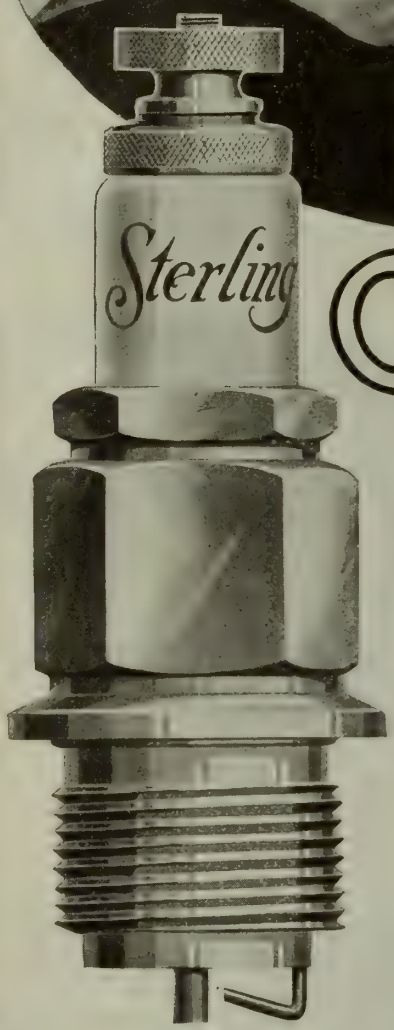
JAMES SMART PLANT

Brockville, Ont. **Winnipeg, Man.**

If interested tear out this page and place with letters to be answered.



Sterling Cleanable



Sterling Spark Plugs will give long-time service because, being separable, they are readily cleanable—by the simple and inexpensive process of wiping with a cloth or waste.

If your car was not equipped with Sterling Spark Plugs you will replace the plugs ultimately. Then use Sterling, and note the improved power—the sweeter running motor.

You will be delighted by the ease with which you can make your Sterlings new again when carbon accumulates.

Ruggedness is built into Sterling plugs, heavy electrodes that cannot warp, porcelains that heat won't break, copper-asbestos washers that allow cleaning often, without impairing the leak-proof adjustment.

Dealers who stock Sterling plugs render customers real service—and reap the benefits in profit and prestige.

For sale by progressive garages and supply dealers everywhere.

A size and style for every car

Dominion Battery Company, Limited
736 Dundas Street East, Toronto

LOCKWOOD-ASH MOTOR COMPANY
MAIN STREET, JACKSON, MICHIGAN (31)

If interested tear out this page and place with letters to be answered.

RELIABLE
TRADE MARK
Canadian Products



If Your Dry Cell Sales Can Stand An Increase---Write Me

W. M. Turnley, Manager
The Dominion Battery Company, Limited

THE most important part of my work is not selling RELIABLE Dry Cells **to** you but selling them **for** you. I help you to build a bigger, more profitable and permanent dry cell business.

If you want to know how—and as a progressive dealer you certainly do want to know—just write me.

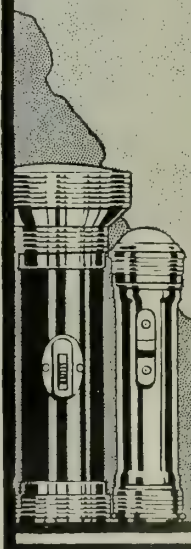
RELIABLE Dry Cells make steady customers. There's more service crammed into RELIABLE Dry Cells than the customers expect to get. They satisfy. So when your customer wants a new dry cell he asks for RELIABLE.

You cut down losses and build up profits when you sell RELIABLE Dry Cells. Power doesn't leak out—cells won't go dead on your shelves.

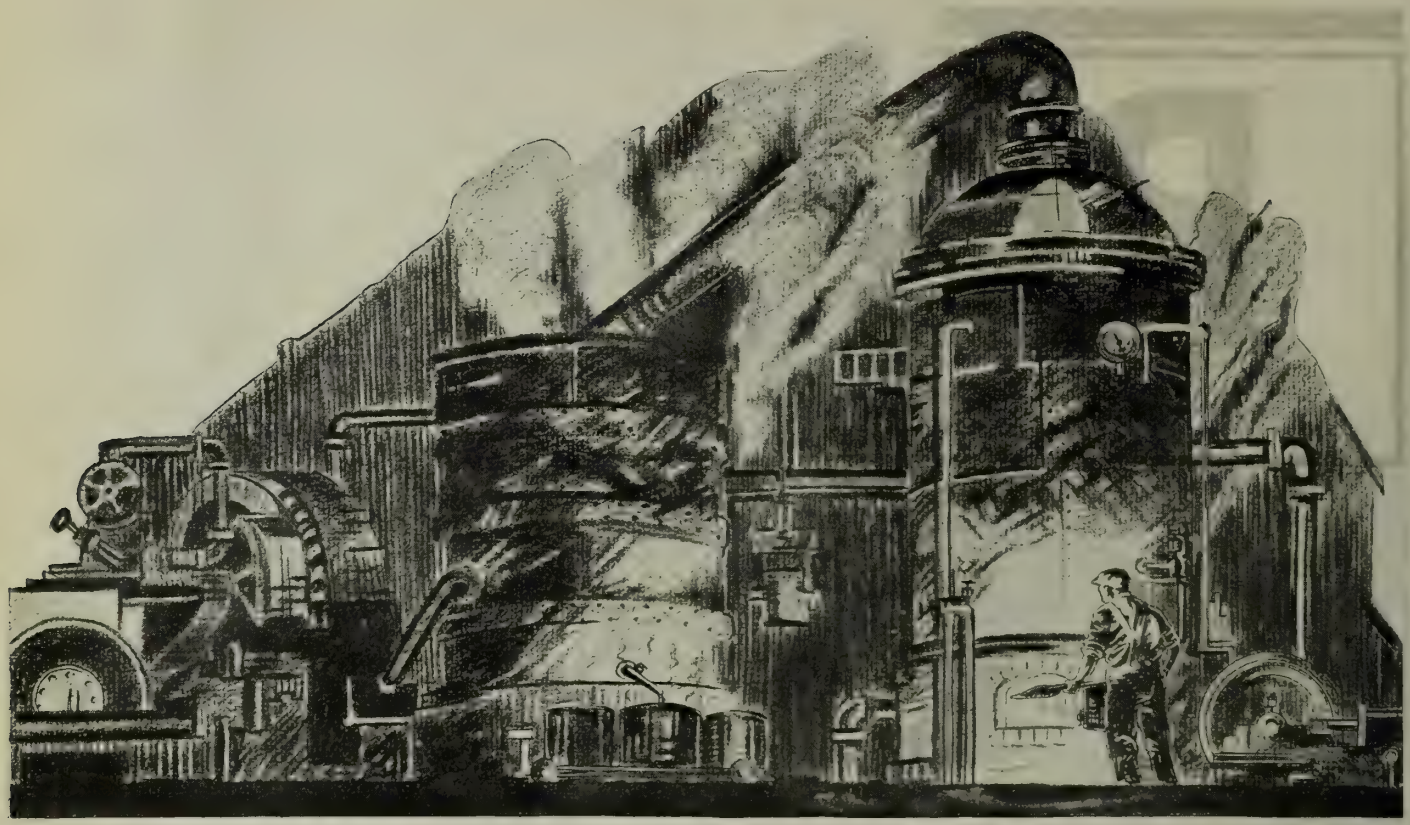
Our selling policy eliminates undesirable competition. You buy RELIABLE Dry Cells from your jobber. They're never sold by mail order houses or from the factory.

Write us for trade discounts.

THE DOMINION BATTERY COMPANY
Limited
736 Dundas Street East **Toronto**



"Lively and Lasting"



THE Canadian Wood Turpentine—made at our mills at La Tuque, P. Q., is an excellent diluent and solvent and contains no free rosin.

Further information will gladly be sent upon request. Simply sign and mail the coupon below.

BROWN CORPORATION

Sales Office: Portland, Maine, U. S. A.

Brown Corporation, Portland, Maine: Please mail us full particulars about your Wood Turpentine

Firm Name_____

Address_____

A SAFE REMEDY FOR FAULTY HOT WATER SYSTEMS!



"Knickerbocker" Heat Generator

The Knickerbocker Heat Generator increases radiation 25% to 30%!

It has been used on the most difficult types of heating, such as trolley cars, railroad stations with boiler and radiation on same floor, and radiators at a lower point than boiler. Also for house heating.

Write for particulars to-day!
Manufactured and Sold by

The James Morrison Brass Mfg. Co., Limited

93-97 ADELAIDE STREET WEST, TORONTO, ONT.



Canadian Rivet Forges are built to last.

Easy running blower, powerful uniform blast, rigid steel plate construction.

Write for Catalog 100-16.

Canadian Blower & Forge Co.
Kitchener, Ont.

Manufacturers OF WIRE

HEADQUARTERS FOR

Wire Bale Ties

LARGEST CAPACITY AND STOCK IN CANADA

Prompt Shipment

LAIDLAW BALE TIE COMPANY, Limited

HAMILTON, CANADA

Winnipeg Toronto Montreal
London, England

If interested tear out this page and place with letters to be answered.

The John Wanamaker Store, Philadelphia



The John Wanamaker Store, Philadelphia. One of the largest, one of the busiest, one of the most perfectly conducted department stores in the world.



The Grand Court in the John Wanamaker Store, Philadelphia. Thousands of merchants visit this arcade every year to see how business is being handled.

John Wanamaker buys 100 more National Cash Registers to meet the present-day shortage of help.

Mr. Wanamaker says:

"A large number of people have been taken out of the big stores. The men have enlisted. The women have gone into Red Cross work and nursing.

"We are able to fill some of their places with improved cash registers. This frees many persons for war work."

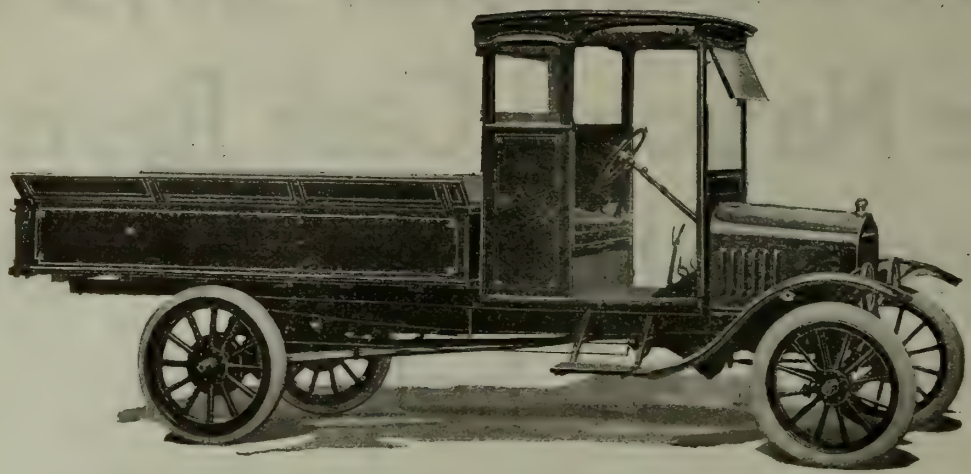
Mr. Wanamaker's statement that cash registers save labor, is based upon critical investigation and upon experience with N.C.R. Equipment extending over many years.

His recognition of the labor-saving qualities of modern National Cash Registers is plainly shown by a contract he has just placed for nearly $100,000.00 worth of machines. This order calls for 100 of our latest model clerk-wrap registers. It is the largest single order ever placed with us for one store.

The high character of Mr. Wanamaker's stores, the careful tests made by his executives, and the size of his orders, combine to make his personal endorsement extremely important to other merchants, struggling with the present-day shortage of help.

The National Cash Register Company of Canada, Limited, Toronto, Ont.
Offices in all the principal cities of the world

THE BEST EXPRESS BODY IN CANADA



We simply ask you to look at the above illustration which is reproduced from a photograph, and see if you do not consider it the best-looking stake body for a truck you ever saw. Our master builder says it is the finest truck body that any factory in Canada can turn out. We make different styles to suit the different trades.

Fits any Chassis. *Price Reasonable.* *Write Direct for Illustrated Folder, Prices and Terms.*

CARRIAGE FACTORIES, LIMITED

Head Office: Excelsior Life Bldg., Toronto. Sales Offices: Montreal, Toronto, Winnipeg

Time to Order
FREEZERS



All of the three, LIGHTNING, GEM or BLIZZARD, have served the housewives of America for thirty years, and, like the cream they create are in demand in all seasons.

They are built of the very best material and workmanship possible —their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.



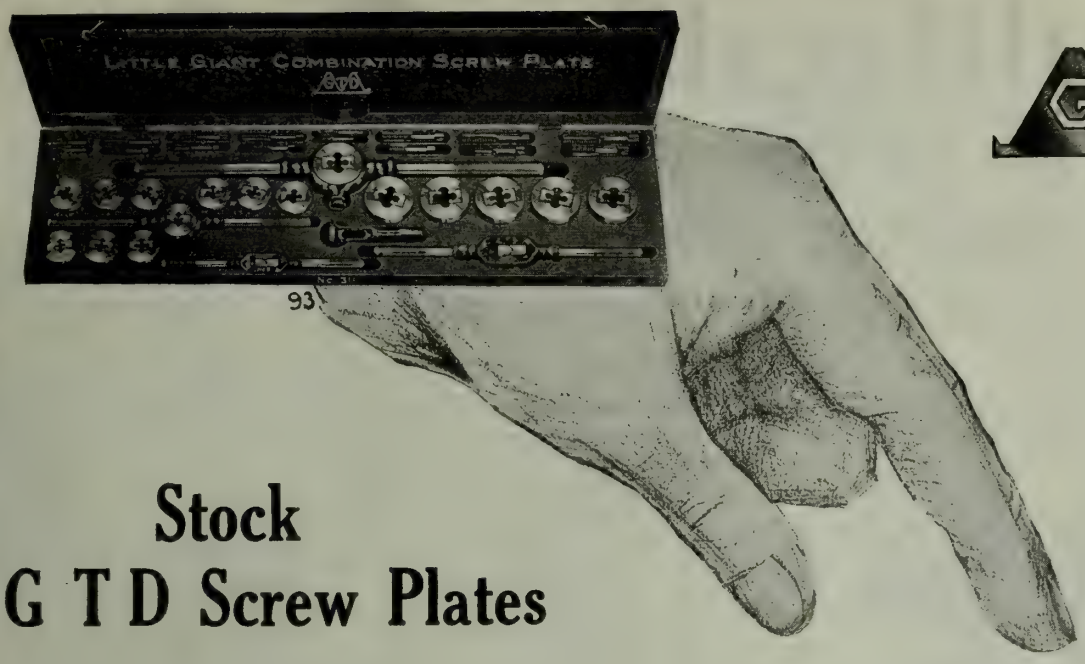
The Blizzard, being simpler in construction and cheaper in price, makes it a good running-mate with either the Lightning or Gem. They sell themselves and stay sold! No come-backs or complaints.

This means easy net profits for you.

Your Jobber Can Supply

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.



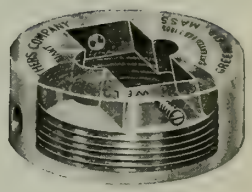
GTD

Stock G T D Screw Plates

Prepare now to cash in on the great volume of business which is coming to dealers who sell *GTD SCREW PLATES* and other tools bearing the GTD mark.

GTD Screw Plates are made in more than a hundred different assortments of various types including the famous Little Giant line.

Order from New No. 40-HM catalog which illustrates and lists the complete line of GTD Small Tools. Write for your copy.



Little Giant Die Guide and Collet



Little Giant Die

Wells Bros. Co. of Canada, Limited
Galt, Ontario

Canadian Factory of the

Greenfield Tap and Die Corporation

If interested tear out this page and place with letters to be answered.

"Multiped"

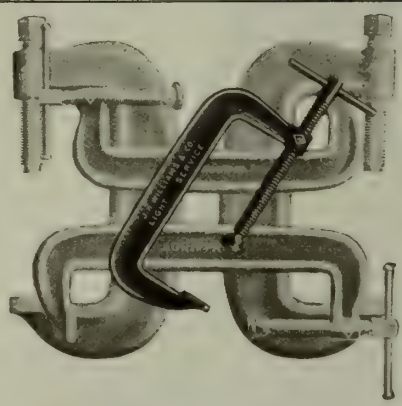
The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Halifax Montreal Ottawa Fort William Winnipeg Regina Saskatoon Lethbridge Calgary Edmonton Vancouver Victoria



WILLIAMS' SUPERIOR DROP-FORGED "C" CLAMPS

"They Stand the Strain"

Help the shop people to select the "C" clamp best adapted to their needs—there's "A Williams' Clamp for every purpose." For

Heavy Service— Williams' "Vulcan," 11 sizes, ¾ to 12½".

Medium Service— Williams' "Agrippa," 7 sizes, 4 to 18".

Light Service— Williams' "Light Service," 8 sizes, 2 to 12".

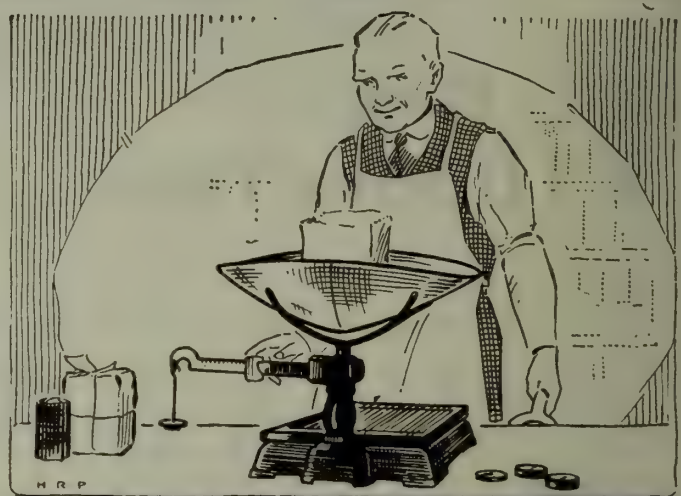
Tool Room Service— Williams' "Tool Makers," 4 sizes, 1 to 4".

Machinists' Tools Booklet with your imprint if desired.

J. H. Williams & Co.

"The Drop-Forging People" 30 Richards St., Brooklyn, N. Y.

The A. G. Low Co., Ltd., 30 Pacific Avenue, Saskatoon, Sask. Agents for Manitoba, Saskatchewan, Alberta, British Columbia



Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

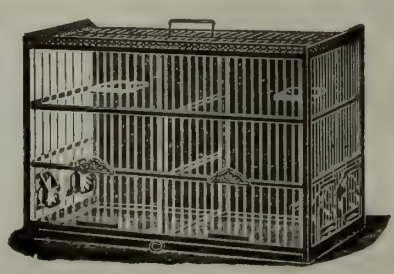
"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.

"HENDRYX" BREEDING CAGES

are absolutely necessary for the scientific and hygienic raising of canary birds.

All metal—White Enameled—Green trimmed—Closed back—Two partitions—Two nests and nest holders—Four cups—Six perches—Sliding drawer.



No. 86S—17¼ x 8¾ x 13¼".
No. 86—20 x 10 x 14".
No. 87—22 x 11 x 15¾".
No. 88—24½ x 12¼ x 16¼".
No. 113—26¾ x 10 x 13⅞".

The breeding time extends from January through April, and the increased interest in raising birds requires a stock of these cages.

THE ANDREW B. HENDRYX COMPANY - NEW HAVEN, CONN.

If interested tear out this page and place with letters to be answered.

Build Up Your Business—

by handling the BEST.

MADE IN CANADA BY CANADIANS.

Sold All Over the World



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD.
St. Catharines, Ont.

P X H

TRADE MARK

ONE of the largest buyers of tools in the Dominion said to us the other day, "After the war we shall sever many business connections we have been obliged to make in order to keep our stock in shape for our customers. The manufacturer who has in these past four years kept up the quality of his product in spite of the temptation to sacrifice quality for quantity output is the only man with whom we shall maintain business relations."

Which is sound "Hoss Sense"

Confidence is the basis of all trade, and a buyer can only place reliance on the product which has stood up under the war strain.

P.H. and Imperial Files have been and will be marketed solely on the basis of service.

"THEY CUT FASTER AND WEAR LONGER"

Port Hope File Mfg. Co.
LIMITED
PORT HOPE - - ONTARIO

"Ask Your Jobber"

IMPERIAL

TRADE MARK

WANTED

Fall Orders for Hardware such as follows:

Snow Shovels,
Lanterns and Globes,
Weather Strip,
Axes, Mitts and Gloves

A good stock on hand, and orders promptly shipped.

Thos. Birkett & Son Co. Ltd.
Wholesale Hardware Merchants
Ottawa Ontario

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man



4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

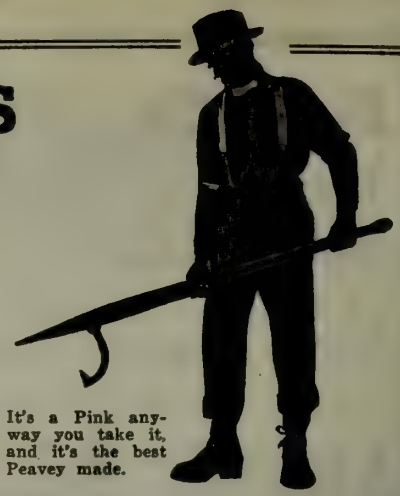
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

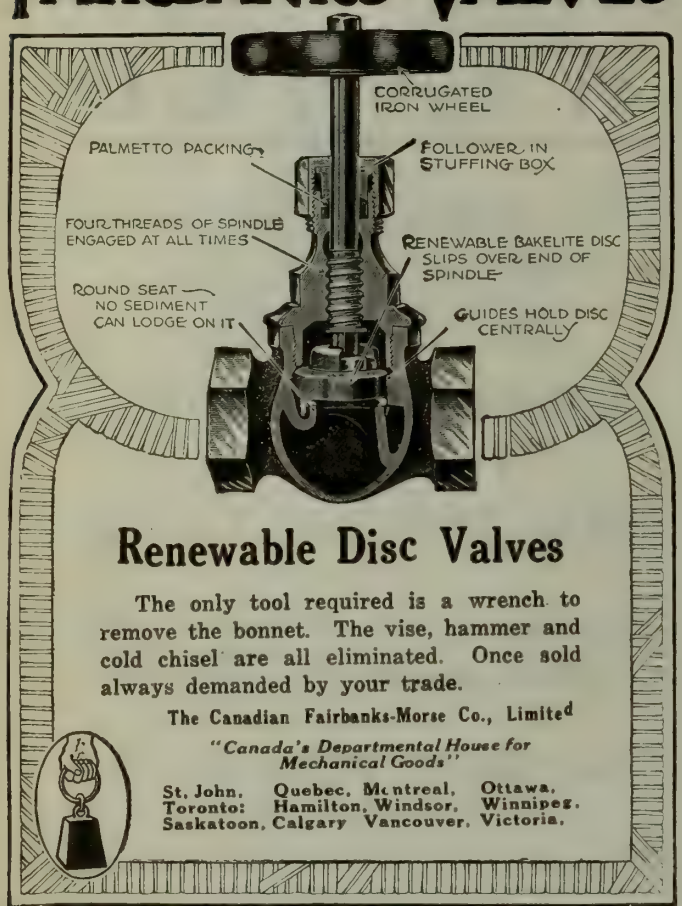
Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO



It's a Pink anyway you take it, and it's the best Peavey made.

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto: Hamilton, Windsor, Winnipeg, Saskatoon, Calgary Vancouver, Victoria.

Built to Save Coal
Built to Last
Built for Quick Sales!

Reed's Economy Rotary Ash Sifter built to cut coal bills to a minimum — built to wear longer and sell better than any other sifter on the Canadian Market.

The Economy is made of heavy galvanized steel, and is well put together.

Manufactured by

Geo. W. Reed & Co., Ltd.

37 St. Antoine Street, Montreal

SHARRATT & NEWTH

43-44 PERCIVAL ST., LONDON, E.C. 1

Glaziers Diamonds of All Descriptions

To be obtained from Dealers in Glass, Hardware and Painters Supplies.

Our Popular English Pattern
Used Everywhere

Quality—*The Best*

Established Over 100 Years



Write to us for Illustrated CATALOGUE of every tool required for GLASS CUTTING or to our

Agents: A. Ramsay & Son Co., Montreal

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MENDETS A PATENT PATCH

Mendets Will Solve the High Cost of Kitchen Utensils

Dealers! Get busy! Take advantage of present high cost of iron, tin, granite and aluminum ware.

Mendets are popular with every housewife right now, because they quickly and permanently repair kitchen ware and utensils at small cost.

Put them on display. They sell themselves.

Collette Mfg. Company

Collingwood, Ont., Canada

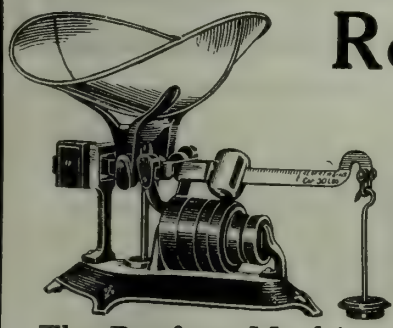
MENDETS A PATENT PATCH

Show Her the Way

FOR goodness' sake, cries the average housewife, show us how to save money out of the deluge of sky-high prices for meats, sugar, flour—everything. And seldom a thought has she of what a tidy sum can be saved every little while by checking up the honest mistakes of grocer, butcher, etc. Show her.

Just a bit of enterprise, pushing the Renfrew Scale to the front—displaying it—and showing her how it soon pays for itself will stir up a tidy lot of sales worth while. Right now is the "psychological moment."

Clinch your sales by showing the Government Inspector's Certificate of correct weights accompanying every Renfrew. Scales supplied in black or all nickel-plated finish. The



Renfrew

HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs. Government inspector's certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

Eastern Branch: Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.



These Ideas

may mean Money to You

In our new catalogue Hardware Dealers and Builders will find reproductions of the very latest styles, patterns and new ideas in trimmings for Period Furniture and other kinds.

Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

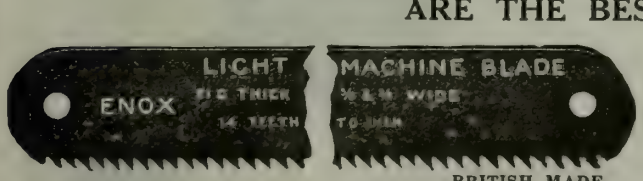
THE STRATFORD BRASS CO.

LIMITED

Stratford, Ontario

ENOX HACKSAW BLADES

ARE THE BEST

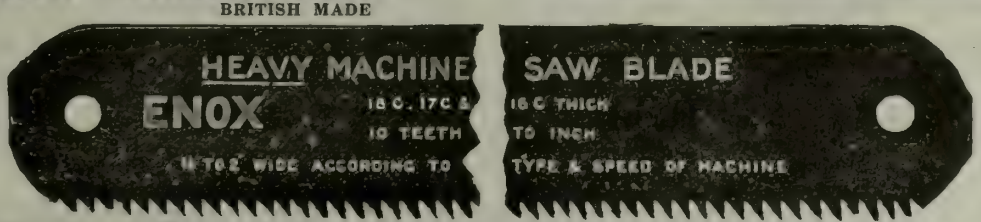


BRITISH MADE



AGENTS IN CANADIAN TOWNS WANTED

AN ENTIRELY BRITISH COMPANY

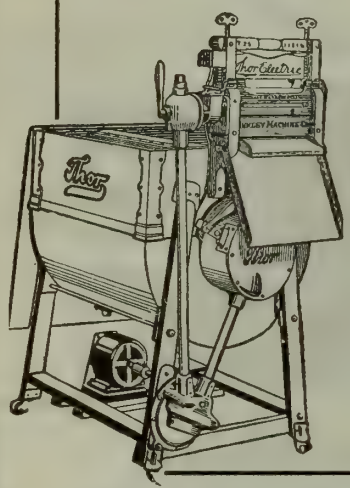


Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS **FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10**

Thor

Electric Washers and Cleaners Make Ideal Christmas Gifts



And this year—more so than ever—gift-giving will be of only useful and practical things.

Many a man in your town will be racking his brain, trying to think of some useful gift for his wife. Push the sale of electrical appliances—and first of all THOR Washers and Cleaners. There is nothing that is more acceptable, nothing more useful.

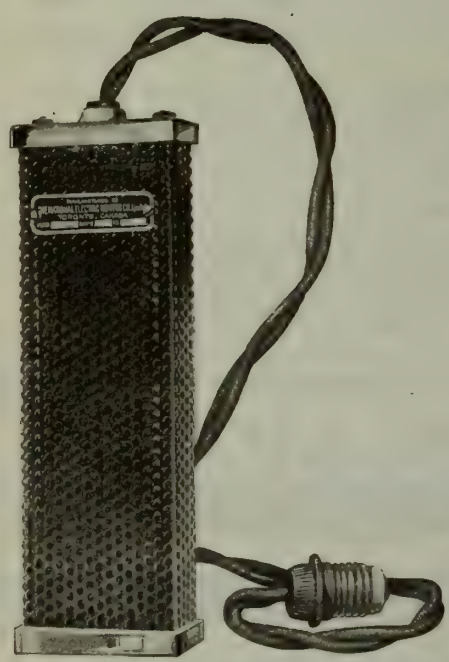
Hurley Service will help you get the business. Our Dealer helps stimulate interest and sales. Let's get together right now—plan ahead so there will be no disappointments. Write us for our proposition.

Hurley Machine Co., Limited

413 Yonge St. Toronto

National ELECTRIC

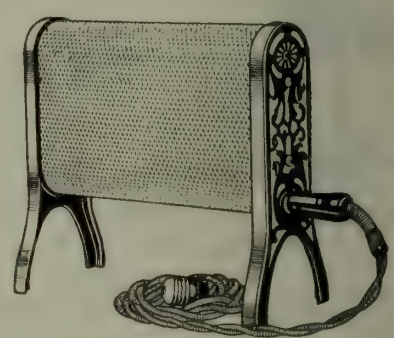
Seasonable Gifts



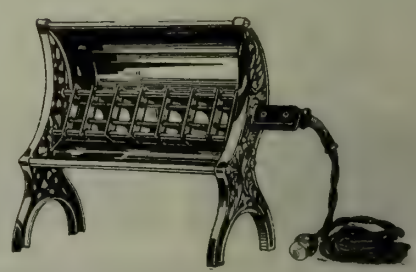
Auto Heater—200 Watts
Cat. No. 1450

Show these in your window for the Xmas Trade.

We can ship these from stock.



Air Heater—660 Watts
Cat. No. 1266

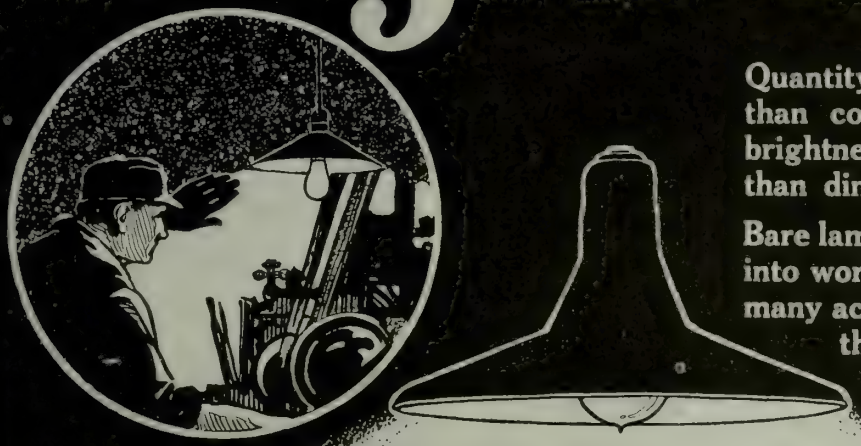


Slower Heater—660 Watts
Cat. No. 1200

The National Electric Heating Co., Limited

Toronto, Canada

Not Just Light



Quantity of light is less important than control of light. Dazzling brightness is a greater menace than dimness.

Bare lamps, throwing brilliant light into workmen's eyes, have caused many accidents and spoiled untold thousands of dollars' worth of material.

Benjamin

Correctly Controlled Industrial Lighting Gives Greatest Aid to Production

Benjamin Industrial Lighting installations are increasing production, reducing accidents and preventing spoilage in many of Canada's foremost industries.

Men are working better, faster and more profitably, with a confidence strengthened by adequate, properly diffused light.

Under Benjamin light there is a minimum of eye strain and glare—nothing to necessitate frequent pauses for rest, or to cause the alternatives, accident and spoilage.

If you, also, wish an adequate lighting system—protective, effective and productive—get Benjamin recommendations.

Benjamin Electric Mfg. Co. of Canada Limited

Head Office and Works :

11-17 CHARLOTTE STREET, TORONTO

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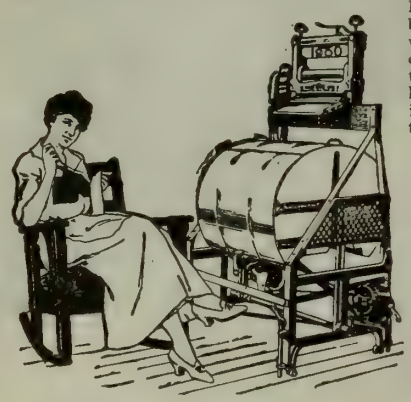
SUPREME AMONG WASHERS

The "1900" Complete Line Pays You Best

For over twenty years we have been making washing machines **exclusively.** The best types of washers have been developed and patented by us in this time.
Recently we have perfected two new models representing the highest development the Washing Machine has ever attained.

"1900" Cataract Electric Washer

These most modern washers, as well as the other various "1900" machines—the Gravity, Water Power and Gasoline Motor Washers—are sold everywhere through our extensive advertising, which is the largest publicity campaign conducted for washing machines in Canada. Inquiries in large numbers result from this advertising, and these inquiries are turned over to such "1900" Dealers as have proven their worth in their different territories.



"1900" Agitator Electric Washer

Is there a live "1900" Dealer in your district? Would you like to know more about the "1900" line?

If there is no one selling "1900" Washers in your territory there is a chance for you. Make use of it by writing to-day to the Wholesale Department.



The "1900" Washer Company
357 Yonge Street
TORONTO

Good Men

DO you need the services of a good retail salesman, traveller, or manager. The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.

Electric Steam Radiators



Each radiator independent, complete with glass leg rests, extension cord and plug, etc. The radiator generates steam heat, and is healthy and economical.

Our radiators give the heat and are indispensable for sick rooms, fall and spring use, as a complement to present heating system, garages, temporary heating, etc.

Rapid Radiators will satisfy your customers. Write us for full information and terms.

Rapid Radiators Limited,
196 KING Street West
TORONTO
PHONE ADEL. 2523
"Complete Satisfaction Our Constant Aim"

If interested tear out this page and place with letters to be answered.



No. 7510-12"

Read what One of Our Out of Town Customers Says About Our Line of Quick Sellers

Dear Sirs:

I enclose my order for fixtures which I hope you will get away as soon as possible. I find your fixtures selling very well and would be glad to have you add two or three other numbers to my order which I have not yet had of your Quick Sellers

Your truly.

WHY NOT BE ONE OF OUR SATISFIED CUSTOMERS

W. H. Banfield & Sons, Limited

TORONTO

City Sales Office
80 King St. West, Adel. 104

General Offices and Factories
370-386 Pape Ave.

Do You Want Export Business?

ADVERTISERS in the "Export Numbers" not only reach every worth-while hardware buyer in Canada, but also reach a select list of 1,200 buyers in foreign lands. The next "Export Number" will be issued Feb. 2. Last forms close Jan. 26. Copy and cuts for the export section this issue should be sent in without delay. Regular advertisers may use space pro rata on contract. Rates same as in ordinary issues. Two pages, $100; one page, $55; half page, $31.25. Extra color if desired, $18.75 page

It would cost you many thousands of dollars and take years for a representative to call on the 1,200 foreign buyers who receive the "Export Numbers" of HARDWARE AND METAL. For the modest rates given above, you can reach these buyers simultaneously.

Write for evidence of direct results secured by advertisers in these numbers.

HARDWARE AND METAL

143-153 UNIVERSITY AVENUE - TORONTO

OFFICES ALSO AT WINNIPEG, MONTREAL, NEW YORK, CHICAGO, BOSTON, LONDON, ENG.

For Our Christmas Trade

Complete Stocks *Prompt Shipments*
Goods of Quality

"UNIVERSAL"
Lunch Kits
Vacuum Bottles
Bread Makers
Food Choppers
Coffee Percolators
Tea Pots
Pocket Cutlery
Table Cutlery

"WOSTENHOLM I X L"
Carvers, in Sets
Carvers, in Pairs

"1847 ROGERS"
Knives and Forks

"GENUINE THERMOS"
Lunch Kits
Vacuum Bottles

"EVEREADY"
Flashlight Cases
Flashlight Batteries

"MAYTAG"
Electric Washers
Multi-Motor Washers
Power Washers
Hand Washers

"SAFETY RAZORS"
Gillette
Auto-Strop
Ever-Ready

"ALARM CLOCKS"
Big Ben
Baby Ben
Good Morning
Iron Clad
Lookout
Commuter

"TOOLS"
Disston
Yankee
Stanley
Pexto
Maple Leaf

"GUNS AND RIFLES"
Winchester
Remington
Stevens

"STARR" Skates

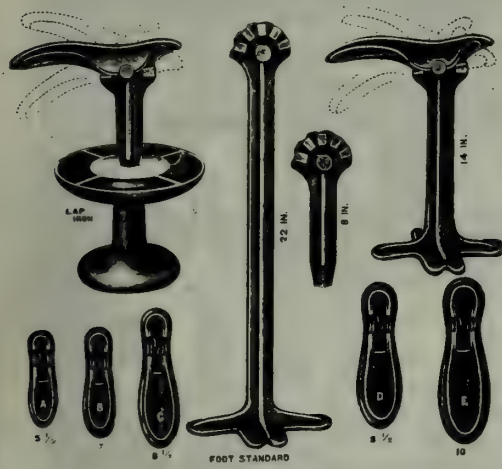
"HOCKEY STICKS"

"PERFECTION" Ankle Supports

"HOTPOINT" and "CANADIAN BEAUTY" Electric Irons.

WIRE, MAIL OR PHONE YOUR ORDERS. SPECIAL ATTENTION TO EXPRESS SHIPMENTS DURING DECEMBER.

WHITES LIMITED
WHOLESALE HARDWARE & METALS
COLLINGWOOD - - ONTARIO













Cobblers' Outfits for the Home

Shoe repairing in the home is more in favor now than ever before and its popularity is increasing. Taylor-Forbes Cobbler and Repair Outfits have made this possible and the high cost of leather made it necessary.

Recommend our outfits to your customers for—they are strong, useful, attractive in appearance and complete for the repairing of Shoes, Harness, Rubber and Tinware.

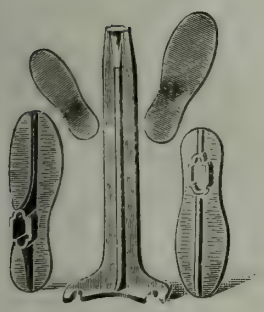
Cobblers' Fittings

We manufacture a complete line of fittings, sets and accessories for the professional cobbler.

The up-to-date shoe repairing establishments are demanding the very best of working tools. You can meet this demand and make a substantial profit by stocking Taylor-Forbes Cobblers' Fittings.

The high quality of our products and our guarantee back of them is your assurance of more business.

Write for catalogue of our complete hardware line. If your jobber does not handle these lines, write us direct for information.









Taylor-Forbes Company, Limited

Taylor-Forbes Co., 246 Craig St., Montreal.
H. G. Rogers, Ltd., 147 Prince William Street, St. John, N.B.
Canadian United Mfrs. Agency, London, Eng.

Head Office and Works:

Guelph, Ont.

Taylor-Forbes Co., Ltd., 1070 Homer Street, Vancouver.
H. F. Moulden & Son, Travelers' Building, Winnipeg.

If interested tear out this page and place with letters to be answered.

GIVE HIM A GILLETTE SAFETY RAZOR

The IDEAL XMAS EXPENDITURE $5.00

The Timeliness

of

Gillette Advertising makes it additionally profitable to the dealer.

This design, for instance, is one of a series that will bear fruit in sales of Gillette Sets as Christmas Gifts.

How is **your** stock?

Gillette Safety Razor Co. of Canada, Limited

MONTREAL



If interested tear out this page and place with letters to be answered.

"Member Audit Bureau Circulations."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, DECEMBER 7, 1918 No. 49

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

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Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887

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SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.

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Billets, Bars,
Beams, Hoops,
Plates and Angles

STEEL SHEETS AND STRIPS

Send us your enquiries

A. C. LESLIE & CO., LIMITED
560 St. Paul Street West
MONTREAL

"QUEEN'S HEAD"

CANADA

Galvanized Sheets

Heavily Coated.
Uniform Weight.
Every Sheet Guaranteed.

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Manufacturers
BRISTOL and NEWPORT

A. C. Leslie & Co., Ltd.
Managers Canadian Branch
MONTREAL



TELL ALL YOUR CLERKS THIS TALKING POINT

IN these days of epidemics, you cannot too strongly emphasize the sanitary qualities of O-Cedar Products.

Dust is a germ-breeder. It is dangerous, when it is so light as to float in the atmophere. When the dust is heavy, the germs are killed, and it is harmless.

Because it acts as a disinfectant and prevents the spread of disease, every household should use

O-Cedar Polish Mop

The O-Cedar Mop gathers the dust and does not scatter it. O-Cedar Polish has positive disinfectant properties. So, every family where O-Cedar is used has added protection against disease. Every household that does not use O-Cedar is taking unnecessary chances. Because O-Cedar Mops and Polish are sanitary, they are being used by large hospitals all over the North American Continent. When it is so easy for each one of your customers to take the same precautions as the most famous hospitals, why should you not sell each one of them O-Cedar Products?

Order from your Jobber.

CHANNELL CHEMICAL COMPANY, LIMITED
369 SORAUREN AVE., TORONTO

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, DECEMBER 7, 1918 No. 49

Stove Prices Likely to Remain Firm

No Reductions in Wages or in Cost of Materials—Stocks Are Low and Manufacturers Say Prices Cannot Change Materially For a Long Time—Outlook For Business is Good

WITH a view of finding out how manufacturers view the future of the stove trade, HARDWARE AND METAL has obtained statements from a number of firms. Their replies to the questions asked indicate without exception that no reduction in prices is anticipated for some time, and that any reduction that may be made is likely to be gradual. The statements of the manufacturers are as follows:

Hardware and Metal,
Toronto.
Gentlemen:—

In reference to future of stove business, would say, from information we have received from different sources regarding metals, there are no prospects of any lower prices for some time to come. We believe the restrictions regarding standardization brought about by war conditions will be discontinued. Although there is more labor available at present than during the period of war, on account of a number of munitions factories having closed down, there is no more indication of cheaper labor at the present time than cheaper materials, but owing to labor becoming more plentiful on account of reasons outlined above, we expect now to be able to get some stock of goods made up, and be in a position to fill orders promptly.

We are placing orders now for material that will not be delivered to us for from six to twelve months hence; there possibly may be lower prices quoted for material before the last of this is delivered, but that cannot affect the prices at which goods must be sold based on cost of material obtainable, and lower prices cannot be put into effect until the delivery of material quoted at a lower price is received. As near as we can size up the situation there are going to be no lower prices on general lines of metal goods for some months to come.

Yours truly,
THE THOS. DAVIDSON MFG. CO., LIMITED,
Edward Goodwill

SAYS STOCKS ARE LOW THROUGHOUT COUNTRY

The Burrow, Stewart & Milne Co., Hamilton, Ont., write as follows:—

Dear Sir:—We are in receipt of yours with reference to future of the stove business, and while these are days of uncertainty regarding all lines of business, we do not believe the stove business particularly is going to suffer to any great extent during the re-construction period.

There has been a great shortage in Canada for the past two or three years, and we find this year that the merchants are very cautious in buying, with the result, generally speaking, stocks are low throughout the country, and as far as our particular factory is concerned we are out of all the popular lines, we mean by this the medium priced lines.

The writer had the privilege a few days ago of attending a meeting of the leading manufacturers of this manufacturing city, and in the general discussion that took place at the meeting, the leading manufacturers were all of the opinion that we would go down the slope in prices the same as we went up, that is gradually.

We noticed by the papers a great deal of discussion regarding munition workers being released for other lines of work, but up to the present time we have not noticed in this city, which was one of the leading cities manufacturing munitions, any great surplus of labor, and then the inquiries you have for help would not warrant the manufacturers reducing prices. Furthermore, there is still a great shortage of materials entering into the construction of stoves, and from all appearances we do not look for any decided drop in prices on raw materials for at least six or eight months, and, therefore, we do not believe that the prices will be reduced materially for that length of time on stoves.

Yours truly,
W. H. MONK,
Secretary-Treasurer.

EASTERN FIRM HAS NO SURPLUS STOCKS

An Eastern manufacturer writes as follows:—

Dear Sir—Up to the present, we have found business good. We have no surplus stocks, and with some exceptions, we find the retailers are sold out, having been cautious in their buying during the past few months.

The production of stoves during the past few years has been low and likely buyers have been making their old stoves hang on as long as they possibly could. We know this by the large number of repair orders we are receiving for very old stoves, and we understand in conversation with other stove manufacturers that they also experienced the same, so the future demand for stoves cannot help but be good, as these old stoves cannot last for ever.

Expects No Change

As to reduction in prices, we do not look for any noticeable reduction in prices for the following reasons:

We do not anticipate any reduction in the price of labor, on account of the cost of living being high and which will continue to be high for at least the next 20 months. The United States government has fixed the price for the wheat crop, of not only this year but also next year, which means that the price will continue to be high until about August 1st, 1920. This will not only mean high cost of living for the laboring class, but will also mean large purchasing power for the farmers, who

make by far the largest part of our population. This will stimulate business, and I believe before we know it, we will be busier than ever. While labor will not drop, we believe now we will be able to secure the labor we require, and while we will not benefit from any reduction in the price of labor, we will be able to secure more efficient labor.

Prices of Material

The prices of raw material we are using to-day are much higher than what the prices were at the time our present prices of stoves were fixed, and if the war had not terminated as soon as it did, there is no doubt but what prices would have advanced considerably during the next two to four months.

Taking this into consideration, you will see that it will take several months to get us back on a level where we were two or three months ago when our present prices were fixed. While we expect raw material will come down from the present prices, we do not look for any big drop, as the cost of the ore the furnaces are now using, and will continue to use for the next eight to ten months, was purchased at high prices, and as their labor for the blast furnaces will also remain high, there cannot be any large drop in the price of pig iron and sheet steel.

As intimated above, there will need to be a considerable drop in the prices of raw material, especially sheets, before we get down to our costs as at a few months ago. You will understand by this, the sheets we were using a few months ago were purchased many months before at a much less price than to-day's prices.

COST OF LABOR IS BIG FACTOR IN SITUATION

Another manufacturer says: "We are of the opinion that until the cost of living becomes less expensive, the cost of labor will maintain at least its present scale, and until the supply of raw materials meets the demand, the price of materials used in the manufacture of our line of goods will not be reduced. Consequently there is no immediate probability of a reduction in the price of manufactured goods and reduced prices are not likely to go into effect until the second half of the year and possibly not then, subject to the conditions existing, as indicated above.

"We can quite believe that the trade generally will be inclined to withhold buying until the last moment with a view of reducing their stock, but we find that the trade generally is in a healthy condition and the demand for goods is likely to be well sustained. We think the outlook is exceedingly hopeful and from a manufacturing point of view we look forward to the probability of being able to absorb our share of the efficient help that is offering during the coming months."

STEEL IS PURCHASED SIX MONTHS AHEAD

The Perfection Stove Company, Limited, Sarnia, Ont., says: "Referring to yours with regard to the future of the stove business, and, in particular, oil stoves and accessories, the general shortage of coal, and in particular localities of gas, indicates a continued strong demand for these goods. While we do not expect any further increase in prices, we also do not expect any reductions, during the next six months or more. The manufacturers must, of a necessity, purchase their steel about six months in advance, and these stocks are now either on hand or approaching delivery. There has, as yet, occurred no reduction in steel, tin or terne plate prices and all indications are that labor will resist any attempt to reduce wages. It follows that there must be a reduction in the costs of raw materials and labor, before there can be a reduction in the selling prices of the finished goods. We believe, therefore, that dealers will make no mistake in purchasing, for not only current requirements, but for the requirements of their trade during the winter and spring.

Yours truly,
W. E. BERESFORD.

SAYS MATERIAL MAY BE SCARCE FOR TWO YEARS

The D. Moore Company, Limited, Hamilton, writes:—Gentlemen, in answer to your favor of the 28th ult., we are pleased to enclose herewith copy of our travellers' letter issued under date of November 27. We do not know that we can answer your enquiry any better than by enclosing said letter. If it is your desire to quote this under our name we are perfectly satisfied for you to do so. We might also say that manufacturers of stoves have, of necessity, been obliged to purchase their pig iron—all that it has been possible for them to secure or book—and also contract for their steel sheets for the first half of 1919 requirements, otherwise they would not have their material, judging by what the manufacturers advise us of all iron products, that there will be a scarcity of same for possibly two or three years owing to the reconstruction work, not only abroad but likewise for domestic purposes. Take, for instance, rolling stock—cars, rail—the supply of same has not been kept up by any means and it is altogether possible that when the requirements come before the manufacturers that there will be as great a scarcity for a considerable time as there has been during the past two years. Therefore, our introspection for the two years to come is on a par with the two years past, and we cannot see it otherwise. As for labor, it is far from the intention of manufacturers of staple lines of considering reducing wages in any way.

Not in Proportion

Comparing the comparatively modest advance in stove selling prices, in relation to the enormously enhanced cost of the said raw materials, it would appear as though a great many other lines will require to be reduced very substantially before they are on a par with the moderate selling price of stoves and ranges. We question whether there are any lines of hardware, into which the same raw material enters, and the same class of mechanics are required, but what a change of price will come into line before they are on equality with the selling price of stoves. As long as our present costs continue we cannot see where there can be any reduction. In no cases have the stove manufacturers taken advantage of the rising markets and the abnormal conditions to enhance the selling price of their goods, excepting as commensurate with the actual increased cost.

We look for an enormous demand for stoves throughout the farming communities particularly. The price of grain is virtually assured to the farmer and he has and will have a buying capacity which is unparalleled.

Yours truly,
THE D. MOORE COMPANY, LIMITED,
Per R. D. Rohnson, Vice-President.
Nov. 27, 1918.

Travellers' Letter No. 19

(Re Taking Orders For Stoves and Ranges)

Please note that present prices are for immediate delivery only, and this applies for all territories both in our local market and Western Canada.

Under present conditions, regardless of the armistice, our costs seemingly will be just as high, and they might even go higher. In any event we do not anticipate or expect any change or alteration in prices—certainly not lowering of prices as far as we can introspect the present future.

THE D. MOORE COMPANY, LIMITED

FOOD PRICES AFFECT ALL WAGE SCHEDULES

Here are the views of another firm:—

"Gentlemen:—Answering your enquiry, would say that we do not anticipate any very speedy drop in prices in the metal line.

"The cost of living is fixed to some extent by the fact that the government has fixed prices on wheat in Canada,

(Continued on page 49)

Electrical Goods Splendid Xmas Sellers

Hardwaremen in Next Two Weeks Have the Best Opportunity They Have Had in Four Years—Buying Public Feels Free to Make Larger Purchases Now War is Over—Don't Forget Attractive Window Display

IN THE next two weeks hardwaremen will have the best opportunity they have had in four years to sell electrical goods. They are preparing to make the most of their chance and are pushing electrical appliances as appropriate gifts for Christmas presents with their usual energy. For four years there has been an inclination on the part of the public not to buy gifts that ran into money. Many felt that they could not afford to buy this line, and yet there is no class of goods that fits into the modern hardware stock on which there is a better margin of profit, and in which there is more pleasure in handling. Electrical goods are an addition to any hardware stock. They lend an atractiveness which can scarcely be obtained where they are lacking. Hardware men have made them one of their big sellers not only during the holiday season, but through the whole year.

Must Be Displayed

While it is essential to make the most of display with all lines which are found in the hardware store, it is very much more necessary that electrical goods be shown to the best possible advantage. This ought always to be the case, but at the Christmas season special attention should be directed to the electrical department. Perhaps the very best way is that of deciding to place the goods right where they will be seen as the prospective buyer enters the store—near the entrance. In carrying out this plan, some dealers procure at least one table. A table may be made, and its size decided by the extent of the lines you purchased for the trade of your community. The height of the table or tables will be best arranged at 30 to 32 inches, and with a width suited to the space you can allot this important showing. If there is plenty of width to the store, the display table may be three or in some cases four feet wide.

Interior Displays

In making the display within the store red cloth will answer well. If you choose a dark green will be suitable and the goods will contrast pleasingly when placed on this. See that the cloth has been drawn taut and tacked beneath the edge of the table top. This is readily done by cutting the cloth the correct size to allow for drawing over the edge and then turning the table upside down; the work is more speedily accomplished.

Having selected the nickelled goods you have in stock, these are easily arranged to meet the eye of the customer and with a little care exercised every morning, all dust may be kept away and the lines are sure to attract many customers who would not otherwise think of them, were they not so displayed.

At the holiday season it is important to use price tickets, and fully as important will be the announcement cards lettered in an attractive manner. A little touch of green will enable the store artist to make holly leaves as a border, lending timeliness to the display.

The Windows Too

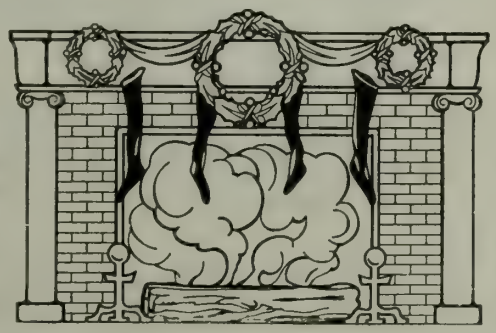
If there is one season of the year when the windows should receive attention frequently, it is from five weeks preceding Christmas to the New Year. Many big hardware firms pay the greatest attention to this feature.

Trade-drawing displays of electrical goods are easily arranged for the hardware store, and in making these a suitable color scheme should be considered before the window is dressed. Windows are often effectively arranged with the use of blue or green cheesecloth. Some prefer red and purple. Use one color only. While it takes a certain amount of time and entails some expense in making this suitable setting for the display, it is well worth it. There is nothing gained when goods are merely "thrown" in a window.

When the back of the window and the floor thereof have been made ready, chafing dishes, electrical irons, electric toasters, hot plates, electric stoves, heaters, curling tongs, etc., may be arranged tastefully and in a way to compel attention. This latter result is all-important and the skill of the window dresser comes into play here.

Cards and Trimmings

The expenditure of a few dollars in suitable Christmas trimmings for the windows, as well as for the interior displays, will be worth the small cost necessary. Some holly and evergreens cost little and are very useful in making a seasonable showing and enhancing the showing of goods. Do not overdo in this respect. The trimmings will be even more effective where the placing of Christmas bells and greenery is not overdone.



The importance of cards, both those on which prices are given and the larger ones calling attention to the advantage of Electrical Goods as Christmas gifts, is very great. Prices are desired by the average customer; the goods sell themselves. They also lend life to the window and bring the customer nearer for a close inspection. A small neat border may be used on these cards, with holly leaves or sprays of wheat in green in one corner of the card. They are easily made.

Women and Men Customers

Catering to women's trade has been an important part of the policy of many hardware stores of late years. Women are good buyers, particularly of modern electrical appliances. They know the value of them and want to have all that they can afford, as they have learned by experience they mean a saving of labor. Therefore they ought to be appealed to through the special newspaper advertising arranged for when the Christmas selling campaign was launched. Then when the woman comes into the store, the clerk will find many an opportunity to explain the new lines and the advantages they possess. Very often sales will be made on the spot and where they are not the impression carried away will bring the customer back when the article wanted is decided upon.

Do not overlook the "man of the house." Once he has shown the least interest in an article, explain the labor that his wife will be spared if he buys her an electric iron, a water heater, a stove or a vacuum cleaner. He will generally be a free buyer if taken in hand and the proper suggestions made.

Selling electrical goods is proving especially profitable to large numbers of hardware firms. This year, it is stated, they have placed orders for various electrical appliances that are the largest in the history of the hardware trade. There has been a greater number of electrical vacuum cleaners, heaters and washing machines ordered than ever before and it is stated that the manufacturers are preparing for an even larger business next year.

A petition is in circulation and has been largely signed by the electors of Norwood, Manitoba, asking V. E. Hunt, hardware broker, to become a candidate for school trustee.

Putting "Pull" Into Your Advertising

Simple Direct Appeal With Prices of Goods Is Always Effective—Good Illustrations Have Real Value in Boosting Sales—Timeliness an Essential Factor in Retail Advertising

HARDWARE dealers have been doing some particularly good advertising in connection with Christmas trade and a close perusal of a large number of Canadian papers shows that no class of merchants are using more space or using it more intelligently. Two splendid examples, yet widely different, of attractively arranged pre-Christmas advertisements are here shown and are worthy of careful study, as they embody many points that may be emulated with profit.

The ad. of the Purdom Hardware Co. is splendidly arranged and splendidly balanced. It is just what people are looking for in that it contains a splendid list of really attractive gifts. The picture of St. Nicholas and the whole tone of the ad. is Christmasy and timely. Timeliness is always one of the great essentials in a successful ad.

Find It Pays Well

The Purdom Hardware Co. has always been a consistent user of newspaper space. It always makes it a point to use attractive illustrations, and it always backs its newspaper campaigns by window displays.

"We always find that we get direct and immediate results," said Thomas Purdom to HARDWARE AND METAL. "We are regular advertisers and find that it pays well. Business has been very good all through the year and we are expecting it to continue so.

The Purdom Christmas ad. here reproduced is the kind of advertisement people like to read. It talks to them. It helps them to decide upon some really useful and timely gift. Christmas buying is in the minds of ninety-five people out of a hundred just now and an advertisement of this kind is read with keen interest. Note in connection with it many of the articles mentioned are not only illustrated, but well illustrated, and that what is equally important from the buyers' standpoint prices are given.

Neat, Clean Cut

Looked at from every standpoint the ad. is neat, clean cut and the kind that produces in the public the desire to buy. Without being told so directly they are influenced to believe that the Purdom hardware store is just the place where they will find a most attractive lot of goods suitable for Christmas presents. It is important to run an ad. like this at this time. It lets the people of London, Ont., know that the Purdom store has a big stock of attractive goods. The ad. indicates, without saying so, that the store is like the ad., neat and attractive, that the goods are quality goods and the service of the store up to date. People get a good impression right there



Take Santa's Advice

The Purdom Hardware Co.
124 DUNDAS STREET. PHONES 2800—2801.

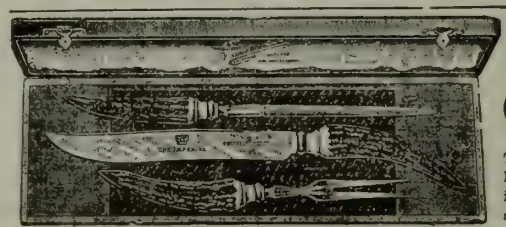
JUST 21 SHOPPING DAYS LEFT

Bissell Carpet Sweepers, Bissell Hand Vacuum Cleaners, Northern Electric Vacuum Cleaners, Hoover Suction Sweepers, Sweeper-Vac Electric Cleaner, Regina Electric Vacuum, Etc., Electric Irons, Toasters, Percolators, Chafing Dishes, Curling Tongs, Heaters.

1847 SILVERWARE, OLD COLONY PATTERNS, Etc.

Teaspoons, Sugar Shells, Cake Forks, Butter Spreaders, Dessert Spoons, Sugar Tongs, Jelly Knives, Oyster Forks, Table Spoons, Butter Knives, Jelly Spoons, Orange Spoons, Dessert Forks, Cheese Servers, Pie Knives, Salad Forks, Soup Spoons, Tomato Servers, Pie Servers, Bouillon Spoons, Berry Spoons, Bread Knives, Olive Spoons, Coffee Spoons, Cold Meat Forks, Pickle Forks, Cream Ladles, Baby Spoons, etc.





ENGLISH CARVING SETS

This is something that is used every day. We have a large assortment of the very best English Steel Carving Sets. One of these sets would make a very acceptable gift, ranging in price from **$5.00 up to $25.00 a set.**



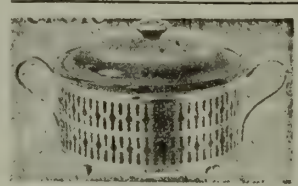
Safety Razors

Gillette $5.00
Auto Strop $5.00
Gem $1.50
Every-Ready $1.25
Durham Duplex. Regular $5.00. Special $2.00
We stock blades for all these razors.

Hand Vacuum Cleaners

The Bissell Carpet Sweepers Company make three different sizes of hand vacuum cleaners.
Household $11.50
Bissell $13.00
Superb $15.00
Nothing better in a Hand-Power Vacuum.





Casseroles.

Aluminum Percolator AND Casserole Specials

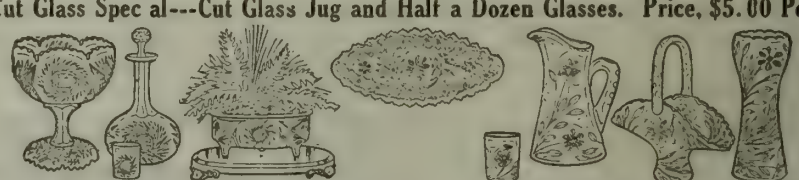
Percolators, same as cut, 3 pints. Price $5.00
Casseroles, two sizes $3.50, $4.50

THESE ARE VERY USEFUL GIFTS.



Aluminum Percolators.

Cut Glass Spec al---Cut Glass Jug and Half a Dozen Glasses. Price, $5.00 Per Set



A Useful Gift Is a Constant Reminder of the Thoughtfulness of the Giver.

THE PURDOM HARDWARE CO.
124 DUNDAS STREET PHONES 2800, 2801

Note the splendid use made in the above advertisement of cuts to illustrate an attractive list of seansonable gifts. The ad is one of the many good ones used by hardware firms this week to boost Christmas business.

and this in itself is good business for the firm.

Follow It Up

This ad. is merely a starter. The Purdom Co. will follow it up with others just as attractive and just as full of timely Christmas suggestions. The results of a policy of this kind followed consistently year in and year out are shown by the proprietor's own statement, "Business has been very good all through the year."

It is a good general rule for any advertiser to follow, hardwaremen especially, to use cuts whenever possible. Proper illustrations lend a finish to an advertisement that cannot be obtained without them and they play a most important part in giving the prospective buyer a picture of the goods which stays in his mind. Many people have decidedly vague ideas about what they want to buy. Once, however, they get a picture in their mind of something they believe will suit it is a hard job to get it out and hundreds of buyers "sell themselves" in this way.

Not Too Small

While it may perhaps be better to have a small ad. rather than none at all, it is always better to have a fair sized display. It gives the store a prestige and people will look for the announcement. This makes for a steadily increasing business. It also gives the advertiser a chance to do justice to whatever lines he is advertising. In small space and without illustrations a great deal of the value may be lost and sales limited that might easily be made by a proper presentation of their merits to the public.

The cut of St. Nicholas at the top of the Purdom Company's ad. gives a seasonable touch to their announcement that is lacking in the advertisement of Wm. Gurd & Co. Notwithstanding the



Gurd ad. is well arranged and full of good suggestions that will appeal particularly to men. In this advertisement it will be noted also that prices are given in good, plain figures, and that the cuts are all well made and do justice to the goods that are listed. Many firms fail to recognize the importance of this and insert an attractively worded announcement and illustrate it with cuts that are not worthy of the rest of the ad. It is a noticeable fact that in their advertising hardwaremen are seldom guilty of this fault. More often they do not use sufficient cuts, but speaking generally they realize the importance of illustrations in helping produce sales and always use some.

Keep Up Good Work

Hardware men have been advertising splendidly, and according to many publishers, especially those in the smaller towns have set an example which other retailers might well emulate. A glance through the hardware announcements in papers from all over Canada shows that the hardware men are right on the job. This is as it should be, and the advertisements of the past week show that the hardware firms are right out after Christmas business and are letting the people of the various communities know that every hardware store has a good stock of good gifts that it will pay them to inspect. This aggressive spirit in going after the trade perhaps accounts for the fact that every hardwareman asked as to business said, "It has been very good."

The annual meeting of the Consumers Cordage Company, Ltd., was held on Wednesday of this week in Montreal, when the annual report were received and considered by the directors.

How To Plan Your Xmas Window

Plan Your Display Carefully and Win One of the Cash Prizes Offered by "Hardware and Metal"—Attractive Window Will Bring Many Buyers Into Your Store and Smash Your Sales Records

IN arranging your Christmas window display there are definite plans you may follow which will help you in making a winning display. Taking it for granted you have already a pretty thorough knowledge of the needs of your trade and have stocked accordingly, it might be well to take a stroll through your store and look over everything carefully, making note of the articles which strike you as being likely to carry a special appeal to the Christmas shopper. You will be surprised at the large number you will have on your list, and it is likely that you will have to eliminate a number of them by the process of making another list comprising goods which have the maximum display value in combination with maximum utility and timeliness.

Remember, the more articles you can put into your window that will bring people into your store to buy, the more valuable your window will be, and the more profits you will be able to count up when the holiday rush is over. There are many articles in the stock of every hardwareman which make exceptionally appropriate gifts, which will arouse the desire of people who see them in the window to buy, and which lend themselves splendidly to making the window attractive. Having selected a list, after going over your stock, study them with reference to their color, size and shape, and especially with reference to their possibilities of harmonizing with one another. Here is where your taste and ingenuity will count a great deal. There are so many combinations that are effective and attractive, so many ways of producing striking contrasts that will appeal to passers-by, among whom will be thousands of potential buyers, that you will be surprised to find how easy it is to arrange a Christmas display window.

Don't forget that HARDWARE AND METAL is offering splendid cash prizes for the best Christmas display windows of which photographs are sent in to this office not later than January 1, 1919. By a little extra effort and the exercise of your good taste and ingenuity you can make your Christmas sales not only smash all records this season, but win one of the prizes offered in the Xmas window competition.

ALL RESTRICTIONS ON GASOLINE REMOVED

AN order-in-council has been passed at Ottawa cancelling all the regulations sent out by the Fuel Controller in regard to gasoline several weeks ago. All dealers who sent money to Ottawa for licenses in accordance with the regulations are receiving it back again. The Fuel Controller's proposition, especially that part in which it was proposed to limit the profits of retailers to ten per cent., raised such a storm among merchants all over the country that an investigation was ordered and then it was announced that the regulations had been laid over indefinitely. All these developments were outlined in HARDWARE AND METAL and two weeks ago it was stated, on the authority of this magazine's Ottawa correspondent who is in close touch with the situation, that it was expected that the entire program as outlined by the Fuel Controller would be done away with. Dealers may now sell gasoline on the same basis as before and the cancellation of the regulations also removes all restrictions that had been imposed in regard to Sunday selling.

TRADE FIGURES ARE MOST SATISFACTORY

WHILE imports and exports, owing largely to difficulties in securing supplies and transportation, show a falling off for the year ending October 31, the figures are still far in advance of those of the days before the war. The imports totalled $894,556,688 as compared with $1,011,208,594 in the previous twelve months. Canadian exports for the year ending October 31 were valued at $1,338,210,274 as against exports in 1917 of $1,451,299,545. Now that supplies are available and shipping is becoming steadily more plentiful, Canadian firms are going after export business aggressively and hope to maintain a splendid volume of business.

STRONG OPPOSITION TO HIGHER EXPRESS RATES

RETAILERS are keenly interested in the opposition being made by various organizations against the schedule of increases in rates as announced by the three railway express companies. While it is freely admitted that the express companies may be entitled to advance their charges in order to meet increased wages and operating expenses, merchants and manufacturers claim that the sliding scale of advances outlined by the express companies is unreasonably high. This, they state, is especially so in view of the service rendered. Freight rates and express rates, they point out, should bear a certain relation to one another, with the higher charge in favor of the express companies. Under the proposed scale they claim this proportion is unfair. The largest increase in Dominion is to be made between Montreal and Toronto. The express companies claim that the tariff between these points has been far too low, and that in order to equalize it an advance of 100 per cent. is justifiable. The Toronto Board of Trade, the Canadian Manufacturers' Association, the Montreal Board of Trade and other organizations all over the country are meeting to discuss what action will be taken. It is likely that demands will be made at Ottawa for better service and for a more reasonable rate of increase than is proposed by the companies. The point will also be made, it is stated, that as some express companies are subsidiaries of the railways they have been benefiting by increased freight and passenger rates. The schedule of proposed increases as submitted by the express companies would raise their revenue by $2,000,000 a year.

ORDERS POURING IN FOR DAIRY SUPPLIES

FIRMS dealing in dairy supplies, pails, cans and similar lines report a record business. One manufacturer stated that his business was the greatest ever in the past few weeks. This represented, he said, not the cash value of the output which, owing to increased prices, might be expected to be higher but in the number of pieces actually shipped. He attributes this increase to the fact that the farmers are getting ready for greater production next year on an unprecedented scale to take care of the needs of the overseas Allies. Dairy production has been greatly stimulated since the war and there is every indication that Canadian food products will be in great demand for a long time. Another line for which large orders are being received is sap pails, indicating that more maple syrup is to be made next spring. Business in most lines in which the farmers' supplies are concerned, is reported to be brisk.

NO IMMEDIATE CHANGES IN WHITE LEAD PRICES

CANADIAN lead corroders state to HARDWARE AND METAL that there is no likelihood of white lead prices declining. Even in view of the decline of one cent per pound which has been made in the United States, they cite the fact that there are many orders in hand for overseas account that are only being shipped now. These were held, in some cases, since last spring, and if the export demand holds there is no likelihood of lower prices. The Canadian production has been small, and there is a firmer feeling in the British market, where the removal of the government control has resulted in advance of from $15 to $19 per ton.

THIS WOULD INDICATE BRUSHES WILL BE FIRM

A NEW problem presented itself to a brush manufacturer this week when he was approached by a firm with whom he had contracted for raw materials and asked to be relieved of the obligation. The manufacturer some time ago placed a large order for hardwood which he uses extensively for handles and was asked if he could relieve the man on whom he is depending for his supplies. It was explained that prices are now about thirty-five per cent. higher than they were when the contract was signed and that it is extremely difficult to get the

hardwood required. The manufacturer did not agree to any cancellation. This manufacturer stated to HARDWARE AND METAL that in addition to his Canadian business being good he is receiving a great many inquiries from overseas for the lines he makes, and he is expecting to greatly expand his export trade. He states that there is no possibility of prices coming down in the immediate future, as besides the trouble he may have in getting the wood required for handles, he has had difficulty in getting bristles.

NO MATERIAL CHANGES IN PRICES OF STEEL

ALTHOUGH prices of steel plates and sheets came down this week there is nothing to indicate that there is going to be any sharp decline in steel prices. In fact, everything seems against it. Dispatches from Pittsburgh, which is one of the real centers of steel information, state in analyzing the present situation, that the producers are certain that there cannot be any decline to pre-war prices. Opinion seems to be general that there will be little reduction in wages, and this is an important factor in maintaining prices. Many mills report that there is a tendency for foreigners who have been making high wages during the war and have been unable to get home to see relatives, to leave as quickly as possible. Thousands, it is stated, plan to be home for Christmas. This is causing some trouble from a labor standpoint, as it is not always possible to replace these men. As far as Canada is concerned, munitions business is nearing the end. With the exception of a few American Government contracts, which may be completed, nearly everything will be finished by the middle of the month, many of the contracts sooner. In spite of this many firms are very busy on other lines and are taking on men as quickly as they can find those adapted to the work.

MANUFACTURERS TO GET TINPLATE ON SAME BASIS

THE recent formation of a combination of American makers of tinplate has brought about a price of $10 per box for tinplate for overseas demand. The price now paid by the Canadian manufacturers is $7.75 per box and this is continued for the time being at least. The demand from overseas will determine the position of price that will likely obtain in the Canadian market.

PLATES TO BE READY FOR SPRING SHIPMENT

HARDWARE AND METAL learns from the importers that there is likely to be an early improvement in the supply of tinplate and sheets from England. This will manifest itself as the winter wears away and among the early shipments that are now expected to come, plates will be forwarded in fairly ample quantities. It applies, also, to the polished and ordinary grades of Canada plate which have been unobtainable for so long.

FOUR-CENT ADVANCE IN PRICE OF ENGINE OILS

SEVERAL lines of oils, especially vacuum oils, have increased in price during the week from two to four cents per gallon. This is due, the manufacturers state, to increases in the cost of barreling at the producing points. There has been no further change in the price of fuel oil, although it is not unlikely that a further reduction may be made before very long. It is reported that very large orders are being received from England for oils and gasoline, and that in spite of the fact that supplies are not now required for aeroplanes, a great deal is needed for army autos and for pleasure cars, now that the restrictions on the use of these is lifted. A report that was in circulation that a large oil company contemplated refusing to sell gasoline to retailers unless they would instal large underground tanks, so as to buy in quantity, are declared by officials of the firm to be absolutely without foundation.

WAR BOARD REMOVES RESTRICTIONS ON STEEL

THE Canadian War Trade Board has cancelled the resolution passed October 9, prohibiting the use of structural steel, steel shapes, plates, bars or any other form of steel, the value of which exceeds $2,000, in the erection of any building or structure of any kind, form or description. This is expected by many hardwaremen to have an important effect in helping to stimulate building activities.

ARE BICYCLE PRICES GOING UP OR DOWN?

TRAVELLERS for bicycles who have been calling on hardwaremen report that they are not buying as largely as previously, apparently in the belief that prices are likely to come down. A number of dealers, it was stated to HARDWARE AND METAL, had asked for cancellations on their contracts for 1919 on the ground that they could afford to wait until next spring if prices would be lower then. The travellers believe that there is not the slightest indication that prices will come down. This view is also held by manufacturers who discussed the situation with HARDWARE AND METAL.

"We cannot tell yet just where we are going to be in regard to getting materials," said one manufacturer, "and there is also the problem of getting labor. We may or may not be able to get the help we require. Some dealers who got caught before with short supplies owing to labor and shipping troubles placed larger orders than usual for this season's delivery. For next season they are not buying so largely, especially the hardwaremen. However business has been very fair. Many of the larger dealers have placed their orders for 1919 and the machines are being made. There will be no change made in the prices of these goods."

EDITORIAL COMMENT

EDITORIAL BRIEFS

THE advantage of making satisfied customers is that they not only come back, but they do not come back alone. They always tell somebody else and bring them to your store.

* * *

YOUR store window tells a story every day to the passing public. If that story brings them in to buy, well and good. If not, it is up to you to make your window an asset instead of a liability.

* * *

THE lucky salesman, you will generally find, is the chap who tries hardest and who spends the most time in studying the goods and the business; in other words, fitting himself for his work.

* * *

IF YOU do no advertising in the papers you are advertising yourself and your store to the public as unprogressive. This kind of advertising is not good for business.

A SENSIBLE POLICY

DURING the past few years there has been a tendency on the part of a few merchants to speculate in the amount of stock that they carry. They have known that prices were advancing, that if they placed big orders and kept the goods in stock that they would advance in price. This is sometimes a dangerous piece of business for a merchant, just as it is for any man who speculates on the stock exchange.

The business of a merchant is to turn over goods at a profit. We must never lose sight of this fact. It is particularly important to-day when there is a great deal of doubt as to whether prices will advance or decline.

Hardware merchants would be well advised to follow a conservative policy. This does not mean, however, that they should curtail buying to such an extent that they will not have in stock the goods that their customers require. It is the business of the merchant to give the very best possible service to his customers. He can only do this by carrying sufficient stock to meet their requirements.

Merchants can also do a great deal at the present time to maintain a feeling of confidence on the part of their customers. If the customers find that a merchant is not buying goods as he expects a decline in prices, they, on their part, will refuse to buy for the same reason. If all classes of business men, retailers, wholesalers, manufacturers and travelling salesmen maintain a sane, sensible attitude at this time there is no question that the period of readjustment will pass by without any great hardship to any class.

WHAT UPSET THE PLAN?

THE retail hardwaremen have had another example this week of how their interests are guarded (?) at Ottawa. As stated in HARDWARE AND METAL some weeks ago, the Fuel Controller planned to put into force a set of regulations in connection with the licensing of gasoline. So many question were asked as to why the retailers were singled out, why their profits were limited to ten per cent. and nothing said about the profits of the big fellows and similar queries that Ottawa saw that something had to be done. The retailers handling gasoline got busy and letters poured in from all over the country. More or less of a hornet's nest was stirred up and it was finally announced by the Fuel Controller that the proposed regulations were held over. This week comes the announcement that they have been cancelled. It would appear that somebody blundered and just how much of the people's good money has been spent in connection with the case, no one will probably ever know. Ottawa tries to sidestep by saying the regulations were adopted following a report by Dr. McFall. What the people are asking, especially the retailers, is if they were necessary, why are they not enforced? If they were not necessary, why was the trade put to a lot of bother without any reason and why was the country put to the expense of having the regulations framed, sent out and then cancelled? Is it another example of the marvellous business efficiency, the ability to grasp a situation and deal with it, that characterizes so many of the doings at Ottawa, especially where matters pertaining to retail trade are affected?

WILL HIT HUN HARD

THE year before the war German furnaces consumed 37,830,000 tons of iron ore. Of this amount, only 4,700,000 tons came from German mines, while 21,200,000 tons were extracted from mines situated in that part of Lorraine which Germany stole in 1871 from France. This is restored to France and while it will take probably two years to repair the damage and make the mines producers again, it will be done. Just what their loss of these iron resources means to German industry is already realized by her manufacturers. The Hun's loss, however, will be France's gain.

Bring the Junkers to Judgment!

What Canada Wants to See—

From MacLean's Magazine

UNDER the sod lie 56,-047 sons of Canada, martyrs to the cause of world liberty. Many thousands more are crippled or disabled for life, their futures marred, that other men and other generations may be free.

Over in Holland, under the benevolent protection of a friendly Queen, in a castle of such magnificence that newspapers have wasted columns in describing it, lives the Arch-Instigator of the four years of slaughter and misery from which the world has just emerged. He lives in luxury and with all the mock trappings of majesty, surrounded by neutral toadies and the sycophant Germans who absconded with him.

Canadians cannot reconcile these two conditions. That over ten million men and women of all nations should have died through a madman's gamble and that the end of the slaughter should find the madman still free is not in accord with our ideas of justice. The feeling in Canada on this point is stern and deep-rooted. William Hohenzollern must answer for his crimes. No peace will be satisfactory to Canada that leaves him at large.

There are several things in connection with peace terms that the Canadian mind is set upon. The first is that the instigators of the war, great and small, from the withered-armed maniac himself and his fellow junkers down to the brutal *Ober leutnant* who ordered his men to burn and slay, must be punished. After the ex-Kaiser, comes the Crown Prince; then comes von Tirpitz who sent out the submarines; von Mackensen who ordered 1,000 Roumanian children to be shot; Blegen, who massacred 600 persons at Dinant; von Dreicht who in a drunken stupor ordered his men to shoot 117 Belgian hostages and laughed next morning as at a good joke when he found they had actually done it; Klauss who smothered a prisoner in oil and burned him alive; and scores, nay hundreds, of others. If these butchers are not brought to book and the lesson driven home that the world brooks no license in the name of Kultur, then our Canadian soldiers have died in vain.

HERE in Canada we view with alarm the wide-spread tendency that is being shown to favor leniency toward the beaten foe. It is cropping up everywhere. We are especially alarmed at the half-veiled suggestion that the idea finds favor in certain circles in Britain. We know that the British have always been over-generous to their foes. How easily this tendency could be warped to dangerous ends in the present crisis! Do not forget that there has always been a Potsdam party in politics—that there was once a premier blind enough to give away Heligoland—that to-day we have a War Minister who saw fit to express disapproval of steps to overthrow the German Imperial Government. And it is being whispered that influence prevented for an almost fatal period the exercise of drastic measures in the case of the ungrateful skunk who sat on the throne of Greece and betrayed the nations who had been paying him his salary.

1—No Softening of Armistice Terms.

2—Canadian Representation at the Peace Conference.

3—The Punishment of the Criminals Who Started the War and Conducted it so Ruthlessly.

4—The Banishment of All Members of the Royal Family From Germany.

5—The Payment of an Indemnity to Canada.

This is no time for a display of clemency. Justice must be meted out in full measure, *so that the hand of retribution may rest heavy on the German shoulder and drive the love of war from the German soul.* Canada, we believe, is a unit in demanding this. The army, the pulpit, the press, the voice of the man on the street, are joined in a loud chorus of stern agreement. Let Sir Robert Borden take heed that Canada wants, that Canada demands:—

1. No softening of armistice terms.
2. Canadian representation at the Peace Conference.
3. The punishment of the criminals who started the war and conducted it so ruthlessly.
4. The banishment of all members of the royal family from Germany, that the seeds of autocracy may be uprooted.
5. The payment of an indemnity to Canada to cover our war bill.

THERE is a most subtle form of propaganda at work in all Allied countries to-day. It is argued that we must not hamper the effort of the German people to set up a democratic form of government; that to push our advantage too sternly would be to create chaos and thus to make it impossible for the Germans to get on their feet and pay their war debts. There can be no doubt that this idea was cunningly set afloat by German agents. It is enemy propaganda pure and undiluted.

It has been demonstrated in this magazine that the natural wealth of Germany is great enough to make the payment of ample indemnities a matter of no great difficulty. If Bolshevism gained the upper hand in Germany, the Allied Armies could go in and establish order and exact the full toll of indemnity by administering the natural resources of the country.

A study of opinion in Canada shows that the Canadian mind is sternly made up. There is no mawkish sympathy here, no tendency to grant dangerous favors to a foul-fighting opponent who has taken the count. There is a resolute belief that the Arch-criminals should be punished according to the measure of their crimes, and there will be deepest resentment here if, as a result of subtle influences and official weakening, William Hohenzollern is not haled out of Holland and with all his murder crew placed on trial for his life.

EVENTS IN THE TRADE

Business Changes

Dempsey Bros., Toronto, have sold their hardware business to F. C. Richards, of Toronto.

Windsor, Ont.—The Walkerville Hardware Co., Ltd., has sold its Windsor branch to John Moir.

Fire Losses

The plant of Rallender & Co., Toronto, manufacturers of burlap, was damaged by fire.

William J. Fitzner, hardware, New Waterford, Nova Scotia, sustained a severe loss in a fire which destroyed four stores.

Fire caused a small loss at the plant of the Standard Sanitary Mfg. Co., Toronto, manufacturers of plumbers' supplies.

Obituary

The death occurred in New York after a brief illness with influenza of Cawthra Mulock, aged 34, president of the National Iron Works, Toronto.

The death occurred at Beauport, Quebec, of Jules Belanger, hardware merchant.

The funeral of Robert Kilgour, vice-president of the American Sales Book Co., of Toronto, took place at Beauharnois, Quebec, on Thursday.

The death occurred at Ottawa of W. J. Henry, sporting goods.

Personals

Geo. M. Rice, hardware merchant, Whitby, Ont., was a Toronto visitor during the week on business.

W. Higgins, Brampton Hardware Co., Brampton, Ont., was in Toronto early in the week on a buying trip.

Miss Florence Theurer has severed her connection with the staff of the Bernhardt Hardware store at Preston, Ont.

Ald. W. E. Lord, of the W. E. Lord Company, Limited, Red Deer, Alberta, was elected mayor of the town by acclamation on Wednesday.

Geo. Padget, of Padget and Hay, hardware merchants, Agincourt, Ont., spent a day in Toronto this week doing some buying for the firm.

Silvester Bros., Stouffville, Ont., hardware merchants, were represented in Toronto this week by one of the members of the firm who came in to do some buying.

Wm. J. Chambers, for the past three years on the travelling staff of Brandram-Henderson Limited, latterly as industrial representative in Toronto and Montreal, has resigned and will discontinue his duties at the end of the month.

P. O. King has severed his connection with Rice, Lewis & Son, Ltd., Toronto, to accept the position of buyer with the Kennedy Hardware Co., Toronto. Mr. King returns to familiar surroundings, he having previously spent five years with the Kennedy Hardware Co.

Montreal News

C. Hubbard, representing E. C. Atkins and Co. of Hamilton, was in Montreal early this week.

James Hossack of The Lufkin Rule Co., Windsor, was in Montreal during the week.

H. B. Render, representing Lewis Bros., Ltd., is this week covering territory east of Montreal.

J. E. Pilon, for the past 7 years an employee of Lewis Bros., Ltd., in the sales department, died last week. Mr. Pilon was for 20 years with the Madore Hardware Co., Montreal.

A number of Montreal hardware jobbers and several of the manufacturers' representatives purpose attending the Atlantic City convention during the coming week.

W. S. Fallis, managing director of the Sherwin-Williams Company of Canada, Ltd., left Montreal on Wednesday night to be present at the convention of the Western Division Sales Staff next week.

Latest Happenings in the Trade

The stocks and patents of the Hero Manufacturing Co., Ltd., Winnipeg, have been purchased by the Twin City Separator Co.

The head office of the Canada Scale & Slicer Company, Limited, is to be located at Bowmanville, Ont., instead of Toronto, as formerly.

A winding-up order has been granted in connection with the Dominion Architectural Iron Works, Ltd., Montreal, and C. E. Arpin appointed provisional liquidator.

C. C. Cartwright, hardware broker, who has been located at 85 Water St., Winnipeg, for the past six years, has taken new offices at 1206 Union Trust Building.

The annual convention of the Sherwin-Williams Company of Canada, Ltd., Western Division, is being held in Winnipeg on Monday, Tuesday and Wednesday of next week.

A. B. Holmes, of the firm of Fuller, Allen & Holmes, has purchased the garage business and the Chevrolet agency from the Adamson Hardware Co., of Orangeville, Ont.

W. Kempton, manager of the hardware department of the Grenfell Milling Co., Grenfell, Sask., was painfully injured while unpacking axes. One of the axes slipped and cut a deep gash in his knee.

S. D. Ross, of Brighton, Ont., has sold his hardware business to F. C. McMaster, of Lindsay, Ont. Mr. Ross has been in the hardware business for 20 years. He has also been interested in vegetable canning and has an apple evaporator. He intends to devote all his time to these projects.

D. Courville, hardware dealer, of Alexandria, Ont., whose store was damaged by fire on November 15, reopened on December 2. He sustained a loss on the building of $2.437 and on stock of $3,987, all being fully covered by insurance.

George A. McMurtry, hardware, St. Thomas, Ont., has received word from his son, Wireless Operator Cyril A. W. McMurtry, R.N.C.V.R., stating that his boat has arrived safely at Lounsbury, Nova Scotia He was through the storm which caused such heavy damage all along the Atlantic coast and says at one time all on board thought their boat was doomed. Operator McMurtry was formerly in the hardware business with his father.

The Marshall Hardware, Ltd., 131 Eighth Avenue East, Calgary, and Bevers Bros. Hardware Co., 1218 First Street West, are amalgamating. After January 1 the businesses will be carried on by the present proprietors under one management and will be known as the Marshall-Bevers Hardware, Limited.

Dr. C. A. Patterson, M.H.O., of Forest, Ont., is giving up his practice and moving to Smith's Falls, where he will identify himself with the Smith's Falls Malleable Castings Company, which firm lost two of its active members when Mrs. Patterson's two brothers died recently from Spanish influenza.

The Deruchie Hardware & Heating Co., of Virden, Manitoba, this week occupied larger quarters and announces the opening of a tinsmithing and hardware business and also that it is prepared to accept all kinds of repair work including auto radiator repairs.

Incorporations

Quinns, Limited, capital $49,000, head office Toronto, has been granted a provincial charter. The firm plans to deal in automobiles, accessories and gasoline.

Another Toronto concern to obtain a Dominion charter is the National Oil Burner and Heating Company, which is capitalized at $300,000. The firm plans to import, manufacture and deal in all kinds of oil burners, furnaces, stoves and heating appliances.

The Canadian Tack and Nail Company, Limited, capitalized at $100,000, has obtained a Dominion charter. The head office will be in Hamilton.

The Murphy Victory Furnace Company, Limited, has been incorporated at Ottawa, with a capital of $50,000, to manufacture furnaces, stoves, ranges and plumbers' supplies.

A Dominion charter has been granted to the Asbestos Manufacturing Company, Limited, head office Quebec. It is capitalized at $1,000,000.

ACTION DISMISSED WITH JUDGMENT FOR DEFENDANT

Judgment in favor of the defendant, the Boeckh Co., Ltd., Toronto, was given on Wednesday, by Mr. Justice Masten, in the case of Rubberset Co. and Rubberset Co., Limited, v. Boeckh, an action by the plaintiffs for injunction restraining defendant from applying the word or mark "Rubberset" or any other word, words or mark containing the word "Rubberset," or other word, words or mark similar thereto, to any brushes or rubber or other goods manufactured by defendant, etc., for an account, and for $2,000 damages.

Judgment: No case of actual deception is established, or indeed put forward in the evidence. The claim is based solely on the ground that there is a reasonable probability of deception. As to whether the name "Rubberset" has come to be so appropriated by user as to mean the goods of plaintiffs, I made no express finding, and base my judgment on the failure to establish a reasonable probability of deception. Action dismissed with costs, without prejudice to the right of plaintiffs or any of them to maintain another action if a case of deception actually occurs hereafter.

SALESMANSHIP CLASSES

Arrangements are being completed by G. H. Wilkinson, representing the Border Cities Retail Merchants' Association, and Principal F. P. Gavin, of the Windsor Collegiate Institute, whereby classes in salesmanship will be included in the curriculum of the night industrial classes. A large number of merchants and their employees have already signified their intention of attending the course, for which a nominal tuition fee is charged, but is refunded at the end of the term, provided the student has attended a certain fixed percentage of the lectures, which will be given by qualified, experienced, practical salesmen.

Another Paint Manufacturer to Enter Canada

THAT the E. I. Dupont de Nemours and Company will be manufacturing ready mixed paints, as well as varnishes in Canada next year, is the information given to a HARDWARE AND METAL representative who visited the United States office of the company last week. Some months ago HARDWARE AND METAL announced that the Duponts had purchased the Flint Varnish Works of Toronto, Can., and Jackson, Mich. It was stated at that time that in all probability the company would manufacture paints as well as varnishes. Several United States paint and varnish plants were acquired by the Dupont interests, and it was only natural that the activities of the company would extend into Canada. It is understood that the ready-mixed paint lines will be marketed in Canada under the name of "Harrisons Town and Country Paint." There have been various rumors regarding the alleged sale of Canadian paint plants to the Dupont company, but the sale of the Flint varnish plant at Toronto is the only one so far officially admitted.

Another Plant for Canada

It is also reported on good authority that a large Massachusetts firm will open a Canadian plant next year for the manufacture of oil heating plants for office and factory buildings. This firm is one of the largest of its kind, and already has a good connection in Canada through the sale of a number of other products manufactured by the company.

CATALOGUES and BOOKLETS

Brass, Copper and Nickel Ware

The Wentworth Manufacturing Co., Ltd., Hamilton, Canada, have just issued an attractive 40-page catalogue, illustrating their complete range of brass, copper and nickel ware products. Each article in the catalogue is well illustrated, and complete descriptions of the various goods appear also, including sizes, how packed, and weights, along with list prices to which a uniform discount applies. The idea back of this idea is that the catalogue be used to sell from as well as to buy from. Only one side of each sheet is illustrated, and as the catalogue is loose leaf, changes in prices or descriptions can be easily affected without disturbing any other line or class of goods. An illustration of the plant, along with a statement of policy and instructions on ordering goods, complete a very well arranged catalogue, copies of which can be secured by writing the above firm.

Catalogue "A" just issued by R. R. Kinread, Winnipeg, wholesale jobber of harness specialties, lists halters, traces, and other accessory lines. It contains fourteen pages, and is attractively illustrated. Copies will be sent to all who are interested.

Find Special Sales Increase Business

The Kingsville (Essex County) Retail Merchants' Association has proven to the satisfaction of its members, the merit of the monthly sale plan, in which all retailers co-operate. On the first Saturday of each month, special sales are held. Advertisements are inserted in the local paper, and each store prints in the neighborhood of 2,000 circulars, which are distributed in Kingsville from house to house, and throughout the rural districts by mail. The result of this effort to increase business has been not only decidedly encouraging, but enlightening, and, according to the merchants of that place, has exerted a strong influence toward centralizing and localizing trade, and combatting the influence of the larger merchandising houses of nearby municipalities.

ALLEGE PROFITEERING IN SISAL

Hanson & Orth, fibre merchants, New York, have begun a propaganda among the rural newspapers of the United States on the subject of the price of sisal fibre and the cost of binder twine to the grain farmer during the last three years. They have sent in printed form to weekly newspapers an article, which they ask editors to print and comment on. This article charges that the "Mexican government profiteering monopoly" has cost the American grain farmers $86,000,000 during the last three years, and that this large sum represented by advances that have been made has gone chiefly into the hands of Yucatan governmental profiteers.

The American Car and Foundry Company has booked orders for 10,000 freight cars for Italy, and about 3,000 cars for other countries, involving about $30,000,000. The company's total of unfilled car orders on hand now amount to more than $100,000,000.

HARDWARE LETTER BOX

W. Walker & Sons, Toronto.—Can you advise us who manufactures auger bits in Canada?

Manufacturer in Canada is Garven Gilmore, Montreal.—Ed.

Boeckh Company, Limited, Finds That Profit-Sharing Plan Works Well

A FIRM which has adopted a profit-sharing plan which has worked out very simply, but with great success, is the Boeckh Company, Ltd., of Toronto, brush manufacturers. The Boeckh Company inaugurated its profit-sharing plan in April, 1917, and Mr. E. C. Boeckh, the president and general manager, stated to HARDWARE AND METAL that the results had been eminently satisfactory in every way. One of the rocks on which some profit-sharing plans have been wrecked is that they were so involved and incomprehensible to the employees as to prove unworkable. Other plans taxed the patience of employees too long before a distribution of profits took place and others required the employee to take stock in the firm and pay for it. The best plan seems to be that in which the employees can look forward to receiving a definite dividend on a definite date just as they would if they held a Victory Bond.

Profit sharing by employees is a phase of business which Canadian manufacturers and retailers are giving more and more attention. The results which have been obtained by many firms which adopted a profit-sharing policy have been most encouraging. The plan has proved especially beneficial to firms in the past few years by enabling them to retain employees who were badly needed and might have been lured to munitions or other plants by the inducement of temporary high wages. It has, it is stated, worked out well in a great many instances by stimulating production, maintaining the firm's standards for high quality goods and by establishing among employees that esprit de corps which is only possible when there is the closest co-operation between employer and employee.

In inaugurating their profit-sharing policy the Boeckh Company posted the following notice where each employee could see it, and has not changed any of the rules during the year and a half the plan has been in force:

"To each of such employees who have been in the employment of the Company for six months or longer, on the 30th September, 1917, a bonus of 6 per cent. on the wages earned by such employee during the six months immediately preceding such date shall be paid on or about the 15th October, 1917, and such bonus shall be paid to each of such employees up to the 31st day of March and the 30th day of September, in each year thereafter, on the wages earned by the employee for the six months immediately preceding the said 31st day of March and the said 30th day of September respectively, but no employee shall be entitled to such bonus unless he or she has been continuously in the employment of the Company for six months or more immediately preceding the date on which the same is expressed to be payable.

To each of such employees who have been in the employmnt of the Company for not less than three months, but not exceeding six months on the 30th September, 1917, a bonus of 3 per cent. on the wages earned by such employee during the period immediately preceding such date, shall be payable on or about the 15th day of October, 1917, and such bonus shall be paid to each of such employees up to the 31st day of March and the 30th day of September in each year thereafter, on the wages earned by such employee for the period in each year immediately preceding the said 31st day of March and the 30th day of September respectively, but no employee shall be entitled to such a bonus unless he or she has been continuously in the employment of the Company for three months or more immediately preceding the day on which the same is expressed to be payable.

An employee who has been continuously in the employment of the Company for not less than three months and finds it necessary for good and sufficient reasons to discontinue his or her employment, and does so **with the consent of the Company**, shall be entitled to receive payment of the bonus accrued to him or her up to the time of leaving, provided that his or her services have been satisfactory to the Company.

An employee discharged by the Company for ill-conduct or for unsatisfactory work done by him or her, or for any cause whatever, shall not be entitled to receive payment of any bonus at the time or after his or her discharge.

Time lost by reason of being laid off by the Company on account of slackness of business shall not be deducted in determining whether an employee has worked sufficient length of time to entitle him or her to payment of a bonus.

The Company reserves the right to

Annual Convention Canada Paint Company

THE convention of the Canada Paint Company Limited, held in Montreal November 18-21, is reported as the most successful in the history of the company, although it had been postponed from the previously selected date.

Under the direction of the manager, Mr. Royal Cluxton, the sessions were sessions, Sidney Ward, trade sales manager, and W. H. Newton, manufacturing opened and in the subsequent special sales manager, assisted.

The survey of the past season showed that it was the most successful year in the history of the company.

The presentation of prizes was made the more interesting in that a general get-together entertainment had been planned and this was carried out successfully on the closing day of the convention. The salesmen left later for their various territories enthused with the splendid outlook for business in 1919.



Salesmen of The Canada Paint Company at their annual convention held in Mont real.

discontinue the bonus system at any time.

The Company wishes to impress upon its employees that it is to their interest as well as the interests of the Company **to increase the output** of the factory and expects every employee in its service to work well and faithfully in the best interests of the Company and **to turn out only first class work.**

Big Demand For Glass is Expected in the Coming Year

FOLLOWING letter in connection with the outlook for window glass has been sent to the trade by the Johnston Brokerage Company of Pittsburgh:

"During September and October several conferences were held with members of the War Industries Board, which resulted in the making of an agreement for the curtailment of window glass production for 1918-19. As the present curtailment order doesn't expire until December 8 there seemed to be no need for having the new order issued until the expiration of the first order, although everything pertaining to the details had been decided. With the peace arrangements, evidently the departments in Washington will be discontinued and it is not likely that the War Industries Board will co-operate with the manufacturers in any line. That is to be decided definitely within a few days.

The War Service Committee of the Window Glass Manufacturers' Association felt that they should meet with the authorities in Washington and if possible close up the agreement that had been entered into; but if it doesn't go through the plan need not be greatly changed and the manufacturers are not showing any disappointment, as they well understand that during the reconstruction period the demand for their products will be greatly diminished. During the summer and fall they have been making their plans for the carrying out of the curtailment plan, and they could not readily change them if they were so disposed, which they are not. Quite a number of the factories stopped their repair work, planning to produce their allotments in the spring or summer, and others have arranged for the transfer of their allotments later on to other factories. The general plan has been well under way toward execution, and it is our opinion that the production will not in any sense exceed the requirements of the country. As to costs, the skilled workers will only operate a limited period and are asking an advance, which they will probably receive; the factories have stored a large part of the materials that they will need for next season's output; fuel will be scarce and high-priced; there will be no change in transportation, and skilled and semi-skilled labor will be slow in reaching lower levels. So there is every argument for continuing sales along current lines, and this applies to the distributors as well as to producers. A wage conference will be held in the first week of December, but it is not likely that a settlement will be reached at this first session, and granting that there will be no unusual delays, glass cannot very well be produced before the middle of January; it may be later. It is our opinion that at resumption only a small percentage of the factories will get under way early, so that the demand will equal and doubtless exceed the production during the winter.

Reports from architectural publications, contractors, and those dealing with building materials, indicate that hundreds of millions of dollars will be spent for the new construction during 1919, and with a limited production for the next few months, the window glass industry should be in a most healthy condition to reap the benefits of this prosperity.

We don't feel that there is any risk attached to carrying present stocks or for any sash house or dealer to carry normal stocks of window glass. Common sense will prevail with the manufacturers, and it should extend all along the line. It is foolish for anybody to sacrifice stocks for the reason that there is a temporary dullness. It is something that we all anticipated and, therefore, is no surprise; by taking advantage of what business is going and applying current prices, we will make a profit during this period of curtailment, and be in every way equipped to increase our activity when the demand justifies. To us the course seems clearly laid out and should be plain to everybody connected with the industry—that by the co-operation that has existed during the past three or four years we have nothing to fear. All we need is a little patience, as we are certainly going to experience several years of the greatest building activity that the nation has ever known. Some of our manufacturers have gone so far as to say that they would rather remain idle this year than to disturb the prospects of wonderful prosperity that is to come within the next ten or twelve months.

Stocks in the hands of the manufacturers are the lowest to-day that have been known for years. This is a fact that can be absolutely proven by a little investigation; and from our information, the jobbers' stocks are on the average below normal.

Give this situation serious thought and we believe you will share our opinions."

DEATH OF WM. CARPENTER

Wm. Carpenter, said to be the oldest lampblack maker in the country and the oldest employee of the L. Martin Company, died at his home in Philadelphia at the age of 82 years. He worked steadily for the L. Martin Company for sixty-two years excepting when he fought in the Civil War, where after two years' service he was seriously wounded at the battle of Bull Run and honorably discharged with a pension.

STOVE PRICES TO REMAIN FIRM

(Continued from page 38)

Here are the views of another firm:

"Gentlemen: Answering your enquiry, would say that we do not anticipate any very speedy drop in prices in the metal line.

"The cost of living is fixed to some extent by the fact that the Government has fixed prices on wheat in Canada, which govern till next August, and in the United States the same condition exists to an even later date. This helps to make impossible a reduction in wage costs on ordinary commercial business, although of course the munition makers have to take less money. Labor enters largely into our raw materials and is perhaps the biggest factor in the cost, hence we do not anticipate any very prompt reduction, especially as we expect that the Governments will regulate the base prices of raw material so as to make the transition from war conditions to those of peace with as little disturbance as possible.

Stocks are Low

"Another factor that would operate against price reduction is the fact that the country dealers are bare of stock in our lines, and that the manufacturers have very little stock now on hand, and until these gaps are filled conditions will remain steady.

"Another thing that militates against price reduction is the fact that agricultural implement makers, stove manufacturers, automobile manufacturers and others, have had their production cut to 25 and 50 per cent. of their former totals, while at the same time the country itself has been gradually run out of stock on almost every line. The steel mills are very short of stock as well, and many of them have taken no orders for commercial consumption for several years, all of which is now piled up and will have to be taken care of.

Will be Gradual

Any decline, in our opinion, will be very, very gradual, and the merchants and manufacturers of this country will be well advised if they see to it that no sudden slump in any quarter may occur to destroy the confidence of the commercial community.

Regarding standardization, it is the general feeling that it is a good thing, and it will be many years before we get back to the immense variety of lines which so many of us carry, and which were so wasteful in their effect upon production and warehousing.

Regarding the future, we feel that so many enterprises have been held up and stopped that this in itself will furnish great impetus to the future business. Building will be resumed, and an immense amount of held-up construction will necessarily be gone on with. Many new enterprises and developments in mining and other commercial lines will be proceeded with, and we feel that there is no country in the world that has such opportunities as Canada."

THE CLERKS DEPARTMENT

POVERTY AND CELIBACY OR POVERTY AND MATRIMONY?

All Three Appear to be Ingredients in the Making of Millionaires, But the Mixture Has Got to be Right For the Man

IT has been pointed out so often that a good start in the money sense is by no means necessary to the intending millionaire, that the facts in the first portion of the following article may seem like the proverbial flogging of the dead horse. Nevertheless they are worth noting. With machine gun rapidity half-a-dozen of the best examples of penny-saving starters in the race for millions are given right at the outset, and later appears an interesting reference to "dead horse" in another sense, the Wild Western sense, meaning debt, which will perhaps inspire many a millionaire in the making to swifter accomplishment. B. C. Forbes is the compiler of the facts, and writer of the crisp machine gun reports of achievement that lead this article. He is also the author of the more extended matter given, and published these sidelights on the millionaire fraternity first in "The Wall Street Journal." But here comes the machine gun fusillade:

A CHICAGO MERCHANT PRINCE

When H. P. Davidson first came to New York he lived five miles back from the bank, but he used a bicycle every day in order to save the ten cents' carfare.

Frank W Woolworth for years lived on a very small amount so as to enable him to open store after store with his earnings.

William L. Douglas used to carry his supplies of leather under his arm from the city to his modest factory to save expenses and lived on no more pretentious a scale than his workers.

We all know how Carnegie, in his early days, lived scrupulously up to the Scots' reputation for frugality.

John D. Shedd probably would not be to-day the chief owner of Marshall Field & Co. of Chicago had he not systematically saved money from the day he started as a junior clerk in the store at ten dollars a week. Mr. Shedd believes that a great many young men diminish their chances in life by allowing their living expenses to expand unduly before they have made any considerable advancement in business. Mr. Shedd was brought up on a farm in Vermont and there learned the value of money as well as the value of industry and other qualities which spell success.

One of the half-dozen richest men in America—and to my mind, one of the half-dozen ablest—is H. C. Frick. Like Duke, Frick as a boy was as poor as a church mouse. "I had to make one pair of shoes last two years or go without," Mr. Frick once remarked to me.

His early history corresponds exactly with that of Rockefeller and Duke and dozens of other men who have attained conspicuous business success; he saved every dollar he could lay his hands on and, when opportunity hove into sight, he then borrowed to the limit.

When Mr. Frick was earning two or three hundred thousand dollars a year he lived in one room in a Pittsburg hotel, and even after he was making more than a million dollars a year he and his wife first occupied only a couple of rooms and later moved into quite a modest home of their own. As with Rockefeller, Frick could always see attractive opportunities to do more business than he could find capital to swing, and consequently kept down his living expenses to the minimum so that he could devote every available penny to the building up of his enterprises.

A. C. Bedford an Office Boy

The turning-point in the career of A. C. Bedford, now chairman of Standard Oil, came when he was an office boy with the fine old firm of Charles Pratt & Co. Like Davison, young Bedford was not a college graduate. But, also like Davison, he early foresaw the importance of doing more than his job called for, of keeping his eyes wide open for opportunities to make himself especially useful, of learning and doing duties not strictly within his province.

Negotiations having been opened for the merger of the Pratt Company with Standard Oil, an exhaustive inventory and accountancy of the business was undertaken.

Office-boy Bedford was assigned to fetch and carry books and papers for the expert accountant. But whenever he had a moment he added up columns of figures for the accountant, worked out little problems in mathematics and in other ways showed boundless willingness and also unusual aptitude for rendering real assistance in the work. The grouchy old bookkeeper of the firm told him he was a fool, that he would receive no thanks for his extra pains and that rather than have one of his own sons become a clerk he would prefer that he commit suicide. These doleful warnings might have discouraged a youth less ambitious and less confident. But Bedford merely redoubled his efforts and cheerfully worked early and late.

The accountant, seeing the stamp of the young man, volunteered to teach him the fundamentals of bookkeeping, of accountancy and of finance. The result was that young Bedford quickly left his whining elder far behind becoming first, secretary to Mr. Pratt, then his assistant next his right hand man. All this time he was studying the fundamentals of business, the principles of production, of transportation, of marketing, etc.

H. H. Rogers, always quick to spot brains, saw that in A. C. Bedford there was presidential timber, and although Bedford was far younger than any other Standard Oil director, Rogers one day nominated him for membership on the famous 26 Broadway directorate. No one was more surprised than Bedford himself at receiving the honor. It did not take him many years, however, to graduate from position to position until he succeeded John H. Archbold as president, his work during the dissolution process having won him a reputation as a business statesman. Incidentally, like another of H. H. Rogers' proteges, John D. Ryan, Mr. Bedford was one of the first of our business leaders to place his services at the disposal of the Government when this country entered the war and, in an unspectacular way, has rendered the Administration invaluable aid.

Frick Started in a Millinery Store

H. C. Frick's first job, when a tiny lad of little schooling, was in a millinery store and he was only a bookkeeper at Broad Ford, Pa., when, with an acumen that has marked his whole career, he discerned the possibilities of the coke industry, then in its swaddling clothes. He invested in coke lands and coke ovens not only every cent he could save, but he borrowed to the limit his character and credit could command. His associates all became frightened when the panic of 1873 strewed the country with financial wrecks, but young Frick, instead of showing the white feather, daringly took over his partners' obligations, rode the storm and was earning a million dollars a year shortly after his thirtieth birthday! Simply another instance of initiative, courage and industry intelligently applied.

Charles F. Brooker, head of the American Brass Co., and often referred to as the Brass King, owed his first lift to an act of special politeness, plus, however, readiness and fitness to seize the big opportunity when it came along—that is, instead of confining his activities to his office job, he had missed no chance to go into the machine shops, don overalls and learn all about brass and its manufacture.

Climbing on "Dead Horse"

Save, then borrow.

That is how the majority of our most successful men of affairs got their start.

The richest man the world has ever known once remarked to me: "The most important thing for a young man starting life is to establish a credit—a reputation, character. He must inspire the complete confidence of others.

"The hardest problem all through my business career was to obtain enough capital to do all the business I wanted to do and could do given the necessary amount of money. You must establish a

credit (character) before you can hope to have people lend you money.

"The first large bank loan I received —it was $2,000, a big sum in those days —was granted me only because the head of the bank made himself familiar with my mode of life, my habits, my industry, and learned from my former employers that I was a young man who could be trusted."

On the theory that if I could find out specifically and in detail just how the greatest business figure America ever produced succeeded in laying his foundations, the information would be of both practical and historical value. I have delved into the early days and early struggles of John D. Rockefeller.

Mr. Rockefeller began to save money by the time he was seven. He chuckles to this day over a deal he made with his mother to raise a brood of turkeys. Little John's savings, at his suggestion, were invested in this enterprise, as he figured that the food for the birds would cost him nothing and that, when they attained maturity, the money realized would be nearly all profit. And so it worked out. Mr. Rockefeller's advice to young men who aspire to become captains of industry is to begin saving from the very start, since it is easier to borrow if you have some capital of your own than it is if you own nothing.

Marriage and Millions

Most of our business and financial giants are very domestic animals—there are a few notable, and one or two notorious exceptions.

Not ten per cent. of our foremost men of affairs are bachelors.

Charles M. Schwab, perhaps had this in mind when he recently advised young men to marry early—as soon, in fact, as they could support a wife. "I was married when twenty," he added.

On the other hand, the head of the largest dry goods business in America complained to me not long ago that the trouble with most young men was that they insisted upon taking on domestic obligations and responsibilities before they had made any considerable headway in life. "At the time they should be devoting themselves exclusively to their business in order to achieve some measure of success, too many young fellows," he said very earnestly, "divert their thoughts and their time and their ambitions to these other channels. If they would first concentrate upon their work and make some success in it, they would then be in a position to marry without having to worry, as so many of them do, over their domestic obligations—over making ends meet, I mean."

A Majority Married Early

In mentally calling the roll of our big men. I find that the majority, though by no means all, married early. In most instances blasted romances have been responsible for the late marriages and for the no-marriages.

Andrew Carnegie's case is well known. He was deeply in love with a young lass when he was in his early prime, but one of his associates, a statuesque Adonis, suddenly carried her off, and Andy, who was no statuesque Adonis, was "left lamenting." The tragedy embittered him against his successful rival, whom, it is said, he afterwards fought in business. One of the iron-master's chief regrets is that when he later married a most estimable woman, no son, only one daughter, was born of the union.

John W. Sterling, the legal confidant of scores of America's leading capitalists, and who, when he died a few months ago, left a fortune of over $20,000,000, also had an unfortunate affaire de coeur when a young man, and he remained wifeless to the end of his days. Notwithstanding his extreme intimacy with a great variety of large affairs, he led a lonely sort of life, his sole social companion being the late James Stillman. When the latter was in this country most of his evenings were spent in philosophic communion with bachelor Sterling.

America's Richest Bachelor

Perhaps the richest bachelor among all America's business titans is George Eastman. So far as I know, his celibacy is not due to any early mis-shooting of Cupid. It is due, I rather think, to a curious trait in the Kodak King's make-up. His mother unexpectedly found herself quite poor when George was a mere boy, and the sudden change in the family circumstances made such an impression upon his plastic mind that he contracted a mortal dread of poverty. To release his mother from the shackles of poverty became his dominating passion. Even after he had accomplished this, the fear of poverty continued to grip him, and by the time he had made enough millions to enable him to overcome his strange dread he had passed the gay-young-spark age. He is intensely fond of children and has donated large sums for juvenile philanthropic purposes.

What I started out to write about, however, was the pronounced domesticity of most captains of industry. The public often pictures millionaires and multi-millionaires as enjoying a continual round of feasting and (big-S) Society entertaining, of club life and card games, of automobile touring and foreign travel.

The sober truth is that the battle of Big Business is so strenuous, the responsibilities are so burdensome, the problems to be solved so numerous and complex, that the leaders cannot afford to dissipate either time or vitality in a vortex of distracting pleasure-seeking. Most of them go straight from business to their homes and can rarely be coaxed out to social affairs. It would astonish the public to know how many of them are in bed at an unbelievably early hour four or five nights of the week.

Did you know that the main reason why so many business Trojans live most of the year in the country is to get completely away from the turmoil of the city and city life?

"I can do no real thinking in my office. All my thinking has to be done at home." President Vanderlip of the National City Bank once remarked to me when I spoke of the endless procession of callers at his office. His case is typical. Mr. Vanderlip lives all the year round at his beautiful home at Scarborough-on-the-Hudson, where the quiet, rural environment is conducive to reflection and contemplation. Apart from imperative business engagements, such as public dinners, occasions when he has to make an address, and important conferences, he probably does not spend on an average of one evening a week in the city. He has a glorious family of young children —six of them—and he and Mrs. Vanderlip spend much time with them.

Morgan Considers Domestic Life Essential

J. P. Morgan regards a rational domestic life as of more importance than nerve-racking and body-wrecking slavery to business. He derives more satisfying enjoyment from taking time to be a really domesticated husband, father and grandfather than he could ever derive from a feverish, eternally-on-the-jump, business life. His attitude towards business is that of the successful Englishman rather than that of the modern American financial hustler. He attends to business with regularity and with great conscientiousness, his chief concern always being that nothing shall be done calculated to lower in the minutest degree the standard of the House of Morgan. But with him business is not the whole of life. It is not a fetish. He refuses to enslave himself to it. He will not allow financial affairs to usurp his home life.

The directors of a certain conspicuously successful organization not long since intimated to its chief executive that it would be helpful in a business way if he gave up living in the country and brought his family into the city. It so happened that he is essentially a domestic being. His phenomenal success in business, indeed, has been no more notable than his success as a husband and father and neighbor and citizen. What, think you, was his reply? This:

"Gentlemen, I'm already giving you all of me that is for sale."

The directors, I may add, confided later that they admired his stand. Indeed, it caused one or two of them to do a little serious thinking on the relative worthwhileness of things, and I rather suspect the result will be a reappraisement of life's values.

Claim New Fuel is Cheaper Than Gasoline

According to dispatches from Washington "Liberty fuel," vastly cheaper than gasoline and possessing many advantages over that product, has been invented by officers of the war department and is now being produced in large quantities.

The new fuel, it is stated, is the result of more than 500 experiments conducted by Major O. Zimmerman and Captain E. C. Weinberger, of the research and development divisions of the general engineering depot.

The base of the new oil is kerosene, Major Zimmerman said. The other ingredients are of low cost, and can readily be obtained. The process of manufacture is exceedingly simple.

The tests, which proved conclusively the value of "Liberty fuel," have been most exact and rigid. They were conducted under the supervision of the bureau of standards.

"That no leaf was left unturned to test its practical suitability is shown by the fact that the fuel was used extensively in automobiles, motorcycles, trucks, tractors, stationary engines and hydro-airplanes in cold and warm weather under violent variations of load, with poor and good operators," said Major Zimmerman.

Arrangements had been made for quantity production before the armistice, much of which would have gone to the forces abroad.

The new fuel is odorless, tasteless and non-corrosive. Tests for corrosion were made in a motorcycle that covered 23,000 miles of variable operation. It leaves less residue of carbon than gasoline, requires less air or oxygen for combustion and develops greater horsepower.

CHARGES OF BRIBERY DENIED

Charges of bribery and improper practices in its commercial relations preferred by the Interstate Commerce Commission against the Commonwealth Color & Chemical Co. of New York, are denied by the company in an answer just filed. The company is charged with having offered presents and rewards to employees of prospective customers and the customers of competitors in consideration of obtaining their business.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

BUTTER MERGER

The "Wonder" butter merger being put on the market by the National Kitchen Products Co., 620 West Lake St., Chicago, is, it is stated, a simple, sturdy little churn having a specially constructed plunger with a valve that impels air into the contents of milk and butter,

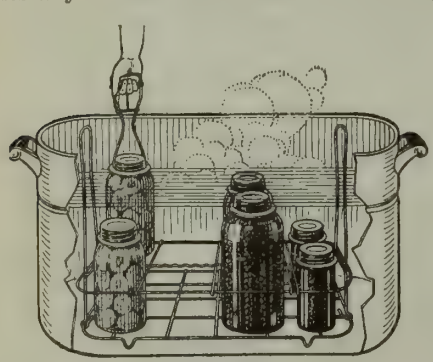


Butter Merger

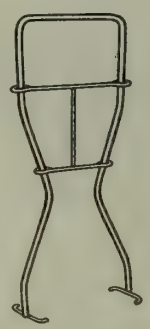
causing them to merge in such a manner that not a drop of milk remains. The merging it is claimed is purely scientific. The merger it is stated can also be used on an ice cream freezer and it is claimed will make and mould a quart roll of ice cream in two minutes.

CANNING RACK

The cold pack canning rack and "Locktite" jar lifter shown below are made by the Pearce Company of Grand Rapids, Michigan. The "Pearce,' 'it is claimed, fits any kettle or wash boiler which may



Canning Rack

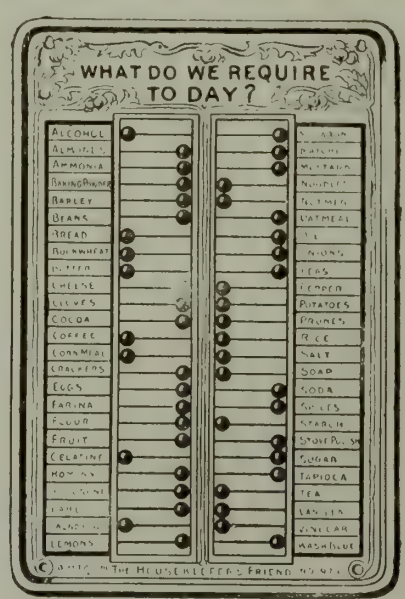


Jar Lifter

be tightly covered. It will it is stated hold any sized can and when not in use will fold so compactly it is less than one inch thick. Special feet on the bottom of the rack it is stated support the cans a full inch above the fire bottom, keeping them from cracking. The rack it is stated is heavily tinned, will not rust with the upper deck removed, can be used with good effect for lifting clothes from a boiler.

KITCHEN INDICATOR

A kitchen indicator made by the G. M. Thurnauer Co., Inc., 6 East 20th Street, New York, is said to be a simple contrivance of great help to housekeepers in

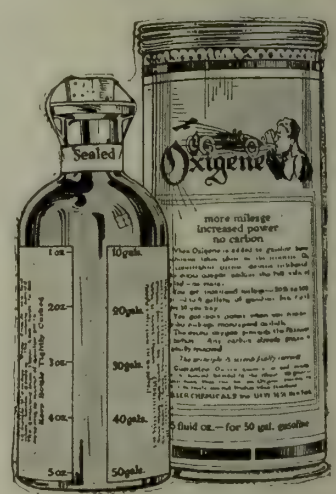


Kitchen Indicator

keeping track of their supplies. The indicator it is stated is made of white metal, is decorated in blue and glass beads are used on the cross wires to show what articles are on hand and what are required. The indicator it is stated is substantially made and should last for a long time.

MOTOR DECARBONIZER

"Oxigene" manufactured by Stewart & Co., 349 West 86th St., New York, prevents it is claimed the formation of carbon from gasoline. The combustion is so complete it is stated that no residue is deposited. The free oxygen liberated it is claimed also removes the carbon residue of oil, changing the hard gum into brittle flakes, which pass out through the exhaust. By keeping cylinder walls, valves and spark plugs clean and free from carbon Oxigene it is claimed prevents pre-ignition, knocking,



Motor Decarbonizer

and makes for more power, longer life and better service from the entire motor. The increased power given by Oxigene it is stated is particularly noticeable on the hills or in city traffic where quick pick-up is desirable. In use Oxigene is showing it is claimed increased mileage varying from 25 per cent. to 50 per cent. according to different makes of cars. The makers state that it is poured into the gasoline tank and mixes thoroughly without any stirring. A five-ounce bottle it is stated will treat fifty gallons of gasoline.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

LOWER levels have been reached in some quarters on linseed oil this week. Declines range from 7c to 9c per gallon, and are a direct reflection of lower seed prices in evidence. The depression in the seed market is attributed to probable lack of demand. Navigation is practically completed, and the fact remains there would naturally be little buying interest following this condition. The movement of seed, as far as can be determined, has been very good.

Turpentine prices at primary points show a sharp decline this week. This was unexpected and is considered a result of a profit-taking move by some interests unable to hold stocks any longer. The real causes contributing to the recent advances have not been removed, and the feeling is general that in two months' time the movement will be again upward. The present is a period of quiet, there being little demand and little movement. Locally prices have remained unchanged.

The metal markets are fluctuating considerably. The removal of Government restrictions on trading in London, England, resulted in an upward swing on copper, spelter and lead, the latter advancing a full 2c per pound. Local markets show that tin is being sold down another 5c in some quarters, although supplies are not considered heavy, and no word on shipments en route is available. Lead has come down 1c per pound, and spelter is down 1c per pound.

The decline in tin prices, along with lower lead, has been a factor in bringing about lower prices on solder. Lead wool and lead sheets have come down following decline in the metal.

Higher prices have been named on many lines of tools this week. Pipe cutters, mitre boxes, boxwood rules, scratch awls, spoke shaves and carpenters' pencils have all reached higher levels. Other lines to follow the upward trend include rim locks, hand rail screws, paper files, ceiling hooks and cattle leaders.

A revision in galvanized clothes line wire has been made which provides for an advance in some gauges and a decline in others. Higher prices on spark plugs are reported, and a sharp advance, amounting to 25 per cent., has been made in one line of poultry netting.

Christmas activity is general now, and heavy sales of silver-plated flatware, razors, in fact all lines of cutlery, are being made. Stocks of pocket cutlery and carvers in cases are very limited, and there is some doubt expressed as to whether shipments due from England will reach here in time for the holiday trade. Skates, hockey sticks, sleighs, coaster wagons and toys are all active.

MONTREAL MARKETS

MONTREAL, Dec. 5.—Tin and lead and also lead products have shown declines this week. The sheet markets are also slightly easier, but without quotable change being made. Old metals are quiet but are not changed this week. There seems a likelihood of lower prices ruling in the immediate future for heavy metals. The advance made for wood rat and mouse traps a few weeks ago has now been withdrawn, the manufacturers being able to secure more material in making this line.

The movement of Christmas goods has been very excellent during the present week. Children's sleighs and skates have gone out freely, and nickelled goods and hockey sticks have moved actively.

In a very short while some of the travellers will be in from the road and preparations are anticipated by many for the annual taking of stock. The promise of better supplies, even though slow in coming, has had a satisfactory effect upon the trade.

Some Rope Selling; Basis is Held

Montreal.

ROPE, TWINES.—The sale of a certain amount of rope is reported and this is of a seasonable and light nature. Stocks of binder twine were carried over in some localities and movement for the coming season has not yet developed. The movement of this will be undertaken a little later. Price basis for rope is as follows: Pure Manila 39c per pound; British Manila 33c and sisal 27½c.

Wares Sold Freely; Stoves Also

Montreal.

STOVES AND WARES.—While there have been no price changes this week the outlook is for a maintenance of the present quotations for various wares, etc. There has been a splendid demand for these goods this fall and the manufacturers are well satisfied with the manner in which orders have come to hand.

Stove sales are naturally letting up somewhat and reports indicate that the season has been a good one, in spite of the difficulties that faced the manufacturers.

Big Coal Oil Sale; Gasoline Steady

Montreal.

OILS, GASOLINE.—The demand for coal oil is steady and quite satisfactory, although a great deal of the heavier demand is manifest in the country points. Prices are steady and hold at 19c for Royalite and 22c for Electrolite and Palacine.

The sale of gasoline is still moderate and will be so, now that the snow has

arrived. The price of motor grade holds at 34c.

Nail Prices Hold; Sales Are Fair

Montreal.

NAILS AND WIRE.—Sales of wire nails are made on the same basis of $5.50, while cut nails are unchanged at $5.85. The movement is just fair, the season being well developed for building and the trade from now on generally expected to be that of a routine nature. The price of smooth steel wire holds at $6.25 per 100 pounds.

Lead Products Down; Solder Lower

Montreal.

LEAD PRODUCTS.—The pig lead market having declined this week, prices on the manufactured lines have also gone lower and lead sheets, lead wool and also solder have reached lower levels. This is quite as expected, for as pointed out last week in HARDWARE AND METAL, the position attained by pig lead would very probably determine the immediate position of the manufactured lines. There is very little trading and the manufacturers are not anticipating any big movement before the first of the year.

Lead pipe, lb.	$0 15	$....
Lead waste pipe, lb.	0 16	....
Lead traps and bends	Net list.	
Lead wool, lb.	....	0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	....	0 12¾
Lead sheets, 4 to 8 lbs., s. ft.	....	0 11½
Cut sheets, ¾c lb. extra, and cut sheets to size. 1c. lb. extra.		
Solder, guaranteed, lb.	....	0 47
Solder, strictly, lb.	....	0 43
Solder, commercial, lb.	....	0 40
Solder, wiping, lb.	....	0 40
Solder wire (8 gauge)—		
40-60	....	0 49¾
45-55	....	0 54
50-50	....	0 58
Zinc sheets, casks	....	....
Do., broken lots	....	....

Note—The above prices for solder are for full boxes of 100 lbs. Jobbers will charge several cents more for small lots.

Old Material Quiet; No Changes Made

Montreal.

OLD MATERIAL.—The market is still an easy one but there have been no declines since the last report appeared. The small sellers have unloaded their supplies with the result that the larger buyers and some of the users have ample supplies for their requirements for some time to come. The tendencies will be those of a lowering nature and quiet is likely to prevail for a few weeks.

Dealers' Buying Prices:		
Tea lead		0 05½
Heavy lead pipe	....	0 07¼
Yellow brass	....	0 13
Red brass	....	0 21½
Light brass	....	0 08
Scrap zinc	....	0 06¼
Heavy copper	0 22	0 23
Wrought iron, No. 1 per gr. ton	26 00	27 00
No. 1 machinery cast	35 00	36 00
Heavy melting steel	22 00	23 00
Pipe scrap	18 00	20 00
Stove plate, per ton	26 00	28 00
No. 2 busheling	12 00	12 50
Old rubbers, boots and shoes	0 08	0 08½
Overshoes, lumbermen's rubber boots	....	0 06
Bicycle tires	0 04½	0 05
Automobile tires	0 04¾	0 05

BRIEFS FROM THE WEEK'S MARKETS

Spark plugs registered an advance in price this week.

* * *

Hand, panel, and compass saws show an advance of 10 per cent. in latest prices issued.

* * *

Solder showed a decline of around 2c per pound in all grades. The lowering tin market is principal factor.

* * *

Gooseneck carpenters' bars, 24-inch, are up to $6 per dozen.

* * *

Lead wool and lead sheets have undergone revision downwards, following a decline in pig lead. Solder prices in Montreal are down 5c per pound, the lower basis for tin and lead combining to bring this about.

* * *

Linseed oil declined 7c per gallon in Montreal this week.

* * *

Free trading in England this week on some ingot metals was the signal for sharp advances. Copper, spelter and lead showed substantial increases in London, lead going up a good 2c per pound.

* * *

A sharp advance in one line of motor oil has been made this week, 18c per gallon being added to the list.

* * *

A sharp advance of 25 per cent. has been made in Banner poultry netting.

* * *

Mitre boxes, scratch awls, boxwood rules, and even pencils are carpenters' requisites to undergo revision upward this week.

* * *

A readjustment of values on galvanized clothes line wire this week shows some advances and some declines.

* * *

Tin is down to 80c per pound in Toronto, and prices on lead range from 9½ to 10c per pound, which shows a decline. Spelter is easier in some quarters also, 10c per pound being low level reached.

* * *

No buying and no selling in a dull and stagnant market—these are the conditions in old materials.

Movement Iron And Steel is Light

Montreal.

IRON AND STEEL.—There is not a great deal of activity now for this line and the market is unchanged. Business is confined quite generally to small sorting orders, and sizes are available in the usual dimensions.

Common bar iron, per 100 lbs.	$4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 22

Sheet Market Easy; Little Business

Montreal.

SHEETS.—The tendencies are pointing to an easing of the markets for black sheets, but the week has brought no definite quotable change. The outlook promises to be quiet for these and while a certain amount of enquiry and sale will develop for both black and galvanized sheets, this will not be large for a while yet.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$9 25	$11 50
12 gauge	9 15	11 00
14 gauge	8 50	8 20
16 gauge	8 65	8 25
18-20 gauge	8 75	8 30
22-24 gauge	9 10	8 35
26 gauge	9 25	8 40
28 gauge	9 40	8 50
GALVANIZED SHEETS—		
10¾ oz.	$12 00	$12 35
28 gauge	11 65	11 90
26 gauge		11 35
22 and 24 gauge		11 15
20 gauge		11 05
18 gauge		10 95
16 gauge		10 85

NOTE.—These prices are for full bundles, an extra charge of 25c per 100 lbs. is made for broken lots.

Lead Drops One Cent; Tin is Easier

Montreal.

INGOT METALS.—The features of the week are those of a lowering tin market and a decline in the lead market. Copper has also been ruling easier, as far as the casting variety is concerned. Little new business has been developing.

COPPER.—The same competition is manifest in the New York market as affecting casting copper. This is selling here at 28c per pound while the standard is unchanged at 30c to 31c per pound.

TIN.—London quotations have been lower this week to the extent of £15, and there is a tendency to decline somewhat further. The local market is easier with prices now around 82c per pound.

SPELTER.—This is quite unchanged, with few sales made and with the local price ruling at 10½c per pound.

LEAD.—The reduction of one cent per pound in the United States market came as somewhat of a surprise to the trade here. It was not looked for at this time. Local prices have declined in sympathy and the ruling price is now from 9½c to 10c per pound.

ANTIMONY.—No new feature has developed. Trade is of small proportions and the price remains at 12c per pound.

ALUMINUM.—A good export demand has been manifest of late for this metal and as a consequence of this the local position is steady and unchanged, 48 to 50c per pound obtaining for lots wanted.

TORONTO MARKETS

TORONTO, Dec. 5.—Higher levels have been reached in galvanized clothes line wire, household grinders, mitre boxes, and a couple of lines of snow shovels. New prices have also been issued on casement adjusters, scratch awls, boxwood rules and spoke shaves, the figures reached on each of these providing for an advance over former prices. Other items on which quotations have been revised to higher levels are paper files, cattle leaders, ceiling hooks, hand rail screws, rim locks, mouse and rat traps. A basis of $11 on 28-gauge galvanized sheets has been established in some quarters, which represents a decline over former figures. Some shading of prices on ingot metals is reported in some quarters, and solder is down about 2c per pound also.

Business as a whole is considered very good, and sorting orders coming to hand represent a very good total. The outlook for spring business is good, and it will be not very long before spring orders will be moving from the jobbers' warehouses.

Higher Levels on Pipe Cutters

Toronto.

PIPE CUTTERS. — Another line of pipe cutters to reach higher prices during the week has been the Holland Improved. The new prices established on this line are for the No. 1 wheel, $4.25 each; No. 2, $5.70; No. 3, $10.45; No. 4, $17.10; No. 5, $26.60. The No. 2 Roller are quoted at $5.70 each; No. 3, $10.45; No. 5 at $26.60.

Scratch Awls, Rules, Spoke Shaves Up

Toronto.

SCRATCH AWLS, RULES.—Revised prices have been issued in some quarters on Stanley Scratch Awls No. 7; the present price quoted on these which represents an advance is $2.60 per dozen. Some lines of Stanley box wood rules have also come in for revision upward. The present price of the No. 30½ is $13.05 per dozen; No. 32, $6.93; No. 68, $2.50.

Stanley spoke shaves have also gone to higher levels, No. 52 now being quoted at $4.70 per dozen and the No. 53 at $6.07.

Revised Prices on Clothes Line Wire

Toronto.

CLOTHES LINE WIRE. — A new basis of quotations on galvanized clothes line wire has been established, same gauges showing a slight revision downwards and others reporting advances. This is just a re-adjustment of values and the present range of figures is given as follows:

No. 17 by 50 ft., $7 per thousand feet; No. 17 by 100 ft, $6.85; No. 18 by 50 ft., $5.65 per 1,000 ft.; No. 18 by 100 ft., $5.60; No. 18 by 150 ft., $5.60; No. 18 by 1,000 ft., in coils, $5.60; No. 18 by 1,000 ft., on reels, $6.20.

Higher Levels on Mitre Boxes, Pencils, Hammers

Toronto.

MITRE BOXES, CARPENTERS' PENCILS.—New prices have been established in some quarters this week on the Stanley Mitre Boxes which provide for advances over former levels. Quotations which are now in effect on the No. 50½ are $7.90 each; No. 246, $17.30; No. 346, $18.70; No. 358, $19.80.

Other lines which have been revised upwards include carpenters' pencils, the Dixon seconds, No. 174, red and black wood, being quoted at $3.95, and No. 290, black wood, at $3.95 per gross.

Tack hammers, No. 260 at $2.20 per dozen and upholsterers' hammers, No. N 100 at $3 per dozen are also higher.

Mouse Traps Higher; Cattle Leaders

Toronto.

MOUSE TRAPS, CATTLE LEADERS.—Further revisions in the price of mouse and rat traps have occurred this week. The new prices issued provide for an advance, Victor mouse traps now being quoted at $3.25 per gross, the Hold Fast, $3.25 per gross, and the Round Wood, 4-hole, mouse trap, $1.30 per dozen. Victor rat traps are quoted at $1.15 per dozen, the Hold Fast at $1.15 and the Out-of-Sight, $1.50.

Cattle leaders have gone to higher levels, the No. 52 now being quoted at $1.65 per dozen.

New Price on Casement Adjusters, Rail Screws

Toronto.

CASEMENT ADJUSTERS, HAND RAIL SCREWS.—Quotations this week on casement adjusters show an advance has occurred in this line. The present basis of quotations for Nos. 112, 119, 133, and 151 is $4.95 per dozen.

Hand Rail Screws have also gone to higher levels, No. 51 by 4-inch now selling at $8.70 per gross and 4½-inch at $9.65 per gross; No. 52 by 4-inch now quoted at $9.90 per gross and the 4½-inch at $10.80 per gross.

Ceiling Hooks No. 125 have advanced to $3 per gross.

Snow Shovels Move Up; Grinders Too

Toronto.

SNOW SHOVELS, GRINDERS. — Higher figures are represented in the new basis of quotations which have been established on Arctic snow shovels; the japanned is now quoted at $5.10 per dozen and the galvanized at $7.20. Higher levels have been issued on the Luther Grinder — their grit grinders being quoted at $4.75, $6.50 and $9. The Luther household grinder is quoted at $2 each. Foot power attachments for grinders are quoted at $2.60 each. All of these prices on grinders are list and are subject to a discount of 15 per cent.

Rim Locks Higher; Paper Files, Too

Toronto.

RIM LOCKS, FILES. — New prices have been named on rim locks, the 3800 japanned is now quoted at $3.10 per dozen, the No. 4800 A.C. $3.70 and the No. 9800 D. B. at $3.70.

Paper files have been revised upwards, the No. 37 now selling at $2.50 per dozen and the No. 24 is quoted at $1.40.

Union Hardware Ice Skates are now being quoted again by some of the trade, the No. 5 selling at 75c per pair; No. 5½ at $1.20; No. 16 at 85c.

Stoves Unchanged; Wares Sell Well

Toronto.

STOVES, WARES.—The situation in stoves is without any material change. Business coming to hand is quite satisfactory for this time of the year, and manufacturers are taking care of the bulk of business quite well. Hopes are expressed that raw material will be available in better quantities next season, but this will hardly show in production much before next fall. However, there seems to be every reason to believe that trade will be good and that the most pressing requirements will be met.

Orders coming to hand for all kinds of wares would indicate that the trade is in a very healthy condition and the consuming demand is good. Retailers are not buying goods just to fill up their shelves, and the fact that they are sending along orders quite freely would indicate that the movement to the consuming public is very good. Prices have held very firmly and there is no indication whatever of any immediate recession in values. Booking business for spring has been very heavy, this show-

ing up particularly in dairy supplies, and maple syrup sundries, the volume on these two lines in actual number of pieces constituting a record business with some manufacturers.

Cordage Remains Steady, Unchanged

Toronto.

CORDAGE.—As far as rope is concerned there is absolutely nothing new to report. The demands are limited to reasonable requirements and these are being taken care of quite readily from ample stocks. The market rules without change, quotations on the pure manila holding at 39 cents per pound base, on British manila at 33 cents, and on sisal at 27½ cents.

It seems possible that new prices on binder twine, though not usually determined on before February or March, may be set in the very near future. There has been some indication that prices from one to two cents lower than those now in effect may prevail. Supplies of raw material have been reaching the manufacturers in much better quantities than had been expected and some of this has come forward at prices somewhat lower than the maximum set by the Food Administration last year. However, there are some fairly heavy stocks on hand which have been bought at the high levels, and whether these will be worked off before any recession in values can be looked for is still undecided. Some definite announcement may be expected at an early date.

Nails Hold Steady; Wire Firm

Toronto.

NAILS, WIRE.—There is very little trade passing at the present time. This is rather a quiet time in the building trade, although orders from city customers have been comparatively good. As a matter of fact some dealers express wonder at the amount of business which is really coming to hand. Prices have been firmly maintained during the week, the wire selling at $5.50 per 100 pounds base, and the cut nails selling at $5.85.

Wire is unchanged with trade very quiet. Smooth steel wire is quoted at a base of $6.25 per 100 pounds.

Sharp Advance in Motor Oil

Toronto.

MOTOR OILS.—A sharp advance in motor oils has occurred this week which is in line with tendencies outlined in HARDWARE AND METAL last week. The list price on Gargoyle Mobiloil has advanced 18c per gallon, making to-day's list $1.33, which is subject to a trade discount of 25 per cent. This is primarily due to the enormous increase in the cost of the packages, the product itself showing a comparatively small increase.

Coal Oil Steady; Gasoline Unchanged

Toronto.

OILS, GASOLINE.—Sales of practically all lines of oils, illuminating, fuel and lubricating, have fallen off to some extent due to the curtailment of munition work. Gasoline sales have been similarly affected, but the regular channels of trade are absorbing big quantities at prices which remain steady at 33c per gallon. Coal oil sales are good and a steady market is being maintained, quotations ranging from 18½ to 21½c per gallon, according to grade.

Waste is Steady, Oakum Unchanged

Toronto.

WASTE, OAKUM.—There have been no new developments to record in the market on cotton waste. Sales are maintained on a very steady basis and prices have held without change and seem likely to until the first of the new year. At that time there may be a slight revision, but little variation is looked for when time for naming new figures arrives.

Oakum continues to rule along unchanged lines. Sales are reasonably good with prices holding firm and without change.

Roofing Very Firmly Held

Toronto.

ROOFING.—The market rules with a very firm undertone and indications point to a very strong situation for some time to come. Manufacturers have experienced extreme difficulty in getting materials and there is no indication that the cessation of hostilities will effect an immediate improvement. Conditions are expected to improve, but some manufacturers are away behind with their orders. In another couple of months, too, they will face a period which seems to promise big business, so that an actual return to conditions where supplies are really easy seems some distance away. There have been no price changes recorded and a steady basis of quotations is looked for.

Bars Show No Variation

Toronto.

IRON AND STEEL.—Iron and steel bars are ruling at unchanged levels. Sales are within a comparatively narrow compass just at the present time, but the outlook for spring business is considered very good. Quotations in effect to-day follow.

TORONTO—	Per 100 lbs.
Common bar iron	$ 5 25
Common bar steel	5 50
Refined iron	5 65
Angle base	5 75
Horseshoe iron	5 50
Tire steel	5 70
Mild steel	5 50
Norway iron	11 00 13 00
Toe caulk steel	6 25
Sleigh shoe steel	5 50
Band steel, No. 10	5 75
Do., No. 12	6 00
Spring steel	9 50 11 50
Mining drill steel	19 00 30 00
Sheet cast steel	0 42 0 45
Tool steel	0 20 0 42

Sheets Hold Steady; Plates Light

Toronto.

SHEETS, PLATES.—There has been no material change in the situation on sheets. A basis of $11 for 28 gauge galvanized has been named by some sources which represents a decline from former figures. The mills are not in a position to do much actual commercial shipping before February from all accounts and whereas some shipments are coming, these do not represent a very heavy tonnage as yet.

BLACK SHEETS—	Per 100 lbs.
10 gauge	$8 50-$10 00
12 gauge	8 35- 9 60- 10 00
14 gauge	7 90- 8 40- 8 90
16 gauge	8 00- 8 55- 8 55
18-20 gauge	7 80- 8 05- 8 80
22-24 gauge	7 85- 8 10- 8 85
26 gauge	7 90- 8 15- 8 90
28 gauge	8 00- 8 25- 9 00
3/16-inch plate	- - 8 40
¼-inch boiler plate	8 00

Prices shown are for full cases. An extra charge of from 25c to $1 per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—		
10¾ oz.	$11 00	$12 00
U.S. 28	10 70	11 70
U.S. 26	10 40	11 40
22 and 24	10 25	11 25
18 and 20	10 10	11 10
16	9 95	10 95
14 gauge	9 85	10 85

Prices shown are for full cases An extra charge of from 25c to $1 per 100 lbs. is made for less than case lots.

Corrugated Sheets Remain Steady

Toronto.

CORRUGATED SHEETS. — There is nothing new in the situation on corrugated sheets. Seasonable quiet rules over practically all lines of manufactured sheet metals, but the trade believes outlook for spring should be very good. Prices have held unchanged at nominal basis shown herewith:

TORONTO— Corrugated Sheets—	Per 100 Sq. Feet Gal'zed	Painted
No. 28 gauge	$ 9 00	$ 7 50
No. 26 gauge	10 00	8 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No. 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7½ per cent.

Wrought Pipe Holds; Tubes Unchanged

Toronto.

WROUGHT PIPE, BOILER TUBES. —A steady, quiet tone prevails in the market on pipe. The demands of the trade are not so very heavy and most urgent requirements being met. There are still some back orders to be cleaned up. The outlook seems to be that steel may gradually assume more nearly normal supply and a good healthy business is looked for during 1919.

Stocks of boiler tubes are practically nil and as yet no definite price changes have been put into effect. When further supplies are in sight this may hasten the day that lower prices will be named.

Boiler Tubes—	Per 100 feet	
Toronto—	Cold drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00

1¼ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Lower Solder Prices Named, Down 2c

Toronto.

LEAD AND ZINC PRODUCTS. — Lower prices on solder have been reached in some quarters amounting to 2c per pound. On the present basis, which shows a wider range, guaranteed is quoted at 48 to 55c per pound; strictly, 45 to 52c; commercial, 40 to 45c; wiping, 38½ to 50c; wire, 49¾ to 54c. The tin basis has been revised to lower levels and this is principal factor in decline, though lower lead prices are in effect in some quarters.

The decline in pig lead has exercised no downward influence on manufactured lead products as yet, quotations ranging at levels shown below.

Lead pipe, lb.	....	0 15
Lead waste pipe, lb.	....	0 16
Lead traps and bends	....	Net list
Lead wool, lb.	0 14	0 15
Lead sheets, 2½ lb. s. ft., lb.	....	0 14½
Lead sheets, 3 to 3½ lbs. sq. ft., lb	....	0 14¼
Lead sheets, 4 to 9 lbs. sq. ft., lb.	....	0 13½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 48	0 55
Solder, strictly, lb.	0 45	0 52
Solder, commercial, lb.	0 40	0 45
Solder, wiping, lb.	0 38½	0 50
Solder wire, lb.	0 49¾	0 54
Zinc sheets, lb.	....	0 26

Dull, Stagnant Market in Old Materials

Toronto.

OLD MATERIALS. — A dull, stagnant market is the best word on old materials. There is no buying and no selling, there being apparently no interest from any source in this market. Quotations shown are nominal only.

Dealers' Buying Prices—		
Tea lead	$0 05¼	....
Heavy lead pipe	....	0 08
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 22	0 23
Stove plate, per ton	....	25 00
Old cast iron, per ton	....	30 00
Overshoes, trimmed Arctics	....	0 06½
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Metal Markets Fluctuating, Lead Lower

Toronto.

INGOT METALS.—The market locally shows considerable fluctuation, tin, lead and spelter being lower in some quarters. Free trading in London resulted in an advance in prices on copper, lead and spelter. If this is any criterion of what the removal of government control may mean, declines registered here this week are not likely to hold for any length of time. There is an evidence on the part of some holders to unload stocks.

COPPER.—Locally there is nothing new in the situation. Supplies are still scarce and price shows no change at 30-32c per pound. Free trading in London resulted in an advance in copper—will similar conditions result here after the first of the new year? That is the question.

TIN.—Lower prices have been reached in some quarters, quotations now ranging from 80c to 85c per pound. The trade seems to want to clean up on available stocks, though there are no further shipments reported moving to this market.

SPELTER.—Spelter at 10c per pound is now the figure reached by some interests, 11c is outside price. Free trading in London resulted in an upward move and prices in the States are quite firm. The present decline seems to be just a local flurry.

LEAD.—Similar conditions to those obtaining in spelter are reported, except that decline of slightly over 1c has occurred in United States markets. Locally prices range from 9½c to 10½c per pound.

ALUMINUM.—The situation is without change. Commercial supplies are not plentiful and the nominal quotation of 50c has not been altered.

ANTIMONY.—A price of 10c has been named in some quarters on antimony, although others are quoting from 13c to 15c per pound. The demand is comparatively small and interest limited.

LONDON MARKETS

LONDON, Ont., Dec. 5.—Many important price revisions are reported this week, advances being reported in spark plugs, hand saws, compass saws, brick trowels and pointing trowels. Chain hooks have also gone to higher levels, along with carpenters' wrecking bars, egg crates and window cleaners. A decline in the price of solder has been reported.

Christmas trade has already secured a brisk start and the outlook is for a good business. Pocket cutlery and carvers in cases are very scarce, but several shipments are reported en route from English firms. Whether these will arrive in time for the holiday trade is still uncertain.

Spark Plugs Revised Upward

London, Ont.

SPARK PLUGS.—Prices just issued on spark plugs show a higher level of values than that which has been ruling. Toledo Champion X spark plugs for Ford cars in lots of 100 are now quoted at 64c each, and in smaller quantities 66c; Toledo Champion spark plugs for all other cars are quoted at 67c each in lots of 100, and 69c in smaller quantities.

Prices Available On Sand Paper

London, Ont.

SAND PAPER, EMERY CLOTH.—Advice of an advance in the price of B. & A. sand paper and B. & A. emery cloth appeared in these columns last week, but at that time net prices were not available. These have now been determined on, prices on B. & A. sand paper being figured at list plus 45 per cent., and B. & A. emery cloth at list plus 37½ per cent. Quotations being made to the trade, figured net, are as follows:

B. & A. Sand Paper—	Reams	Quires
Nos. 3 0 to 0	$ 7.25	$ .39
No. ½	7.70	.42
No. 1	8.70	.47
No. 1½	10.15	.54
No. 2	11.75	.62
No. 2½	13.50	.72
No. 3	15.40	.81
B. & A. Emery Cloth—	**Reams**	**Quires**
Nos. 3/0 to 1/0	$41.25	$2.15
No. ½	42.90	2.25
No. 1	45.05	2.35
No. 1½	47.20	2.50
No. 2	50.20	2.65
No. 2½	54.20	2.85
No. 3	58.45	3.05

10 Per Cent. Advance in Hand, Compass Saws

London, Ont.

HAND, COMPASS SAWS. — New prices issued on Disston hand and compass saws show an advance of 10 per cent. over figures formerly ruling. On the present basis of quoting, hand saws are figured out at following levels: D 8 x 18-inch, $28 per dozen; 20-inch, $30.50 22-inch, $33.25; 24-inch, $36; 26-inch, $37.60. Compass saws are now quoted as follows: No. 2 x 12 inch, $7.35 per dozen; 14-inch, $7.60; No. 4 x 12-inch, $7.10; 14-inch, $7.35.

Brick, Pointing Trowels Move Up

London, Ont.

BRICK, POINTING TROWELS.—Higher levels have been reached on Disston brick trowels and pointing trowels during the week. This is the first change reported for some time and gives some indication of the strength of the markets in manufactured lines containing steel and wood. New prices on brick trowels are: No. 5, London pattern, 10½-inch, $16.20 per dozen; 11-inch, $16.95; 11½-inch, $17.75; No. 10, Philadelphia pattern, 10½-inch, $17.75; 11-inch, $18.50; 11½-inch, $19.25. Disston pointing trowels No. 15 x 5-inch are now quoted at $7.35 per dozen.

Solder Declines; Chain Hooks Up

London, Ont.

SOLDER, CHAIN HOOKS.—The lower prices which have been reached on

pig tin have largely influenced the decline on solder, which has been recorded this week. Half and half solder is now quoted at 53c per pound. Chain hooks, both slide and grab, have been revised upward, the new prices being as follows: Slide hooks, ¼-inch, 13½c each; 5-16-inch, 18½c; ⅜-inch, 24½c; 7-16-inch, 30c. Grab hooks, ¼-inch, 13½c each; 5-16-inch, 18½c; ⅜-inch, 24½c; 7-16-inch, 30c.

Silver Plated Ware; Razors, Cutlery Active

London, Ont.

SILVER - PLATED FLATWARE, RAZORS.—Activity is the keynote of the trade in silver-plated flatware, razors, and in fact all lines of cutlery. Prices are ruling firmly and without change. Rogers 1847 silver-plated flatware, all patterns, being quoted at 40 per cent. discount from list. Safety razors are selling well at maintained prices, the Gem Junior being quoted at $12.50 per dozen; Ever Ready at $10.80; Auto-Strop at $3.75 each; Gillette at $3.75 each. Stocks of pocket cutlery and carvers in cases are badly depleted. Several shipments from England are reported on th way here but there is no indication that these will arrive in time for the holiday trade.

Window Cleaners Higher; Egg Crates, Too

London, Ont.

WINDOW CLEANERS, EGG CRATES —Higher prices are reported on window cleaners or rubbers. Present quotations are: X L C R, metal frame, 10-inch, $2.50 per dozen; 12-inch, $3; 14-inch, $3.25; 16-inch, $3.50. Peerless, wood frame, 10-inch, $2.75; 12-inch, $3.25; 14-inch, $3.50. Egg crates have advanced, reaching very high levels. The Humpty Dumpty now selling at $6.50 per dozen.

Carpenters' Bars Up; Shovels, Scrapers Selling

London, Ont.

CARPENTERS' BARS, SHOVELS, SCRAPERS.—A new price has been named on goose-neck carpenters' bars, which provides for an advance over former levels. The ¾ x 24-inch is now being quoted at $6 per dozen. Good sales of snow shovels, furnace scoops, and sidewalk scrapers are reported. Prices remain firm and unchanged, with stocks in very fair shape to meet demands of the trade. Prices to-day are given as follows:

Snow Shovels—Arctic, japanned, $4.65 doz.; Prince or No. 20, $9.55 doz.; Queen or No. 30, $10.65 doz.; King or No. 40, $12.75 doz.; Moose or No. 50, $15.95 doz.; Wood, No. 116, $5.65 doz.; No. 118, $6.25 doz.; Galvanized, No. 127, $11.00 doz.; No. 128, $12.50 doz.

Furnace Scoops—D Handle and L Handle, $10.65 doz.

Sidewalk scrapers—Fox, $4.00 doz.; Bull Dog, $5.70 doz.

Freeze-proof For Autos Moving; Coasters

London, Ont.

FREEZE PROOF, COASTERS. — A good sale of freeze proof for automobiles is reported at present. Price is unchanged, Johnson's being quoted at $1.40 per package. Coaster wagons are enjoying a good Christmas sale just now and prices have been firmly maintained, the Auto Wheel Coasters being quoted at following levels: No. 00, $22.88 per dozen; No. 01, $45.04; No. 1, $54.34; No. 2, $60.06; No. 3, $66.50; No. 4, $75.79.

Linseed Oil Holds; Turpentine Firm

London, Ont.

LINSEED OIL, TURPENTINE. — Fluctuations in the seed market are still in evidence. Oil prices held without change during the week at figures shown below. Supplies are ample for immediate requirements, though by no means heavy. Turpentine markets in the South after a week, during which the "nothing doing" sign has been hanging out, are again active, and prices show a marked decline. The situation locally has not yet reflected this condition. Quotations are given below:

Linseed Oil—	Raw Gal.	Boiled Gal.
1 to 2 bbls.	$1.77	$1.80
3 to 5 bbls.	1.76	1.79
6 to 9 bbls.	1.74	1.77

Less bbls. add 10c gal.

Turpentine	Per Imp. Gal.
1 bbl. lots	$1.19
2 to 4 bbls.	1.18
5 gal.	1.29

WINNIPEG MARKETS

WINNIPEG, Dec. 5.—Advices for the past week show that markets in general are very firm. Galvanized sheets show a slight reduction, while advances have been named in hand saw handles and Banner poultry netting.

With the lifting of the "flu" ban, Winnipeg business is reported to be fairly brisk. However, many country points are still closed and trade from these points is naturally quiet. Christmas lines, such as cut glass, cutlery, toys, etc., are in good demand, and stocks are reported as well assorted.

Bolts Hold Firm in Steady Market

Winnipeg.

BOLTS.—Prices on all lines of bolts continue to hold firm, there having been no advance since July, 1917, although practically all other iron and steel products have increased. However, as none of the manufacturers are anxious for spring business on to-day's basis some revisions may be expected, unless increased stocks of raw material are available prior to that date. Prices still ruling are given herewith:

Carriage bolts, ⅜ and smaller	5% off list
Carriage bolts, 7 16 and larger	5% on list
Machine bolts, ⅜ and smaller	5% off list
Machine bolts, 7 16 and larger	5% on list
Plow bolts, all sizes	5% on list
Stove bolts, all sizes	50% off list
Shaft bolts, all sizes	5% on list
Tire bolts, all sizes	25% off list
Sleigh shoe bolts, all sizes	5% on list

Hand Saw Handles Revised Upward

Winnipeg.

HAND SAW HANDLES.—Hand saw handles show a slight revision upward during the week due to increased costs and the difficulty experienced in getting materials. Prices now effective are as follows:

Hand saw handles: D8 x 26 inch, $6.85; 24 inch, $5.50; 22 inch, $5.50 doz.

Panel saw handles: D8 x 20 inch, $5.10; 18 inch, $5.10 dozen.

Rip saw handles: D8 x 28 inch, $7.35 dozen.

Galvanized Sheets Show Decline

Winnipeg.

GALVANIZED SHEETS.—With prospects of getting galvanized sheets from the American side in the near future prices have undergone a slight revision, although stocks are still reported to be very low. Prices on black sheets continue firm and no immediate change is looked for. To-day's market prices on both black and galvanized sheets is given herewith:

Galvanized Sheets—10¾ oz., $12.00; 28 Ga., $11.50; 26 Ga., $11.20; 24 Ga., $11.05; 22 Ga., $11.05; 20 Ga., $10.90; 18 Ga., $10.90; 16 Ga., $10.75 100 lbs.

Black Sheets—28 Ga., $9.45; 26 Ga., $9.35; 24 Ga., $9.30; 22 Ga., $9.30; 20 Ga., $9.30; 18 Ga., $9.30; 16 Ga., $9.45; 14 Ga., $9.45; 12 Ga., $9.45; 10 Ga., $9.45 100 lbs.

Poultry Netting Moves Up 25 Per Cent.

Winnipeg.

POULTRY NETTING. — New advanced prices have just been announced covering Banner poultry netting, which moves up approximately 25 per cent. This is attributed to the extreme scarcity of wire, as all mills have been working to capacity on Government orders. To-day's ruling prices are given as follows:

Banner Poultry Netting. 24 inch, $5.30; 36 inch, $6.75; 48 inch, $8; 60 inch, $9.50; 72 inch, $10.80 per roll.

Outlook For Good Sales Game Traps

Winnipeg.

GAME TRAPS. — With the present high prices on furs large sales are expected on traps, and many of the jobbers report a steady movement at present. Prices continue firm at former quotations which are herewith confirmed.

Game Traps—Victor—No. 0, $1.95; No. 1, $2.30; No. 1½, $3.45; No. 2, $4.80; No. 3, $6.40 dozen. H. & N.—No. 1, $3.60; No. 1½, $5.40; No. 2, $7.50; No. 3, $10.00 dozen. Jump—No. 1, $8.10; No. 1½, $4.55; No. 2, $6.70 dozen.

Butts Hold Firm; Light Demand

Winnipeg.

BUTTS.—No change has been recorded in the prices of steel and plated butts for some time past. All lines are reported firm with only a limited demand. The following prices are still in effect:

Butts: No. 241, antique copper or drill brass: 2½ x 2½ inch, 37c; 3 x 3 inch, 39c; 3½ x 3½ inch, 40c; 4 x 4 inch, 52c; 4½ x 4½ inch, 75c; 5 x 5 inch, 94c.

Wrought Steel Butts. No. 840, net list; No. 800, 5 per cent. on list; No. 838, net list; No. 804, 5 per cent. off list.

Linseed Oil Holding Firm

Winnipeg.

LINSEED OIL.—Linseed oil prices remain firm at former quotations despite the fact that reports indicate considerable shortage of flax seed, as precedence is given to wheat shipments at the present time. Should this continue for long it may influence higher prices. To-day's markets are quoted as follows:

Raw Linseed Oil: $2.20 gal.; boiled linseed oil, $2.23 gal., in single barrel lots.

Turpentine Holds at Advances

Winnipeg.

TURPENTINE. — Turpentine prices continue to hold firm on the local markets at levels recently established. Stocks are reported as somewhat low with very little prospect of replenishing them in the immediate future. This is said to be due to the demand in the United States being practically as great as the output and no recession in prices is looked for. Prices now ruling are as given herewith: Barrels, $1.20 gal.; ½ barrels, $1.23 gal.; 5 gal. lots, $1.25 gal.; 1 gal. lots, $1.25 gal., plus the usual extras for containers.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Dec. 5.—Events as to "reconstruction" are moving rather rapidly. Reconstruction work itself is not formidable in character, for it is found to consist chiefly in ceasing to do the things that were being done as war measures, while industry is showing a strong disposition to reconstruct itself.

There is now good reason to suspect that recent talk of reconstruction was indulged in largely for its sentimental effect. For instance, at the outset it was on all hands considered imperative that the War Industries Board should continue to fix iron and steel prices, and there was much talk of the desirability of its fixing minimum prices instead of naming its prices as maximum, as formerly. The idea was that the iron and steel market was clearly booked for a great slump, and needed support for a while. The talk of fixing minimum prices was soon dropped, as it was seen clearly that nothing of the sort could possibly be done. Now there has been such further progress that it seems unlikely that the War Industries Board will set any prices at all. The present limits expire December 31, for they were as usual set to control deliveries to the end of the quarter. The board has intimated that it will fix prices only upon definite request of an industry involved, also that it will do so only in a case of emergency.

Control Relaxing

It looks now as if industry would be fairly well able to reconstruct itself, and that may be the reason why every day there is fresh news of the Government relaxing its control. It is not safe, however, to assume that it is positively settled such is the case. The relaxation of control may be due in part to the War Industries Board recognizing that the continuance of control would be difficult. Thus at the end of November the board ceased the making of allocations, announcing that thereafter the various "purchasing agencies" would make their purchases direct, the War and Navy departments, for instance, as well as the Fleet Corporation, the Railroad Administration and the purchasing commissions of the Allied Governments. Whether the initiative in this move came from the board or the buyers involved is not known. What is clear is that the authority of the board in the matter of prices is greatly reduced. Hitherto when it set maximum prices it made no particular effort to shade the prices, but placed the orders for the various requirements at the maximum limit. In future the condition would be that of the board fixing maximum limits and of the various agencies being free to seek to buy at lower prices than the limits. That they would seek to shade the limits is obvious.

Producers More Confident

Producers are showing more confidence in the price future. They do not expect the market to decline as much as they did a few weeks ago. Some blast furnace interests, though not all, venture to predict that if the pig iron market is left to itself it will advance. They claim that pig iron is stronger than steel, because in the past three years there has been more new construction of steel making capacity than of pig iron making capacity. It is true the steel works were fairly well supplied with pig iron during the war, but the foundries were not taking their usual proportion, and it would perhaps be difficult to find enough pig iron to operate all the steel works and foundries at capacity. Then it is claimed that Great Britain and France want large tonnages of pig iron, 750,000 tons being mentioned in the case of Great Britain.

The Matter of Wages

A question that has been much discussed, in connection with the future of iron and steel prices, is that of wages. It is understood that the Government does not desire to see any wage reductions and so the argument has been made that if the Government wants wage reductions to be avoided it should endeavor to sustain the market. Some criticism has been directed against the Government's policy of going slow in the matter of cancelling contracts for war steel, and what is back of the criticism is undoubtedly a desire to see conditions brought about in which wage reductions might be effected. In the last analysis, however, it is improbable that heavy wage reductions could be made. The steel mills are even now short of labor and the world's real work for the peace period has not begun. Furthermore, the iron and steel industry has in the past depended largely upon immigrant labor, and immigration has been shut off for more than four years, while prospects now are that instead of immigration there will be emigration of some of the foreign born. A great many men have signified their intention of going abroad as soon as they can secure passage. If half as many go as now think they want to go there will be a serious shortage of the class of labor upon which the coke works, blast furnace and steel mills depend. To attract American born labor in sufficient volume to make up the deficit might require further wage advances and the introduction of the eight-hour day. Steel mill labor works chiefly eight, ten and twelve hours, unskilled labor being almost entirely ten and twelve hour. Since the wage advance of last August the standard rate for common labor has been about 42 cents an hour. With the introduction October 1 of "the eight-hour basic day" the ten-hour men get paid for 11 hours and the 12-hour men are paid for 14 hours, receiving time and a half after the eight

(Continued on page 64)

BINDER TWINE PRICES NAMED

Basis for 1919 Determined Upon Shows A Decline of 1½c per Pound—Booking Business has Been Very Good

As HARDWARE AND METAL goes to press, an announcement has been made that binder twine prices for 1919 have been determined on. The new range of quotations provides for a decline of 1½c per pound over 1918 figures. Prices are not usually set until February or March, but as raw material market is down to a point probably as low as it will go to affect the next season's business, there was no reason to hold off naming figures. The new prices are as follows: 500 foot, 22c per pound; 550 foot, 23¾c; 600 foot, 25c; 650 foot, 26½c. Booking business has largely been completed and represents a very satisfactory total. The actual crop of course will determine actual business done, and that is something for the future.

WEEKLY PAINT DEPARTMENT

Put It Up to the Farmer Plainly

Hundreds of Thousands of Dollars' Worth of Costly Machinery Left Unpainted and Unprotected Out in Fields or Under Trees, Through Winter Storms —Big Talking Point For Hardwaremen to Sell Paint

"WHAT would a man say to his wife if she were to leave her $50 sewing machine out over night in a rainstorm? Well, he would do a plenty if she persisted in leaving it out in the weather. Yet the same lord of creation has left his farm machinery standing in the fence corner. Many of these costly tools will stand out unprotected all winter. What should your wife do to you, Mr. Farmer? She should get a rolling pin after you and make you house them now. You can save a ten-dollar bill any day this week by acting on this suggestion."

NEGLECT IS GENERAL

A country editor wrote as above after a short trip through the countryside recently. On every hand he found machinery that in many cases had cost hundreds of dollars, neglected and left for the elements to destroy. The same thing is true all over the Dominion, and the damage that results runs into huge sums.

There is a chance here for the hardwareman to boost his paint sales by impressing upon the farmers the fact that by painting their implements they can protect them from the ravages of the weather. A little paint applied regularly will mean many dollars directly in the pockets of the farmers. It will save machinery, waggons and other costly equipment, and lengthen their life by many years.

POINTS TO EMPHASIZE

Now that the farmer is over his rush of fall work and has time to spare, he can use it most profitably by painting up his implements and equipment. The cost will not be large and the saving will be many times the outlay. Point out to him that trees and fence corners are not good places in which to store machinery during the winter. He would not think of leaving his new automobile out in a snowbank all winter or under a tree. If he did he would find a sad-looking car in the spring. While farm implements are not, perhaps, as highly finished or as classy looking as an auto, they suffer just as severely from the effects of the weather, and their life is shortened by careless handling and neglect. There is no excuse for not painting, and just now, when prices of new equipment are high, a few dollars spent for paint will make the old implements last as well as new. If they are painted regularly every season, and given reasonable care the owner will not have to buy new ones for years.

It is estimated that every winter farm implements and machinery valued at several million dollars are left unpainted and out in fields or under trees. The loss that is sustained in this way runs into large figures and affords the hardwareman an argument for selling paint against which there is no real come-back.

USE THEIR WINDOWS

Some dealers in market towns, where large numbers of farmers come in two or three days a week, have found it pays to drive this fact home by placing a rusty, weather-beaten implement in their window and painting one-half of it. The object lesson is so striking that it needs no explanation. Every farmer who sees the window display can see the difference the paint makes at a glance. If he comes into the store the dealer can impress upon him the lasting qualities of the particular line of paint he handles and the importance of preserving not only his machinery, but his house and barns by painting them regularly.

Paint Is Paint! And So Is—
MOORE'S



All paint looks alike to some dealers, but not to the dealer who handles Moore's Paints.
Moore's Paints, Varnishes and House Colors not only **look good** but possess all the high-class ingredients that go to make up a superior product.
We are proud of our reputation as manufacturers of good paint.



Your customers will find Moore's Paints reliable, 100% efficient, and possessing lasting qualities, not met with elsewhere.
For the dealer they possess

SALABILITY---QUALITY---PROFIT

We have a very attractive agency proposition. Write or wire us to-day for complete information.

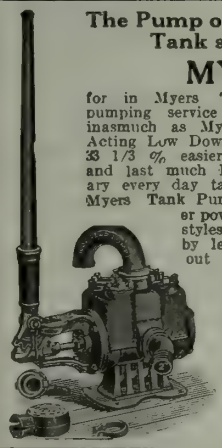
BENJAMIN MOORE & CO., LIMITED
WEST TORONTO

Also manufacturers of Muresco—the famous wall covering.

The Pump on the Threshing Tank should be a

MYERS

for in Myers Tank Pump is found pumping service of exceptional merit inasmuch as Myers Cog Gear Double Acting Low Down Tank Pumps operate 33 1/3 % easier, have larger capacity and last much longer than the ordinary every day tank pump.
Myers Tank Pumps are built for hand or power operation, in several styles, and are distributed by leading jobbers throughout Canada.



It's an easy matter for you to get them quickly, just as it is for you to sell them. Circulars and name of Jobber gladly supplied.

F. E. Myers & Bro.
Ashland, Ohio

Getting Results

A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

MEHASCO

ANOTHER
MEHASCO MESSAGE
No. 19

Dazey Churns

The Dazey makes more butter from a given quantity of cream than any other churn on the market. The butter is better worked and when the churning is completed all the globules are gathered together on the dasher which saves the trouble of gathering them from the buttermilk. The square corners of the dasher produce more agitation, resulting in the butter being churned more quickly The whole churn is easily removed and washed. We have them in glass in three or four quarts, and in steel in two, three, four, six and ten-gallon sizes. We can furnish the six-gallon with power attachment to run with a groove pulley.

Merchants Hardware Specialties, Limited
CALGARY



WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Dec. 5.—Changes this week include a seven cent drop in linseed oil and a firming of the position on turpentine. The latter product is still on a held basis, however. Stocks held are light and many are not offering any nor are they even quoting for future delivery.

The outlook for the coming season is reported satisfactory from all sides and many good orders are in hand for attention at the usual time early in 1919. Already many bookings have been received for insecticides for the coming season and the development of trade for these lines will very probably continue.

Seven Cent Decline For Linseed Oil

Montreal.

LINSEED OIL.—A decline of price has been registered for linseed oil this week totalling seven cents. This makes the bottom price for raw $1.66 in one to four barrel lots, with the usual differentials for larger quantities.

While the future seed market has ruled easier, spot seed is steadier and there is not expected to be much recession from the present position. The outcome of the price basis will devolve a great deal upon the state of transportation. If the export of South American wheat to Europe develops, the relief that will then come to the Canadian transportation lines through an easing of delivery from the West of Canadian grain, may permit better and quicker shipment of seed to this market. With navigation about closed, this movement would have to develop over all rail routes.

LINSEED OIL

Raw, Imp. Gallon—		
1 to 4 bbls.	$1 66	$1 73
5 to 9 bbls.	1 65	1 73
10 to 25 bbls.	1 64	1 73
Boiled, Imp. Gallon—		
1 to 4 bbls	1 68½	1 76
5 to 9 bbls.	1 67½	1 76
10 to 25 bbls.	1 66½	1 76

No Lower Prices For Turpentine

Montreal.

TURPENTINE.—There is still a steady and firm market for turpentine and the tendencies seen just a little hard to determine. Some are selling 5 gallon lots at $1.30 per gallon and there is a general scarcity in this market, with little promise of any improvement. Some of the paint makers who customarily sell have none to offer at the present time and are therefore not quoting.

Turpentine.	Per Imp. Ga.	
1 to 4 barrels	$1 15	$1 20
5 barrels and over	....	....
Small lots	1 21	1 30

(Packages extra)

Putty Moved Well; Quotations Hold

Montreal.

PUTTY.—The movement has been very heavy for some weeks but there is now a cessation of outdoor work to a great extent and the movement will be curtailed. The price basis is unchanged and steady.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Paint Sold Freely; Varnishes Are Firm

Montreal.

PAINTS, VARNISHES.—The mixed paint trade for 1918 has been a large one and the season is now well along to a close. In the matter of spring business, the bookings have been reported as good and the trade in a general way has been very satisfactory. Orders have naturally been somewhat fewer for the past few days and still the orders taken in the early fall total up well and no cancellations have been reported whatever.

Varnishes are still in a firm position and there is still talk of higher prices prevailing ere long.

White Lead in Oil Expected to Hold

Montreal.

WHITE LEAD IN OIL.—While the price of pig lead has declined one cent the market on white lead in oil is not expected to change at this time. This product has been bought well ahead and as showing the position with regard to delivery HARDWARE AND METAL was informed that some orders placed many months ago are only being delivered now. And in spite of the easing of markets in the States, the prices have advanced from $15 to $19 per ton in England.

Local prices are quite unchanged with five ton lots selling on the basis of $17 per 100 lbs.; ton lots at $17.50 and smaller quantities at $17.85.

TORONTO

TORONTO, December 5.—Linseed oil has been revised again, lower levels being reached in some quarters. Turpentine has held without change on the local market, though declines at primary points are shown. Lower pig lead and lower linseed oil have not yet exerted any influence on white lead in oil, but raw materials are sure to determine values eventually on all commodities. Mixed paints for spring are selling freely, some manufacturers looking for a big business year in 1919.

Linseed Oil Again Lower

Toronto.

LINSEED OIL.—A further revision in linseed oil prices has occurred this week with downward tendencies noticeable. The seed market has come down around 11c per bushel, due, it is thought to a probable easing away of the demand now that prospects of shipping by boat are practically nil. Crushers report that movement of seed by boat, on which they now have fairly accurate figures has been very good. Dependence for further supplies in the next few months must be placed on the railroads, and it would seem that there may be delays owing to heavy troop movements which may soon be in progress, along with usual heavy traffic demands during a period of adverse working conditions experienced during the winter. The range of quotations on linseed oil follows:

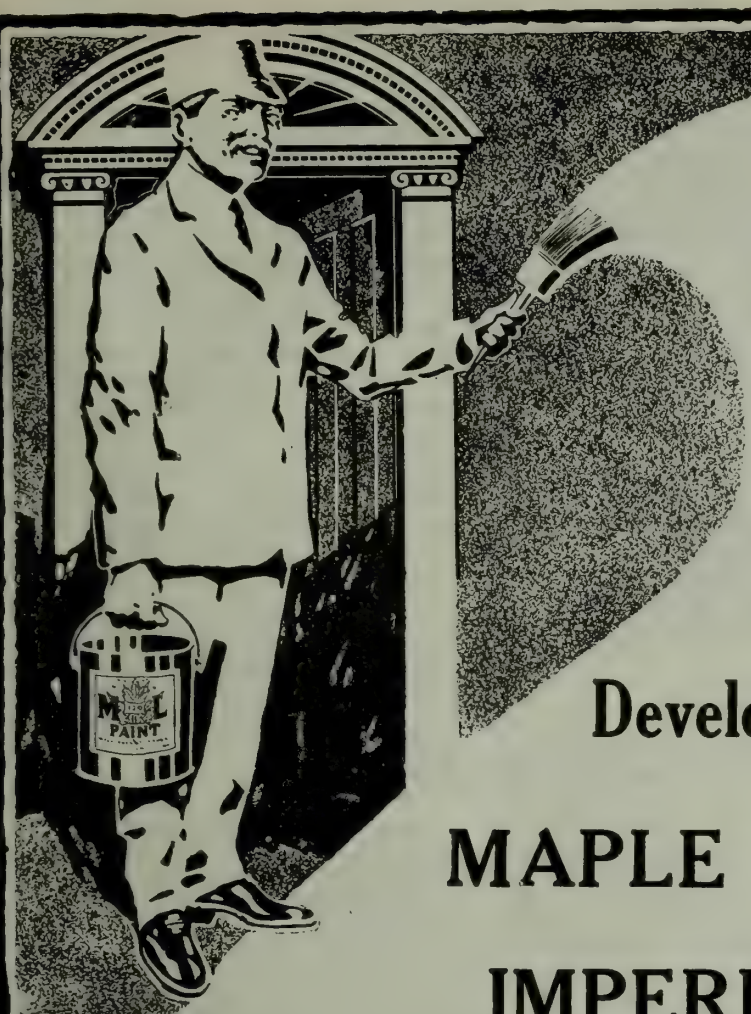
Linseed Oil—	Raw Imp. gal.	
1 to 2 barrels, gal.	$1.68	-$1.77-$1.82
3 to 5 barrels, gal.	1.67	- 1.76- 1.81
	Boiled Imp. gal.	
1 to 2 barrels, gal.	$1.70½	-$1.80-$1.85
3 to 5 barrels, gal.	1.69½	- 1.79- 1.84

Add 10c gallon in smaller quantities.

Local Prices on Turpentine Hold

Toronto.

TURPENTINE.—Locally there is nothing new to report on turpentine. Supplies ample to meet present demands, and there is really very little movement in progress. Primary points show a marked decline this week after a decidedly dull period, some interests who have been holding stocks evidently unloading. The factors which resulted in the recent advances have not been removed or satisfied, and whereas it seems probable that little change may now be expected until after the first of the year, higher prices seem almost sure to come.



M L
QUALITY

Develop Your Farm Trade

with

MAPLE LEAF PAINT

and

IMPERIAL BARN and ELEVATOR PAINT

Upwards of 63% of all farm property is suffering loss and being allowed to show inexcusable neglect on account of not being properly painted with sufficient frequency to keep it in first-class condition.

Not more than 10% of Canadian barns and stock buildings have ever been painted at all.

Paint Dealers of Canada! This condition exists all about you. What are you doing to stop it?

It is a condition that should open your eyes to an opportunity for a greater and more profitable Paint Department.

We Will Help You To Get This Farm Trade

Give us a list of the owners of neglected farm property in your locality and we will co-operate with you in bringing **MAPLE LEAF Paints** and **IMPERIAL BARN** and **ELEVATOR Paints** to their attention.

Figure this possibility in with your plans for Spring business. The farmer is the man who will have the money next Spring.

Get his business; it is to be had and it's worth while.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

Turpentine—	Imp. gal.
1 barrel (barrel included)	$1 15-$1 19
2 to 4 barrels (barrels included)	1 14- 1 18
5 gallon lots	1 25- 1 29

Outlook For Mixed Paints Good

Toronto.

MIXED PAINTS.—The outlook is splendid for spring business according to all manufacturers. The amount of booking orders coming to hand is very encouraging, and preparations for a heavy 1919 trade are well under way. Prices have held firm and unchanged, the various grades being shown in current market quotations.

White Lead in Oil Holds Steady

Toronto.

WHITE LEAD IN OIL.—Steadiness is still the keynote as far as white lead in oil is concerned. A decline in pig lead and declines registered in linseed oil have not yet exerted any influence on the manufactured goods though the price of raw material must be a factor in determining future values. Pure white lead in oil is being quoted at $17.80 per 100 pounds in ton lots, and $18.15 in smaller quantities.

Glass Holds Firm; Putty is Quiet

Toronto.

GLASS, PUTTY.—The undertone to the market on window glass remains firm. Labor is making further demands for wages which will be met and which will have the tendency to at least maintain present levels, if not supersede them with higher prices. Discounts appear in current market quotations. The outlook in putty is unchanged. Oil is lower but no better supplies of whiting are yet in sight. Trade is quiet just now, the demand having fallen off considerably.

WEEKLY MARKET REPORTS

(Continued from page 59)

hours. At 42 cents the 14 hours is $5.88 per day, and an actual eight-hour day might be impossible at a 42-cent rate, which would make only $4.20. It must be accepted as positive, at any rate, that there is not going to be any great reduction in the wage cost of mining ore and making coke, pig iron and steel, except as some reduction occurs through men rendering better service than of late. Steel prices cannot possibly decline to the pre-war level.

The new demand for pig iron and steel is not heavy by any means. It is insistent, but is only for relatively small lots and for early deliveries. The market certainly has not struck its gait yet for there is none of the heavy buying for construction work, for "investment" purposes that is always essential to give the market full support and employ the industry at capacity. Even that part of the Government demand that is to be counted upon for the future is not much in evidence. The Railroad Administration shows no disposition to place orders for rails, cars or locomotives at this time. The Fleet Corporation has suspended some plate contracts, on the ground that the plans are being changed so that fewer small vessels and more large vessels will be built, and new specifications will be filed later against the revised program.

Predictions are of course very hazardous, but the balance of probability seems to be that something like the following will occur:

Present maximum limits for pig iron and steel products, set to cover deliveries through December 31 to continue to be observed, without the War Industries Board taking any action as to the later period; producers to endeavor to have buyers take out as much tonnage as possible of their present commitments, then to reduce prices to a level that will tempt buying as investors get ready to take hold, probably some time in the early spring, new buying being confined meanwhile to the filling of pressing requirements, against which buyers cannot afford to wait. The chief doubt is whether there will be a slump in the market, with a quick recovery, or a gradual settling to a regular trading basis on which the market will sustain itself. It goes without saying that eventually there will be heavy demand; if there is not, 90 or 95 per cent. of the trade is now laboring under a great error.

Too Late For Classification

YOUNG, EXPERIENCED HARDWARE MAN desires position as travelling salesman for manufacturer or wholesale house. Previous road experience and good Western Canada connection. Apply Box 130, Hardware and Metal.

SHOW CARD WRITER'S OUTFIT, CONSISTing of Paasche air brush E2, air tank, hose, seven bottles color, stencils and brushes, $25.00. Apply Box 643, Hardware and Metal.



Among the interesting features of the convention of the Canada Paint Company at Montreal, was the presentation to some 17 employees of twenty-five years standing, and over, of solid gold watches and long service diplomas. A photograph of the long-service employees appears herewith and two of these are now on the pension list of retired employees. Three of those serving the company for over 25 years were unable to be photographed with the others.



A Quality Standard

"Equal to Berry Brothers" is a statement often heard by varnish buyers. This is because the uniform dependability of all their products has caused them to become the standard of comparison.

There is no surer prelude to an artistic and lasting finish on woodwork, walls, floors and ceilings than Berry Brothers' varnishes, enamels and stains.

The wide knowledge of this fact among discriminating buyers makes all products bearing the Berry label easy to sell.

Partial list of distributors of Berry Brothers' products

Revillon, Ltd.	Edmonton, Alta.	Wood, Vallance & Co., Ltd.	Winnipeg, Man.
Marier & Tremblay	Quebec, Que.	Hunter, Henderson Paint Co.	Vancouver, B.C.
Frank A. Gillis Co.	Halifax, N.S.	Dartnell, Ltd.	Montreal, Que.
Sanderson, Pearcy Co., Ltd.	Toronto, Ont.	Lariviere, Inc.	Montreal, Que.
J. H. Ashdown Hdwe. Co.	Calgary, Alta.	L. Levasseur Co., Ltd.	Montreal, Que.
Hudson's Bay Co.	Calgary, Alta.	L. H. Gandry & Co.	Quebec, Que.
Wood, Vallance & Adams	Calgary, Alta.	Moose Jaw Hdwe., Ltd.	Moose Jaw, Sask.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont. (710)

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to $1.15 a lb.

BARS, CLOTHES

No. 4, dozen	$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb. $1.70-$1.90
Cut Lace Leather, lb. $2.00-$2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz.	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net lists.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.

Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lumo Crystal Borax, lb. ...12-14c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 44
Rods, base ½ to 1 in., round	0 41
Tubing, seamless, base	53-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.	45½-50
Copper tubing, iron pipe size, base, ¾ in. up to 3 in.	0 57

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$14,50-$17
30-gal. Standard	14 00

BOARDS (Wash), Zinc

	List Doz.
Pony	$2 25
Improved Globe	4 90
Neptune	4 90
Standard Globe	4 90
Original Globe	5 40
Jubilee	5 50
Newmarket King	5 50
Western King (enamel)	7 00
Beaver (brass)	7 00

List plus 5%. F.O.B. Newmarket.
F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.B.

CHAIN

	Fire Welded Proof Coil Mont'l	Tor'to	Fire Welded Mont'l	Tor'to
3-16 in.	$22.75	$17.00	$.....	$.....
¼ in.	16.75	14.50	21.75	23.70
5-16 in.	14.15	12.50	19.00	18.35
⅜ in.	13.00	11.50	15.90	14.00
7-16 in.	12.75	11.30	15.65	13.80
½ in.	12.50	11.15	15.50	13.65
⅝ in.	12.35	10.95	15.25	13.45
¾ in.	12.25	10.70	15.10	13.20
⅞ in.	12.05	10.60	15.00	13.10
1 in.	11.90	10.50	14.85	13.00

	Electric Welded B.B.	B.B.B.
3-16 in.	$18.00	$19.00 $..... $.....
¼ in.	14.95	16.00 16.20 .....
5-16 in.	12.55	13.50 13.80 .....
⅜ in.	11.35	12.25 12.60 .....
7-16 in.	11.10	12.00 12.35 .....
½ in.	10.95	11.80 12.20 .....
⅝ in.	10.70	11.55 11.95 .....
¾ in.	10.40	11.25 11.65 .....

Montreal and Toronto

	American Proof Coil Chain B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 5, 10%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl. $2.80-$2.95 in car lots; $3.40-$3.50 bbl. in small lots.

Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. Wood Drills, 37½%.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.
St. John, N.B., 20%.

CHOPPERS, FOOD Universal (doz.)

No. 0	$19 25
No. 1	23 30
No. 2	28 35
No. 3	36 45

F.O.B. Montreal, Toronto.

Russwin—

No. 0	$19 20
No. 1	23 40
No. 2	28 20
No. 3	36 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6.85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 65
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER .. ... Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.	$43 50	$43 00
Plain sheets, base, 16 oz. and heavier	48 00	50 00
Copper sheet, tinned, 14x60 in., 14 oz.	49 00	.....
Copper sheet, planished, base 16 oz. and heavier	58 00	50 00
Braziers' in. sheets, 6x4 base	46 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets.	$11 75	$ 9 50
Do., 60 sheets.	.....	9 65

	Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	.....
IX, 20x28 base (nominal)	...
IXX, 20x28 base (nominal)	..
IXXX, 20x28 base (nominal)	

F.O.B. Toronto

Raven and Murex Grades—

IC, 20x28 base, 112 sheets	..
IX, 20x28 base, 112 sheets	..
IXX, 20x28 base, 56 sheets	..
IXXX, 20x28 base, 56 sheets	

(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C. 20x28, 112 sheets $30 00

F.O.B. Toronto.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheets $28 00

F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.

WHY EVERY HARDWARE CAN RECOMMEND THE ARISTOCRAT OF BABBITT METALS

Harris Heavy Pressure and its Advantages



1. **A complete immunity from hot bearings is secured, HARRIS HEAVY PRESSURE** having a lower co-efficient of friction than any other known metal.
2. **A scored journal is impossible,** and if through any failure of lubrication a bearing should run hot, **HARRIS HEAVY PRESSURE,** owing to its special properties, will act as a lubricant, saving the journal from injury and preventing any delay to traffic.
3. It will stand the **heaviest pressures,** always running cool, even under the most trying conditions.
4. It will **wear** from 50 to 100 per cent. **longer** on general machinery bearings than any other Babbitt metal.
5. It effects **a saving in lubrication.**
6. It **preserves the journals,** and materially **increases their life.** A journal after running a short time with **HARRIS HEAVY PRESSURE** attains a perfectly smooth and highly polished surface.
7. It is easily applied and, if properly applied, no abrasive force will remove it.
8. **Its cheapness.** The first cost is moderate. It gives a longer life to the bearings, resulting in a great economy, as the number of renewals is thereby considerably reduced; its specific gravity is low in comparison with other metals; does not deteriorate with re-melting; and these advantages, together with its unequalled anti-friction properties, render it the **cheapest** as well as the **best metal** for all general machinery bearings.

ORDER A BOX FROM OUR NEAREST FACTORY

THE CANADA METAL CO., LIMITED

HAMILTON
MONTREAL
TORONTO
WINNIPEG
VANCOUVER

Write for Babbitt Stand—Sent Free with First Order

Reliability of Our Warranted Pure Linseed Oil

Means Saving



To You

The Canada Linseed Oil Mills, Limited

MONTREAL AND TORONTO

If interested tear out this page and place with letters to be answered.

DOORS,

See Screen Doors.
F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	25-27½%
Black Diamond	25-27½%
Delta Files	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 15-20%; cast bushings, 15-18%; unions, 30%; plugs, 10-15% off list. Net prices: Class B, black, 27-28c lb.; Class C, black, 18-19c lb.; galvanized, Class B, 37-39c lb.; Class C, 27-28c lb.
Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs, and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap	Tee
	Doz. pairs.	
4-inch	$2 70	$2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., $4.80; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 25%.

F.o.b. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $10 50 11 00

HOOKS, GRASS

	English Canadian	Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller Less 20c
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heav yiron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Fetherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight(front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2, and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	$23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2.30-2.40
Mrs. Potts, handles, japanned, doz.	1.50-1.65
Sad irons, common, plain, 3, 4, and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Crescent	0 19
Household	0 19
Standard, 4-12 ft.	0 21
Electrician	0 30
Heavy duty	0 47
Extension	0 35
Perfect, 6 to 10 ft. only	$0 31
Hercules, 4 to 10 ft.	0 33
Hercules, 12 to 14 ft.	0 38
Faultless, 4 to 10 ft. only	0 29
Ontario, 4 to 10 ft. only	0 26
Shelf Lock, 4 to 8 ft. only	21

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Extension Ladders	Per ft.
Up to 32 ft.	0 23
36 to 40 ft.	0 26

F.O.B. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	7 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.z; 6 dozz. cases, 30c doz.

Cold blast, genuine ruby $4.75

F.o.b. Toronto, London, Hamilton, and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$1 90-$2 05
Steel Thumb, No. 3	2 50- 2 75
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	$10 00
Dowswell	10 00
Noiseless	15 50
Hamilton	12 00
Ottawa	10 50
Peerless	10 50
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	107 00
Seafoam, engine drive	49 00
New Idea, electric	134 00
Sunshine	9 50
Popular, No. 1	10 50
Popular No. 2	10 00
Economic	12 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	50 50
Do., do., electric	108 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	55 50
Perfection, engine drive	15 50
Gem	16 50
Winner, plain	13 50
Connor Improved	10 00
Jubilee	9 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.50

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 25
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, doz.	$38 10 39 60
No. 8, doz.	46 40 48 60

MOPS

O-Cedar, doz, net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 00 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	6 90

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	25%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1½ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.50 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.55 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $5.62½.

Sault Ste. Marie, Port Arthur, Fort illiam, $5.55 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.85 base; Toronto, $5.85 base; London, $5.85; Hamilton, $5.85; no equalization of freights.

Roofing Nails—American, large head, keg, $9.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%.



Paints
Stains

Varnishes
Enamels

Profits
from paint sales

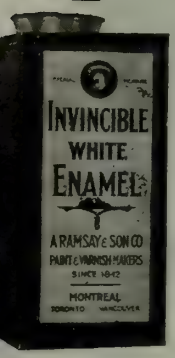
accrue

from repeat orders

The Successful Paint Dealer

began by stocking

Ramsay's





His continued patronage
has made *us* a success.

Let us tell you all about
"The Right Paint to Paint Right"

A. Ramsay & Son Company

Makers of Paints and Varnishes since 1842

Montreal

Revillon Wholesale Limited
Edmonton District
(Distributors)



Vancouver
and
Toronto

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
4	1¾"	10 00

treal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal

3	1⅝"	$20 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Monyards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch...	10 50	36 inch...	$15 00
30 inch...	12 75		

½ inch mesh and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	$10 00- 10 50

F.o.b. Montreal, Toronto

OILS

	Montreal	Toronto
Royalite, gal.	0 19½	0 18½
Palacine, gal.	0 22½	021½
Gasoline, net, gal.	0 34	0 33

	List	Gallon
Black oil (Summer)	0 19½	0 18½
Black oil (Winter)	0 20½0	19½
Imperial Kerosene Tractor	0 55	
Capital cylinder	0 62	0 61
Machine oil, regular grades	33½-42½	32½-41½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 29	0 28

List, less 15% on above.

Polarine Oil, list	0 90	
Polarine Oil, heavy, list	0 90	
Gargoyle Mobiloil, list	1 33	

List, less 25% on above.

Fuel oil, bbls. net	0 14½	0 12½
Fuel oil, tank cars, net	0 13	0 11

OLD MATERIALS
See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 62- 0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 77- 0 83
Surprise Fibre	0 67- 0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	0 15
Carpet Felt, 16 oz., per 10 lbs.	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—	
5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50
Rock—	
7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 37

Standard Buttweld

Per 100 feet.

	Steel Blk.	Gal.	Gen. Wrot. Iron Blk.	Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	$.....
¼ in.	5 22	7 35	5 52	7 65
⅜ in.	5 22	7 35	5 52	7 65
½ in.	6 63	8 20	7 06	8 71
¾ in.	8 40	10 52	8 97	11 09
1 in.	12 41	15 56	13 26	16 41
1¼ in.	16 79	21 05	17 94	22 20
1½ in.	20 08	25 16	21 45	26 54
2 in.	27 01	33 86	28 86	35 71
2½ in.	43 29	54 11	.....	.....
3 in.	56 51	70 76	.....	.....
3½ in	71 76	88 78	.....	.....
4 in.	85 02	105 19	.....	.....

Standard Lapweld

	Steel Blk.	Gal.	Gen. Wrot. Iron Blk.	Gal.
2 in.	$31 82	$38 30	$33 70	$40 20
2½ in.	47 97	58 21	50 90	61 10
3 in.	62 73	76 12	66 66	79 90
3½ in.	78 20	96 14	82 80	100 00
4 in.	92 65	114 00	98 10	119 00
4½ in.	112 00	137 00	125 00	149 00
5 in.	130 00	159 00	145 00	174 00
6 in.	169 00	206 00	188 00	226 00
7 in.	219 00	268 00	243 00	292 00
8 L in.	230 00	281 00	255 00	306 00
8 in.	265 00	324 00	294 00	353 00
9 in.	317 00	388 00	.....	.....
10L in.	294 00	360 00	326 00	392 00
10 in.	379 00	464 00	420 00	505 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

List plus 15%.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD
See weekly report

PIPE (SOIL)

Medium and extra heavy pipe, 2 to 6 inch	15%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	Net list

F.O.B. Toronto, Montreal

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 40
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Black Diamond tarred felt	4 10
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal. in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Italian rope basis	On application
Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	75 77½
¼-in. and up	74 76¼

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 25 to 45% on list.

B. & A. emery cloth, 25 to 37½% n list.

B. & A. sandpaper in rolls .... per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 5%: Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	15 50

F.o.b. Toronto, London.

SCREEN DOORS

Kasement, No. 1, 2 ft. 8 in., $28.80; 2 ft. 10 in., $30.00; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS

	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	87½
Wood, R. H., brass	82½
Wood, O. H., brass	82½
Wood, F. H., bronze	87½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK
See Montreal and Toronto report

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs
10¾ oz.	$11 00
U.S. 28	10 70
U.S. 26	10 0
22 and 24	10 25
18 and 20	10 10
16	9 95
	9 85

$12 00
11 70
11 40
11 25
11 10
10 95
10 85

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge. $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 9 85
16 gauge	11 20	9 95
18-20 gauge	11 20	10 10
22-24 gauge	11 40	10 25
26 gauge	11 60	10 40
28 gauge	11 90	10 70
10¾ ozs.	12 25	11 00

Add 25c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55		$12 55
18-20	12 55		12 55
22-24	12 25		12 25
26	12 25		12 25
28	13 00		13 00

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES

	Per sq
Standard galvanized	$11 00
Shipping weight, 90 lbs.	
Standard painted	8 50
Shipping weight, 80 lbs.	

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$9 25
Standard painted	7 50

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64½ lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR
See Weekly Report.

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount 25% off list.

Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto.

Ottawa

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.

Freight allowed on shipments of 24 heaters.

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

Alex. McArthur & Co., Ltd.

TRADE MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND

TARRED FELTS

and SHEATHINGS

Made at our own Paper Mills.

SAVE COAL

BY USING

BUILDING PAPER

The Rush for Skates

will soon be on now. The dealer who makes the sales will be the one who has the stock.

Have you plenty of

Automobile SKATES

Your best customers will be asking for them. All orders filled promptly.

Canada Cycle & Motor Co.

LIMITED

Montreal, Toronto WESTON Winnipeg, Vancouver

A Complete Line of DOUGALL VARNISH

will mean bigger and better business for you. There is a separate and distinct varnish for every purpose. Each fully guaranteed by us to be the best for the purpose indicated.

We have a splendid proposition for the dealer and will gladly mail details upon request.

The Dougall Varnish Co., Ltd. Montreal

"The Varnish that lasts longest"

QUALITY DOUGALL VARNISHES FIRST

If interested tear out this page and place with letters to be answered.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	....
Hollow Back Scoops	25 and 25	....	25 and 25
Sand Shovels	25 and 25	....	25 and 25
Hollow Back Shovels	25 and 25	....	25 and 25
Hollow Back Coal Shovels	25 and 25	....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing	$51 00
Boudoir, Nic., Cyco B.B.	48 00
Club, Jap. Cyco Bearing	108 00
Champion, Nickeled Fittings	43 00
Champion, Japanned Fittings	36 00
Elite, Nic., Cyco B.B.	54 00
Grand, Nic., Cyco B.B.	64 00
Grand, Jap., Cyco B.B.	57 00
Grand Rapids, Nic., Cyco B.B.	48 00
Grand Rapids, Jap., Cyco B.B	41 00
Parlor Queen, Nic., Cyco, B.B.	54 00
Princess, Nic., Cyco B.B.	49 00
Standard, Nickeled Fittings	45 00
Standard, Japanned Fittings	38 00
Universal, Nic., Cyco Bearing	46 00
Universal, Jap., Cyco Bearing	39 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	$108 00
Household, Jap.	96 00
Superba, Nic.	126 00

F.o.b. factory Niagara Falls, Ont., Also stocked by jobbers.

SWEEPERS. (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b Toronto, Hamilton, London.

TACKS

	Discount
Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917—Net list.	
List of Capped Goods adopted Jan. 1. 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount. F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List plus 15%	

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

	Doz. with chain
Victor, No. 1	$2 60
Jump, No. 1	3 45
Hawley & Norton, No. 1	4 05
Newhouse, No. 1	5 55

F.o.b. Toronto, London, Hamilton Montreal.

TWINE (BINDER)

	Per lb.
500 ft.	$0 23½
550 ft.	0 25¼
600 ft.	0 26½
650 ft.	0 28

In 5-ton lots ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilten, London

TWINE (COTTON)

3-ply wrapping, lb. 75-77-80¾

4-ply, wrapping, lb. 79-81¼-85

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES

	%
Ground work	40
Compression work, standard	45
High grade	41
Cushion work	40
Fuller work, standard	43
High grade	36
Basin cocks, No. 0 Standard	38
High grade	38
Bath cocks	48
Flatway stop and waste cocks, standard	47
High grade	45
Roundway stop and waste cocks, standard	45
High grade	45
Brass steam cocks, standard.	10% advance on list
Radiator valves, standard	10
D., removable seat	Net list
Patent quick opening valves.	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc.	5% advance on list

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 40-10%.

Colonial, 27½%.

Imperial Ware, 27½%.

Pearl, 27½%.

Premier, net list.

Canada Ware, net list.

Diamond, net list. White Ware, 45%

Japanned Ware, list plus 30%.

Japanned Ware, White, list, plus 40%.

Plain and Jap Sprinklers, list plus 30%.

Barb $6.75

Stamped Ware, plain, 45%.

Stamped Ware, retinned, 40%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 45%.

Tinners' Trimmings, retinned, 40%.

Tinners' Trimmings, general, list plus 20%.

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 70%.

Sheet Iron Ware, list, plus 20%.

Pieced Ware, ordinary, list, plus 50%. Fry Pans, 40%.

Spiders, steel, net list; cast iron, 10%.

Fire Shovels, Japanned, list, plus 20%.

Steel Sinks, painted, list plus 25%.

Steel Sinks, galvanized, list plus 25%.

Light Galv. Pails and Tubs, list plus 30%.

Heavy Galv. Pails and Tubs, list, plus 20%.

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 40%.

Galv. Coal Hods, list, plus 50%.

Paper Lined Boards, 30 and 10%.

Wood Lined Boards, 30%.

Stove Pipe, patent, per 100, 6 in., $22.38; 7 in., $23.87.

Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.

Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...

Stove Pipe Thimbles, 45%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼-in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.20; ⅞ in., $18.20; 15-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 33 1-3 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.35
Section, ½ lb. per 100 lbs.	5.50- 5.85	5.50	6.00
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	4.25

WHEELBARROWS

Navvy, steel wheel, doz.	$58 20
Garden, steel wheel, doz.	67 20
Light garden, doz.	64.20

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire Per 100 lbs

No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	9 00
No. 19	9 50

Hay Wire in Coils

No. 13	6 85
No. 14	7 00
No. 15	7 20
No. 16	7 45

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra: No. 11, 12c: No. 12, 30c: No. 13, 30c: No. 14, 40c: No. 15, 55c: No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire 10c: spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c: 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

List of extras in 100-lb. lots, net

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 10

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

No. 9 pl. galv.	5.35- 6.75
No. 12 pl. galv.	5.50- 6.15
No 13 pl. galv.	6.00- 6.25
No. 9 coil sp.	5.50- 6.00
No. 12 coil sp.	5.80- 6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright	$5 75
Fence staples, galvanized	6 50

In 25-lb. boxes add 50c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list	$12 00

Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus	10%
Brass wire, 3 to 24 gauge, add	40%
25 to 36 gauge, add	25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	$3 25
In 50-ft rolls	3 30
Galvanized, per 100 sq. ft. in 100 ft. rolls	4 75 5 50
Bronze, sq. ft.	0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$15 60	18 in.	$35 00
10 in.	17 40	24 in.	50 60
14 in.	24 45		

Coes—	Doz. net		Doz. net
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		

Stillson—	Each	Doz. net
6 in.	$1 20	$14 00
8in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 35	50 60
36 in.	....	94 20
48 in.	....	139 20



Business Brightens When Jamieson's Arrives!

Sales are made easier when you give your customer, client and friends what is Best for his needs.

Get our line on your shelves quickly. They'll need our paint to-morrow.

There will be more paint sold in your locality if you stock "Jamieson's."

A post card will bring a paint and varnish proposition—profitable to you.

R. C. Jamieson & Co., Limited

Calgary Montreal Vancouver

Owning and Operating P. D. Dods & Co., Limited

If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID

Bronzing liquid, No. 1.$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	14-16

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 25
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100 lb. k..	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k..	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs..	0 06½
White ochre, 100 lb. kegs..	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	3½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs	7-8c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—

Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5 lb. irons	0 20

F.o.b. Montreal, Toronto.

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs	$28 00
Case No. 8—100 ½-lb. pkgs	31 00
Case No. 9—200 ¼-lb. pkgs	38 00

Discount.

French medal (prices withdrawn)	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	24

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20-25%.
Sheet glass, 5-10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 10 0lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure	$17 50	$17 80
Crown Diamond	17 50	17 80
Crown, pure	17 50	17 80
Green Seal	17 50	17 80
Ramsay's Pure	17 50	17 80
Moore's Pure	17 50	17 80
Tiger, Pure	17 50	17 80
O.P.W. Dec. Pure	17 50	17 80
Red Seal	17 50	17 80
Decorators' Pure	17 50	17 80
O.P.W. English	17 70	18 00
Elephant Genuine	18 00	18 30

B.B. Genuine lead, less than tons, $19.70, Toronto; $19.40, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00
Genuine, 100-pound kegs, per cwt.	14 75
Less quantity	16 00

$14 50
15 50
17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Pound	Pound
Barrels, 600 lbs.	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $8.40; white, 5-lb. packages, $7.80.
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 40
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 30
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 05
Moore's House Colors, colors	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 25
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 30
O.P.W. Flat Wall, white	3 30
O.P.W. Flat Wall, colors	3 10
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white	4 30
Martin-Senour, 100%, colors	4 05
Martin-Senour, Porch aint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams Floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros. H.S., colors	4 05
Lowe Bros. Hard Drying Floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	C.P. Berger's and Munro's Per lb.	
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250		
In 50 lb. and 100 lb. drums	0 61¼	0 62
In 25 lb. drums	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY	Montreal Standard	Toronto Less than tons
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk, 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c, Hamilton 30c London and Windsor 40c per 100 lbs over Montreal quotations.

ROSIN	
Barrels, 100 lbs.	$6 90
Less, per lb.	0 08

SHELLAC		
Pure White, gal.	5 15	
Pure Orange, gal.	4 75	
Gum Shellac, TN, 74-76c lb.: finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.		

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	3 95
O.P.W. Presto	3 60
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.45
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 20
Everlastic, Depend-on and Maritime Spar subject to discount of	40%
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 65
Sun Varnish	2 60
Sun Spar	4 63
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	2 65
Jasperite Pale Hard Oil	1 90
Jasperite Indestructo Floor Finish	2 65
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 86
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 47
Rexspar	4 62
Sear-Not	3 34
Kyanize Spar	4 95
Kyanize Cabinet Rubbing	3 85
Kyanize Interior	3 85
Luxeberry light	3 30
Luxeberry granite	3 52
Luxeberry spar	4 95
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21

WHITE	
XXX	0 20
XX	0 18
X	0 17
XC	0 16
Japanese	0 15
XXX Extra	0 21
X Grand	0 19½
XLCR	0 18½
X Empire	0 17½
X Press	0 16

COLORED	
No. 5	15
No. 1	14
No. 7	13
No. 1A	11½
No. 1B	10½
Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	10½

Above lines subject to trade discount for quantity.

WAX	Per lb.
WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 35
Old English	0 53 0 62
Johnsons	0 57 0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls	$2 50

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls.	$3 00
WOOD ALCOHOL	per gal.
In five gallons	$1.80-$1.98
In barrels	1.76

$4 extra for barrels
F.o.b Montreal, Toronto, London.

Lowe Brothers Paints

You Can Count on New Customers With Our Line of Goods



Lowe Brothers LIMITED TORONTO

THE little Blue Flag sign outside your store will guide them to you. From the moment you accept the agency for Lowe Brothers' Paints you begin to notice an increase in your paint sales.

You begin to receive direct benefit from our great advertising campaigns—from our selling service—direct distribution of advertising matter and free promotion work.

Are you prepared to handle a big paint trade this coming winter and spring?

Ask us about the advantages to you of Lowe Brothers' agency.

Dayton Boston New York Chicago Kansas City

RED S BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 27c per lb.; clip horn, 28c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Dougle Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.50 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. 27% extra.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.65 per lb.; cut, $1.85 per lb.; rawhide, sides, $1.60; cut, $1.80.

Blue Stone (Vitriol), 12c a.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 20%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil,: 3-16 in., $18.40; ¼, $16.00; 5-16 in., $13.60; ⅜, $12.40; 7-16, $12.20; ½, $12.00; 9-16, $12.00; ⅝, $11.75; ¾, $11.50; 1 in., $11.25; Logging, 5-16 in., $15.40; ⅜, $14.20; ½, $13.80; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 75c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks

8, 9, 10	76 lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. bbls., 30c lb.; 100-lb. bbls, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

er 100 lbs., $3.25.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 10% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.	$12 00	
28 Am. or 26 Eng.	11 50	
26 Am. or 26 Eng.	11 20	
24	11 05	
22	11 05	
18 and 20	10 90	
16 Am.	10 75	

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 10
Mrs. Pott's No. 50, set	2 25

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 60
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $15.40.

LEAD WASTE, $16.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 30
3	2 95
4	5 25
Barn Door	
5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 65
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.80 base; Winnipeg, $6.25 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $5.30; 36 in., $6.75; 48 in., $8.00; 60 in., $9.50; 72 in., $10.80.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 51½c; Prairie Harvester oil, 52c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.40; Silkstone, $3.40; Stephens' Barn Paint, $1.85.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)



Wa-Ko-Ver Stain and Your Profits ---There's a Connection!

Wa-Ko-Ver Stain, once sold, is sure to STAY sold.

Once the necessity of a good stain is determined, it is up to you to see that your customer is supplied with a reliable line—a line that will not make a dissatisfied customer for *you*.

Eliminate guesswork—sell Stephens' Wa-Ko-Ver, the stain with a reputation for freshening worn floors, scratched woodwork, etc.—the guaranteed stain that beautifies and wears so wonderfully. You'll find it more profitable *in the long run*.

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG - - AND - - CALGARY

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 00	$ 8 35
⅜ inch	6 05	8 45
½ inch	7 85	9 60
¾ inch	9 95	12 30
1 inch	14 70	18 20
1¼ inch	20 00	24 70
1½ inch	23 75	29 35
2 inch	32 00	39 50
2½ inch	51 25	63 15
3 inch	66 20	82 60
3½ inch	86 85	.....
4 inch	103 00	.....
4½ inch	118 50	.....
5 inch	138 00	.....
6 inch	179 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $11; full polished $12.50; 18 x 24, half polished, $11; full polished, $12.50; 20 x 28, half polished, $11; full polished, $12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½ x 14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39¾c base; British Manila, 33¾c base; lath yarn, 28¼c base; African hemp, 33¾c base; cotton rope ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0 ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—	
No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$111 00
Household, Jap.	99 00
Superba, Nic.	129 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 30
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 55 to 56.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $6.05 at Fort William, $6.45 Winnipeg; galvanized staples, $6.85 Fort William, $7.25 Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $8.00 base, other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $8.50; ¾ in., $8.75; ¾ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE—

20 x 28 I.C.	$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.C.	40 00
Terne plates	24 00

TRAPS, GAME—

Doz.	Victor	H.& N.	Jump
No. 0	$1 05	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 0% discount.

Premier, Canada, Diamond, plus 12½%.

Whiteware, 40% discount.

Japanned Ware, list, plus 40%.

Japanned Ware, white, list, plus 50%.

Japanned Sprinklers, list, plus 40%.

Stamped Ware, plain, 40% discount.

Stamped Ware, ret'd, 33 1/3% discount.

Pieced Tinware, ordinary, list, plus 65%.

Pieced Tinware, copper bottoms, list, plus 85%.

Sheet Iron Ware, list, plus 30%.

Light Galv'd Pails and Tubs, list, plus 40%.

Heavy Galv'd Pails and Tubs, plus 30%.

Jap. Coal Hods, list, plus 50%.

Galv'd Coal Hods, list, plus 60%.

WASHERS—

Iron, small lots, 33% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $18.40; less than ton lots, $18.75.

WIRE, BARB—

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William $5.10 Winnipeg; Baker, 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized. Ft. William, No. 9, $5.65; No. 12 $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William. Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 7 00
8 in.	8 40
10 in.	9 80
12 in.	12 60
15 in.	16 80
Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$ 1 10
8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45
Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

	Dozen	
Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz.; Reliance, $73.70 per doz.; Emperor, $105.90. Royal Canadian, $57.95 per doz.



KWIK-LOK

Ignition Lock for Four-Ninety Chevrolet Cars

is one of the simplest and most effective ignition locks on the market for the Four-Ninety. It is permanently and easily attached to the car and offers no possibility of loss or misplacement. One simple operation is required to lock. The lock is attached to the dash in such a position that the bow of the lock encloses the ignition button. When unlocked with bow up the button is free to be pulled out for starting. To lock, it is necessary only to press down the bow, not using the key, which is required only in unlocking.

GREAT WEST ELECTRIC CO., LIMITED

WINNIPEG

Distributors of Laco Tungsten and Nitro Lamps



Gregg Plow Eveners Pull Big Business

Gregg Plow Eveners, like Gregg Wagon Sets, Neck-yokes and Hitches, are built for service. They are guaranteed against defective materials and workmanship.

Send for copy of catalogue describing our full line.

Any jobber in the Canadian West can supply you with Gregg Goods.

Gregg Mfg. Co., Limited

WINNIPEG

THE BUYERS' GUIDE

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Great West Electric Co., Ltd., Winnipeg, Man.
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Homer & Wilson, Hamilton, Ont.
W. W. Hicks, Winnipeg, Man.
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Line, Kimball Co., Moose Jaw, Sask.
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North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Prairie Motor Sales Co., Moose Jaw, Sask.
Rock Island Mfg. Co., Chicago, Ill.
The Royal Canadian Specialties, Hamilton, Ont.
C. A. Shaler Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Samuel Trees & Co., Toronto.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinsinger, Bruce & Co., Niagara Falls, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties Co., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Carriage Factories, Ltd., Brockville, Ont.
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Automobile Parts
McKinnon Industries, Ltd., St. Catharines, Ont.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe & Tool Co. St. Catharines.
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Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Liners
J. N. Warmington & Co., Montreal, Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Batteries, Flashlight
Usona Mfg. Co., Inc., Toledo, Ohio.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
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Brake Lining
Thermoid Rubber Co., Trenton, N.J.
Haddow Brokerage Co., Montreal, Que.

Brass Goods
Haddow Brokerage Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Bolts and Nuts
Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boiler Tubes
Baines & Peckover, Toronto.

Bolts, Eye
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Butchers' Tools
Haddow Brokerage Co., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

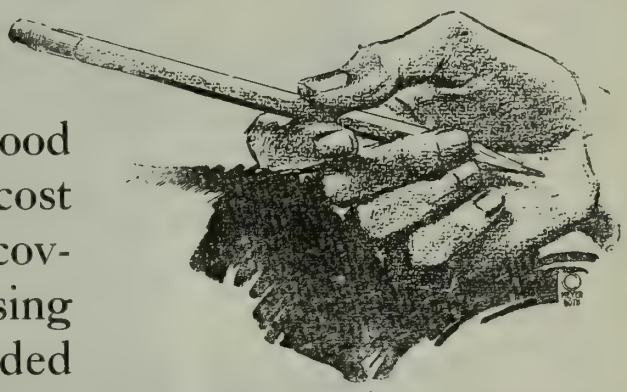
Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.



A Blended White that pays good profits



Many Dealers are making a good profit on White despite the high cost of White Lead. They have discovered a good thing and are passing it on to their customers—a Blended White that does everything White Lead will do, but costs a great deal less.

Pure Superba White

is an excellent paste white made from pure carbonate of lead, barium sulphate and zinc oxide, ground to an extreme degree of fineness in pure refined linseed oil.

If you wish information on any of these products, mark with an X.

- **Pure Superba White**
- **Crown Diamond Liquid Paints**
- **Munns' Wall Size**
- **Crown Diamond Pure White Lead**
- **Lucas Imperial French Greens**
- **Lucas Dry Colors**

Pure Superba White is *very* white, and *stays* white. It will not blacken, turn yellow, crack, peel or blister. It is used and recommended by the best master painters.

Write your name and address on this advertisement and mail for full information.

DISTRIBUTORS:

Stewart & Wood, Limited, Toronto.
W. B. Dalton & Son, Limited, Kingston, Ont.
Robertson, Foster & Smith, Limited, St. John, N.B.
Crowell Bros., Limited, Halifax, N.S.

McARTHUR, IRWIN, LIMITED

Established 1842 MONTREAL



If any advertisement interests you, tear it out now and place with letters to be answered.

THE BUYERS' GUIDE

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Blowers, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Canoes
Canadian Canoe Co., Peterboro, Ont.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville
The Toronto Lock Mfg. Co., Toronto, Ont.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpenters' Tools
Haddow Brokerage Co., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto

Ceilings and Walls, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary,
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clocks
Western Clock Co., La Salle, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
American Shearer Mfg. Co., Nashan, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Wringers
Canadian Woodenware Co., St. Thomas, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Concrete, Reinforcing Steel
Baines & Peckover, Toronto.

Conductor Pipe, Hooks, Heads, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

Connecting Rods
Williams & Co., J. H., Brooklyn, N.Y.

Coopers' Tools
Haddow Brokerage Co., Montreal, Que.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corner Bead, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cornices, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Cultivators
C. S. Nercross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Clyde Cutlery Co., Clyde, N.Y.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
J. Wiss & Sons, Newark, N.J.
Wilkinson Sword Co.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Diaphragms Rubber

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.

Doors, Screen
Kasement Skreene Dore Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Doors, Fireproof, Metal
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
The Toronto Lock Mfg. Co., Toronto, Ont.

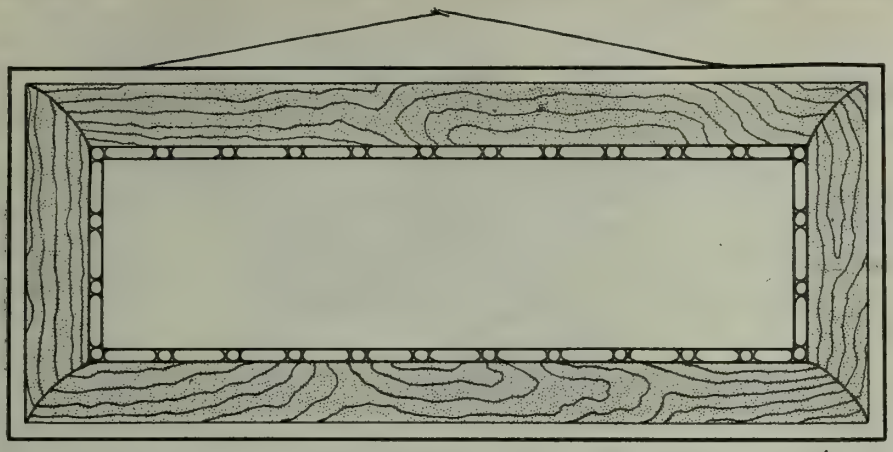
Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drills, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.



This is a picture of the bristles shed by a



There aren't any!

It isn't only that Rubberset Brushes *don't* shed their bristles. They *can't!*

The bristles are embedded in soft rubber which is then vulcanized so that bristles and rubber are one inseparable unit—the grip is *everlasting.*

Bristles will wear out, of course, in time. But Rubberset bristles never come out—never shed—never work loose.

That is why we can guarantee absolutely that "Rubberset Brushes will make good—or *we will!*"

Are these not the kind of goods you want to sell in your store?

Isn't it a good thing for your business to sell brushes that in every case give satisfactory service?

And the wide range of Rubbersets brings the buyer of one style brush back for other members of the same sturdy family.

You cannot handle any line of goods which will sell with less effort—give greater satisfaction to your customers than Rubberset Brushes.



RUBBERSET CO., LIMITED

FACTORY **Sullivan Street** **TORONTO**

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Factory Products Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man
Toronto Lock Mfg. Co., Toronto.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Superior Electrics, Ltd., Pembroke, Ont.
Usona Mfg. Co., Toledo, Ohio.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass
British America Paint Co., Ltd., Victoria, B.C.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.
E. T. Wright Co., Hamilton, Can.

Engines
Cushman Motor Works, Ltd., Winnipeg, Man

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man
McKinnon Industries, Ltd., St. Catharines, Ont.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garanoque, Ont

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng

Fanning Mills
Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Fibre Ware
E. B. Eddy Co., Hull, Que.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Flag Holders
International Sales Co., Winnipeg, Man.

Flashings, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto

Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary,

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forges, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Fixtures, Store
Milbradt Mfg. Co., St. Louis, Mo.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler Ont
Merchants Hardware Specialties, Ltd., Calgary,
Record Fdry. & Machine Co., Ltd., Moncton, N.B.
Saunders & Co., Montreal, Que.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metallic Roofing Co., Ltd., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

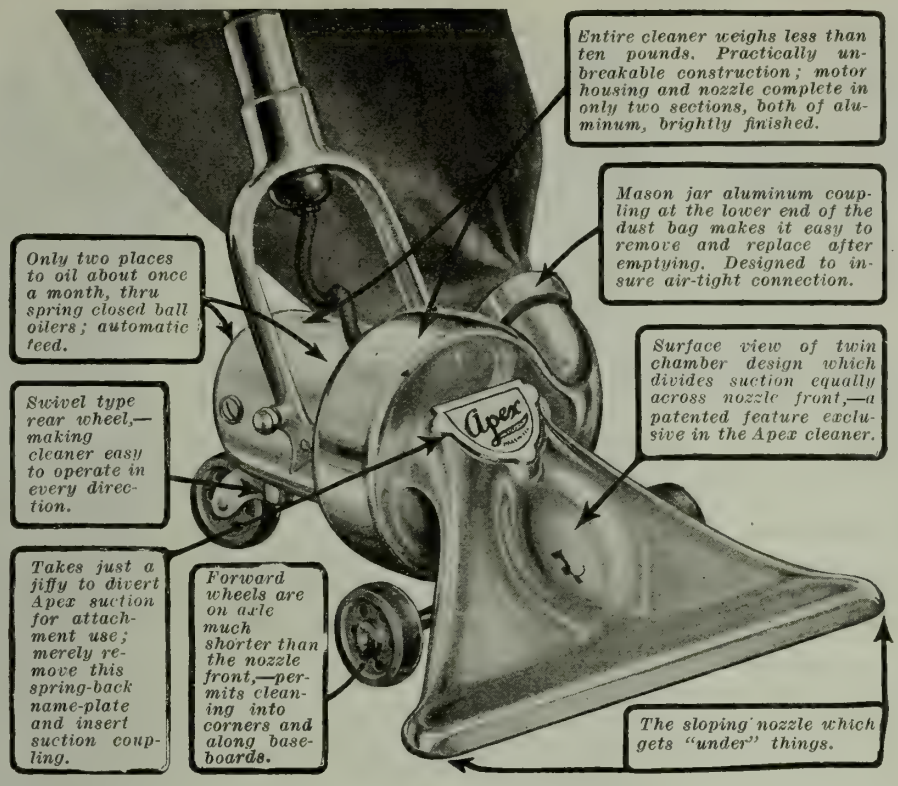
Galvanized Pipe
Canada Metal Co., Ltd. Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.



A Vacuum Cleaner You Will Be Proud To Sell

No invention of recent years is meeting with such popularity as the electric vacuum cleaner. It is being introduced fast into modern homes everywhere because it is not only a wonderful labor-saver—doing away with the old insanitary broom with its hard toil—but a health-producer as well, for with dust and dirt it carries off germs from carpets, rugs, furniture, curtains and floors. This immense market is just beginning. It promises to be a rich field for any merchant to exploit. *Now* is the time to get into it. You cannot afford to delay a single day.

But in selecting the vacuum cleaner you will sell it is important to choose one the efficiency of which has been *absolutely proven*, one which not only sells readily but *stays sold* and brings more customers on the recommendation of delighted users.

The "APEX" meets these conditions absolutely. It is in constant use in over 50,000 homes in the United States and Canada and possesses the very highest reputation. One of its many strong features is its remarkable sloping nozzle, slender and powerful, which pokes under radiators, low furniture and tables and gets close up to wainscotting and into all out-of-the-way places. Its suction is powerful enough to remove all dust and lint from the *surface* of the carpet and from *underneath* the carpet. It is easy to sell because its efficiency is at once apparent.

The Apex ELECTRIC SUCTION CLEANER

We cannot tell you all the story here, but if you are interested, write us at once and we will be glad to give you full particulars. You may rest assured that if you sell the "APEX" you will dominate the vacuum cleaner market in your town. It is the best machine for cleaning, best for selling, best for profits.

Secure the agency at once—you are still in time to get a share of the Christmas trade.

McDONALD & WILLSON, Limited

Makers of the "TROJAN" Electric Washer, Lighting Fixtures, Etc.

347 YONGE STREET, TORONTO, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

THE BUYERS' GUIDE

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
J. H. Williams & Co., Brooklyn, N.Y.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
Dominion Glue & Emery Co., Montreal, Que.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Granary Lining
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Gloves
American Pad & Textile Co., Ltd., Chatham, Ont.
Hamilton-Carhartt Co., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Halters
Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Barn Door
Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Lewis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hardware Fixtures
Duluth Show Case Co., Duluth, Minn.

Hardware Shelving
Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville
Haddow Brokerage Co., Montreal, Que.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Superior Electrics, Ltd., Pembroke, Ont.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.

Hues
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Nails
C. Kloepper, Limited, Toronto, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hubs for Ford Cars
McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Ingersoll Watches
R. H. Ingersoll & Bro., Montreal, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron and Steel, Structural
Baines & Peckover, Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.



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DIFFERENT MANUFACTURERS

— OF —

SET IN RUBBER BRUSHES

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TRADE SIMMS SET IN RUBBER MARK



DON'T BE FOOLED BY THE TERM "SET IN RUBBER"

IF A BUNDLE OF STRAW WERE SET IN RUBBER YOU WOULD HARDLY CARE TO LATHER YOUR FACE WITH IT

The making of good Brushes is a complicated art, of which the setting in rubber, however difficult to do well, is but a minor part.

First comes the development of the skilled labor, used for the many different operations, in which years and years of careful training is required; then the accumulated experience of years in the selection of the proper materials; then the blending of these materials in a way to suit the many special needs of the brush-user and the treating and preparing of these materials, and finally the product,

"BETTER BRUSHES"

They are necessarily "Set in Rubber," but so also are the poorer kinds. Protect yourself and your customer by buying

TRADE SIMMS SET IN RUBBER MARK

THE BRUSHES THAT ARE BUILT ON A *QUALITY* BASIS

T. S. SIMMS & COMPANY, LIMITED

Builders of "BETTER BRUSHES"

ST. JOHN (FAIRVILLE), N.B., CANADA

THE BUYERS' GUIDE

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extention, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
Evan L. Reed Mfg. Co., Sterling, Ill.

Lath, Metallic
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
Basters Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Churton & Taylor, Toronto.
North American Hardware Co., Ltd., Montreal,

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal,

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal
Vivid Electric Lamp Co., Toronto.

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lath, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.
Lumber Products Ltd., Winnipeg, Man.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Leather Belting and Soles
Beardmore & Co., Toronto.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.
Toronto Lock Mfg Co., Toronto, Ont.

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Mantles, Gas
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Expanded
Baines & Peckover, Toronto, Ont.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mica
A. G. Martin, Ottawa, Ont.
Mica Co. of Canada, Ltd., Hull, Que.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.
Toronto Lock Mfg. Co., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Tarbox Bros., Toronto, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Que.
Ford Motor Co., Ford Ont.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Oakum
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville.

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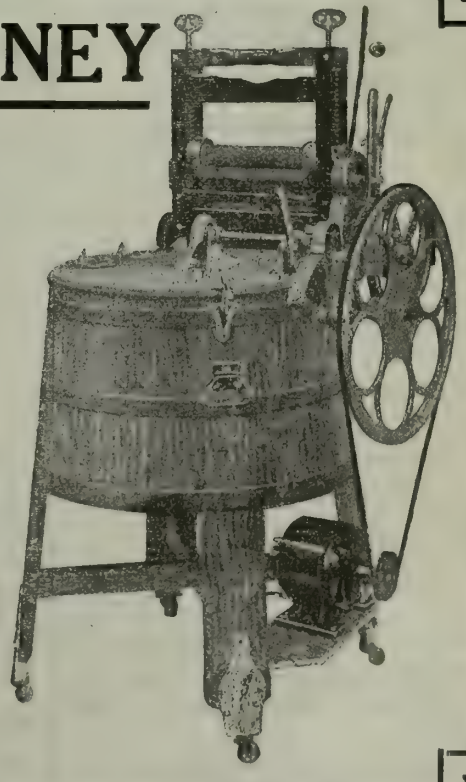
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If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Iron and Wire Work
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Ivei Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cleaner (sewer and drain)
Chamberlain Desolvo Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conducter
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
John Stevens Co., Ltd., Winnipeg, Man.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.

Plates, Plain and Chequered
Baines & Peckover, Toronto.

Polishes, Auto and Furniture
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Aylmer Pump Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Radiator Valves
Jenkins Bros., Ltd., Montreal

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Parmenter Bulloch Co., Gananoque, Ont.
Stowell Screw Co., Ltd., Montreal.

Roofing, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Rope
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Sawset
Chas. Morrill, Inc., New York.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Siding, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Machinery Co., Ltd., Renfrew, Ont.

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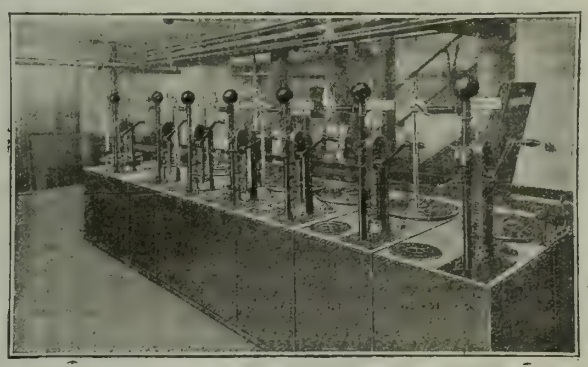
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THE BUYERS' GUIDE

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.
The Kasement Skrene Dore Co., Toronto.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stowel Screw Co., Ltd., Montreal.

Thumb Screws

Screen Doors
J. H. Williams & Co., Brooklyn, N.Y.

Screw and Bolt Cases
Duluth Show Case Co., Duluth, Minn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Separators
Dominion Sewing Machine & Phonograph Co., Winnipeg, Man.
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

Shingles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Shingle Stains
British America Paint Co., Ltd., Victoria, B.C.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Skylights, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Solder
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.
Supplies Ltd., Kentville, N.S.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1694 St. Urbain St., Montreal
Hyslop Bros., Toronto
Northern Electric Co., Ltd., Toronto
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Stampings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Clare Bros., Preston, Ont.
Bert Conway, Winnipeg, Man.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
Galt Stove & Furnace Co., Ltd., Galt, Ont.
Gurney Foundry Co., Toronto
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
D. Moore Co., Ltd., Hamilton, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves and Ranges, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal
O-Rib-O Mfg. Co., Winnipeg, Man.
Safety Stove Pipe Co., Ltd., Toronto, Ont.
Sheet Metal Products Co. of Canada, Toronto.

Steel, Cold Rolled Band
J. N. Warmington & Co., Montreal, Que.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Steel Wagon Hardware
McKinnon Industries, Ltd., St. [illegible] Ont.

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Cistern
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings Ltd. Brockville, Ont
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Wells Bros. Co. of Canada, Galt, Ont.

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Steel Co. of Canada, Ltd., Hamilton

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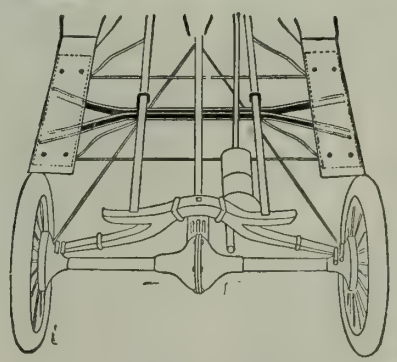
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VICTORIA VANCOUVER CALGARY EDMONTON REGINA

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NATIONAL PROBLEMS OF CANADA DISCUSSED AT ANNUAL MEETING OF THE BANK OF MONTREAL

Sir Vincent Meredith, President, Dealt With the Difficult Problems of Increased Taxation—Bank Will Open Branch in Paris, France—Sir Frederick Williams-Taylor, General Manager, Pointed Out That There Never Was a Time When Country Was in More Need of a Sane Financial Policy.

Montreal, December 6, 1918 (Special) —The annual meeting of the Bank of Montreal held at the head office, took on many of the features of a national gathering.

The Bank, by its position, had played a principal part in directing the country throughout the trying conditions of the war period and at the meeting Sir Vincent Meredith, the president, and Sir Frederick Williams-Taylor, the general manager, took up the problems that Canada must necessarily fave during the post-bellum period. The addresses at the Bank of Montreal annual always have a special bearing on the events of the day, but this year perhaps more than ever before they contained references of the utmost interest and benefit to every business man in Canada.

Everywhere there prevailed a strong belief that Canada was in an excellent position to grapple with the difficulties of the period of readjustment.

Problems of Canada

Sir Vincent Meredith, the president, dealt particularly with the problems immediately ahead of the country. The most important, Sir Vincent pointed out, was how the country was to meet the interest on the vast debt of possibly $1,800,000,000, which would exist after the war. Increased production would relieve the country of a portion of its burden and this, with strict economy and growing population, would in time adjust the difficulties of the country.

Taxation cannot easily be lessened and may be increased, added Sir Vincent. A levy on capital, advocated in some quarters, must only result in the stifling of individual incentive and enterprise and the penalizing of industry, self-denial and thrift. Taxing capital to the point of unemployment in industrial enterprise would involve unemployment of labor and produce serious consequences. If placed principally on consumption, the burden of taxation is distributed.

The New Conditions

With the cessation of hostilities, the cancellation of munitions contracts has begun and the adaptation of war industries to peace conditions will doubtless bring about a check with possible dislocation of business but these adverse factors should prove transitory.

If Canada is to share in the business opportunities during the period of reconstruction, the banks must stand ready to arrange liberal and probably long term lines of credit providing the necessary funds from their own resources or availing themselves of rediscount with the Dominion Government.

As the war ends, all signs point to a great demand for capital for reconstruction, refunding and replacement purposes and interest rates in consequence will in all probability rule high for some time to come.

With particular reference to the affairs of the Banks, Sir Vincent announced that the distribution to the shareholders would now take the form of a straight dividend of 12 p.c. per annum, instead of a dividend of 10 per cent. and a bonus of 2 p.c. With a view of enabling Canada to be closely in touch with the affairs in France during the period of reconstruction the Bank was also making arrangements for the opening of a branch in Paris.

Sane Financial Policy

Sir Frederick Williams-Taylor, the General Manager, dealt more especially with the growth and development of the business of the Bank and financial conditions in the principal centres of the world. Sir Frederick pointed out that there never was a time when Canada was more in need of sound economic thinking and a sane financial policy as at present.

With the acquisition of the Bank of British North America the resources of the Bank now totalled $558,413,546, of which $34,468,283, belonged to the shareholders and $523,945,262, was entrusted to the care of the Bank by the public. It was worthy of note that the Bank's total assets are now as great as were the combined total assets of all the Canadian Chartered Banks seventeen years ago.

The Bank ever kept before it its duty to its depositors and shareholders. At the same time the Bank had a further duty, national in nature, in financing established business and in fostering the young industries of the Dominion. For these various purposes the power of the Bank was greater than ever before while its position had never been stronger or more elastic. It was of interest to point out that while the cost of everything else had risen the public had paid no higher rate of interest for banking accommodation than before the war.

As regards the outlook in the country, Sir Frederick said:—

"It will bear repeating that Canada possesses all the attributes of a great nation, excepting population. The crying necessity of the hour is for increased production. This cannot be fully achieved without immigration. We have room and opportunity for many millions of farmers and for a good class of labor to develop our mineral wealth and our fisheries and to convert our great forests into lumber and into pulp and paper. One sure way of attracting such immigration is to make living in Canada cheap. To attain this object there must be an end to the public and private extravagance of the past."

Business is Good

Sir Vincent Meredith said in part:—

"The business of the Bank has been well maintained during the year. In view of possible Government financing and the somewhat uncertain outlook at home and abroad, we have consistently set our faces against over-expansion which is to be deprecated under existing conditions. While giving our customers all reasonable accommodation required and taking up many new desirable accounts, we have maintained a strong liquid position, continuing a well considered policy of the Bank; a policy which in the past as now, had added materially to the Bank at home and abroad and of Canadian finance generally.

"Turning to the British finance, two outstanding features during the year were: First, the success of the system of continuous borrowing by means of the 5 p.c. Nation's War Bonds, which were made available to investors at all times on application. This plan yielded the huge sum of £1,200,000,000 from daily subscriptions and avoided the unsettling of the money market which invariably attended the placing of great war loans. Notwithstanding this remarkable response of the investing public, deposits held by the banks in England are actually larger than a year ago.

"The second feature is the amalgamation of some of the more important banks in Great Britain, resulting in a closer co-operation between the Imperial Treasury and the banks in meeting and solving the financial problems with which the country was faced.

Change Policy Slightly

"The question of opening branches in foreign countries to participate in the business that may arise in connection with reconstruction requirements abroad is one that has received considerable attention from your directors. Following the policy of many English banks, we have deemed it prudent to refrain from establishing branches at points far afield where Canadian capital would be required in local and possible competitive industries, preferring rather to strengthen and extend our relations with foreign banking houses and to retain their good-will, thereby conserving our resources for the assistance and encouragement of home trade. In this connection it may be well to mention that we propose presently to establish an agency of the bank in Paris, not for the purpose of loaning Canadian funds but to supply necessary banking facilities to Canadians travelling abroad and to further the interests of Canada generally in France.

"Sooner or later we in this country will without doubt have to meet foreign trade competition of cheap and skilled labor together with advantageous transportation facilities, to a more pronounced extent than Canada has yet experienced. If this competition is to be effectively coped with, the increased efficiency, co-operation and co-ordination to which I have referred are essential. Our best energies must be

directed to greatly increased production of our basic, agricultural and other great natural resources. In this way, and by strict economy in government municipal and personal expenditures, a solution can be found of our difficulties of exchanges, the maintenance of our favorable trade balance and the payment of our war debt. Otherwise we must look for a shrinkage in business, to be followed by a readjustment of the scale of wages for labor and of the prices of all commodities.

"We shall undoubtedly for some years have to pay in relatively high taxation the price of our devotion and patriotism, but I am confident this will be done uncomplainingly, in the belief that all present and prospective difficulties can and will be overcome."

Stood Strain Well

Sir Frederick Williams-Taylor said in part:

"The ease with which financial Canada has met the stress of war condition has been favorably commented upon abroad. At home one hears no expression of surprise at the stable financial conditions in the Dominion.

"The real basis of that stability is a banking system that has proved most efficient in peace times and with the facilities accorded by the Minister of Finance, has withstood the severe test of war times. The system as it stands is without doubt adequate to meet any possible demands arising during the reconstruction period and for many years thereafter.

"The anticipated disturbance in bank deposits resulting from domestic Government war loans has subsided, and was to be expected. Seeing that the proceeds of such loans remain in the country, the money, of necessity, finds its ultimate way back to the banks through one channel or another; and therefore the loanable capital of the banks is, in the long run, undiminished. On the other hand, the strength of the banker's position lies largely in his command of numerous small deposits. The volume of deposits has increased by many millions, but the number has not grown proportionately. Our own deposits are now $569,727,811.96, as compared with $330,795,390.72 a year ago. This sum includes $48,950,000 Bank of British North America money. As usual, we have certain large deposits of special character. The increase in our savings deposits is reasonably satisfactory.

Rates Not Increased

"As regards profits, an impression exists that these war years have been unusually fruitful for the banks. The reply is that when adequate provision has been made for unknown future rates for taxation in Canada and elsewhere, for the increased cost of administration, for heavy depreciation in even the most gilt-edged securities, it may be stated without reservation that the net results are none too ample for safety. I would emphasize another point, viz., that while the cost of everything else has risen, the public have paid no higher rate of interest for banking accommodation than before the war.

"After passing thro•gh the inevitable period of economic confusion which all countries must endure, that country of boundless wealth and virility, the United States, the only great power, by the way, to emerge from the war better off financially, may probably enter upon an era of unprecedented expansion and development. Canada must share in such prosperity independently of the part we hope to take in supplying Europe's reconstruction and regular demands. Meanwhile, there never was a time when our country was more in need of sound economic thinking and sane financial policy.

"Our New York and London Offices have been invaluable channels for international transactions during the war.

"In London, the important banking events of the year have been a series of bank amalgamations regarded by those competent to judge as wise preparation for foreign trade competition after the war.

"The Dominion has been penalized during the past year by a heavy premium on New York funds. This new condition is a matter of wide-spread interest.

"In theory, there are four ways in which this onerous penalty can be removed: by increased exports; by reduced imports; by paying in gold; or, by borrowing in outside markets. None of these remedies is at hand, but with the return of peace, Canada should at least be able to float public loans in New York. Then also we can hope for better things so far as imports and exports are concerned. Also there is on balance a large amount owing our Government by the Imperial Government and $200,000,000 is owing the Banks of Canada by the Imperial Government, representing wheat and munition purposes. In due course, these combined amounts will aid the exchange situation. The premium in question should, therefore, diminish sooner or later to a point that will be immaterial. Meantime it discourages the importation of non-essentials from the United States, and the investment of Canadian funds in American and foreign securities."

Hardware Merchant's Influence

¶The local hardware merchant exerts a great influence throughout the district in which his store is located. The majority of hardware merchants have been established for many years; they are reputable merchants who have built up their businesses on sound business principles and who have endeavored in every possible way to give the best possible service to their customers and supply them with goods which will give satisfaction.

¶Is it any wonder, therefore, that when customers visit the store of a well-known and long-established hardware merchant, they consider him an authority on lines which he is selling and will usually follow out his recommendation regarding the lines which they wish to buy. Actual investigations have proven that in the majority of cases customers place absolute confidence in the recommendation of their local dealer.

¶The chief problem, therefore, confronting the manufacturer who wishes to distribute products to the hardware trade or to introduce new lines, whether direct or through wholesalers, is to sell the hardware merchant and his sales staff. When you sell the hardware merchant and his salesmen on your line, you can rest assured that you have then gained the co-operation of the strongest retail selling force in the Dominion.

¶Practically every worth-while buyer and seller of hardware in Canada can be reached through the advertising pages of HARDWARE AND METAL. The keenest hardware buyers in Canada are the closest readers of the advertising pages in HARDWARE AND METAL, because it pays them.

THE WAR IS WON

and arrangements for

Canada's Development Have Begun

Building programmes that were dropped on account of the war are now being taken in hand.

Factories are being enlarged, homes for workmen are in course of erection, good roads plans are under way, all of which means that there will still be

A Big Demand for

LONDON BAR IRON

Be prepared to supply this demand—don't be caught with short stocks.

London Rolling Mills Co.

LIMITED

LONDON, ONTARIO

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

"WELLINGTON"

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid Street, Winnipeg.



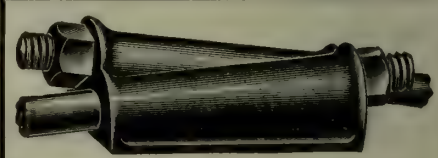
The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

MADE BY

A. SHAW & SON, London, England.

Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL

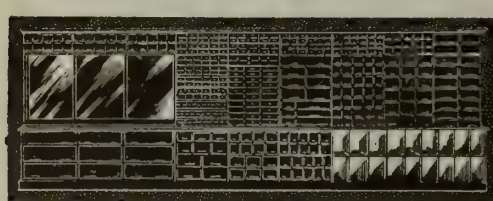


Malleable Iron Lugs

SILOS TANKS
WOOD PIPE LINES

Variety of patterns, using round and flat bands.

Otterville Manufacturing Co.
LIMITED
OTTERVILLE, ONT.



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Price right.

CAMERON & CAMPBELL. Manufacturers

Toronto, Canada

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

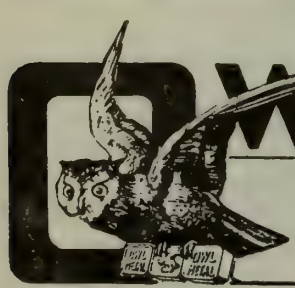
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving, General Manager Western Canada

TORONTO



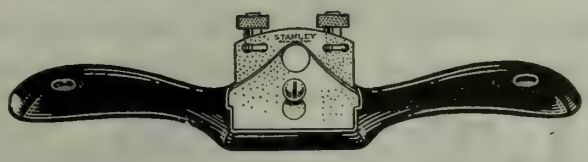
OWL METALS

Hardware Dealers who at one time hesitated on the Babbitt Metal question now find that Owl Metals pay the rent. Try selling Owl Traction Babbitt for Tractors. Owl Babbitt Metal for Thrashers.

OWL METAL CO., LIMITED, WINNIPEG

If interested tear out this page and place with letters to be answered.

Stanley Tools



Stanley Adjustable Spoke Shaves Nos. 151 and 152

These new and improved Spoke Shaves have a Lever Cap fastening the cutter in such a manner as to bring an even pressure on the cutting edge.

The important feature is that the cutter can be quickly adjusted both endwise and sidewise by means of the adjusting screws which engage the slots near the end.

The Cutters are made from a high grade of steel, well tempered and sharpened ready for use.

The handles are japanned and through each a hole is made to enable the owner to hang the tool up out of the way.

Made in two styles—one with raised and the other with straight handles.

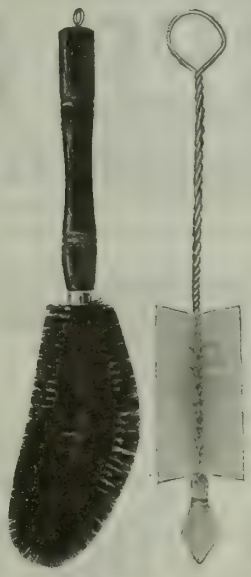
10 in. long, 2⅛ in. Cutters.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Sanitary Twisted Wire Brushes
For Household and Automobile Use

Original Makers in Canada:

Perfection Sanitary Brush Co.



1118 Queen Street West
Toronto, Ont.

Phone Parkdale 250

Manufacturers to the Trade Only

Send for Catalogue and Prices

Agents:

Richardson & Bureau, - Montreal, Que.
Pacific Agencies Limited, Vancouver, B.C.
W. B. Morrow, Manchester Bldg., Toronto, Ont.

Sell Handles that are Most in Demand

STILL'S

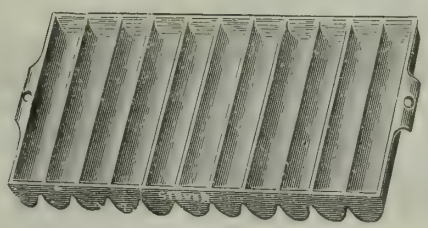
There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

CORN BREAD PANS



Fast Selling Hardware Specialties

The use of corn meal as a substitute for wheat has created a large demand for these pans.

Every dealer should have them. Be sure you get the STOVER brand. It is a guarantee of clean, smooth castings.

This is also the time of year to lay in your waffle irons. STOVER waffle irons keep on the move and do not lay in stock. Send for our special waffle iron circular.

Some of the Stover Hardware

Waffle Irons	Fire Place Fixtures
Mop Sticks	Stove Pokers and Lifters
Lemon Squeezers	Stove Pipe Dampers
Ice Picks and Shaves	Pulleys (All Kinds)
Saw Vises	House Numbers
Door Latches	Cast Hammers
Chest Handles	Harness, Coat and Robe Hooks
Door Pulls	Wind Mills
Foot Scrapers	Feed Mills
Cast Pliers	

Gasoline Engines

Stover Mfg. & Engine Co.
709 East Street
Freeport, Ill.

Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.
Send undersigned information regarding your
Name .....
Business .....
Address .....

If interested tear out this page and place with letters to be answered.

CROWBARS



No. 102-A—CHISEL POINT

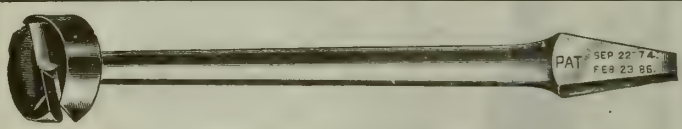
We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL



The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.



HORSE BLANKETS

are scarce but—after filling orders we have some for sale in almost every weight and width. ***Write for prices.*** Our travellers are out with samples for next year—Place your orders early.

J. J. TURNER & SONS, LIMITED, Peterborough, Ont., Can.

A NOVELTY FOR YOUR XMAS TRADE

WENTWORTH WELL WORTH

OCTAGON JARDINIERE



Retails at $2.00

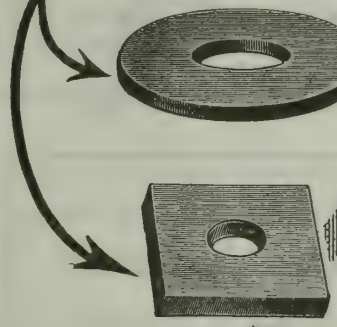
Body drawn from one piece of heavy sheet brass, stamped legs. Write for prices of full line of brass and nickel goods.

WENTWORTH MFG. CO., LIMITED

HAMILTON, CANADA

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs, Felloe Plates, Sheared and Punched Plates.

Malleable Washers and Cast Iron Washers.

Round & Square Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company

Milwaukee, Wis.

Are You Ready

for good business

BOOK your orders NOW

for

White Spruce Butter Tubs

N.B. Egg Carriers

H.D. Egg Crates

Brooms and Brushes

Fruit Jars

Paper and Twines

Walter Woods & Co.

Hamilton and Winnipeg

METALS · CHEMICALS · GLASS

B&SH Established 1790

Steel Sheets, Tin Plates, etc.

We shall be glad to write you as to the future prospects of the Steel Situation on request.

B.&S.H.THOMPSON & COMPANY LIMITED

MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.

Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet & Tin Plate Company

If interested tear out this page and place with letters to be answered.

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

WHY have our sales increased 200% over last year?

BECAUSE our prices, quality equal, are 10% lower than others

OUR GRADES

Colored---1B, 1A, 7, 1, 5

White---Jap, XC, X, XX, XXX

ACME WASTE MFG. CO.
LIMITED
482 WELLINGTON ST. W., TORONTO
5 Queen Street, Montreal 1206 McArthur Bldg., Winnipeg

THE BRITISH ALUMINIUM COMPANY, Limited
OF LONDON, ENGLAND

PRODUCERS OF ALUMINIUM IN ALL COMMERCIAL FORMS

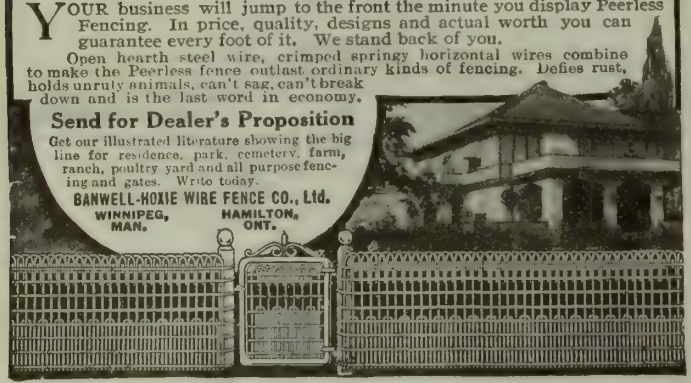
CANADIAN HEAD OFFICE:
60 WEST FRONT STREET, TORONTO
Eastern Agents: Spielmann Agencies Montreal

PEERLESS ORNAMENTAL FENCING

A Big Trade Is Waiting for You.

YOUR business will jump to the front the minute you display Peerless Fencing. In price, quality, designs and actual worth you can guarantee every foot of it. We stand back of you.

Open hearth steel wire, crimped springy horizontal wires combine to make the Peerless fence outlast ordinary kinds of fencing. Defies rust, holds unruly animals, can't sag, can't break down and is the last word in economy.



Send for Dealer's Proposition

Get our illustrated literature showing the big line for residence, park, cemetery, farm, ranch, poultry yard and all purpose fencing and gates. Write today.

BANWELL-HOXIE WIRE FENCE CO., Ltd.
WINNIPEG, MAN. HAMILTON, ONT.

JOHNSTON BROKERAGE COMPANY
WINDOW GLASS

Selling numerous Standard Brands.
Carloads and Contracts Only.
Also 29 oz., 32 oz., 34 oz. and 39 oz.

EXCELLENT SERVICE LARGE CAPACITY
GOOD PACKAGES AND QUALITY

FIRST NATIONAL BANK BUILDING
Pittsburgh, Pa.
Canadian Agents: Joseph Taylor & Son, 53 Yonge St., Toronto, Ont.

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

Place Your Order To-Day

We represented the best American houses in each different lines.

L. & I. J. White Co. Buffalo, N.Y.	For Butchers' Tools, Carpenters' Tools, Coopers' Tools
Burgess-Norton Mfg. Co. Geneva, Ill.	Hatchets, etc.
American Grinders Co. Milwaukee, Wis.	Grinders, etc.

Hardware Agencies
Southam Building, MONTREAL

Look for the full name

Russell Jennings

stamped on the round of our

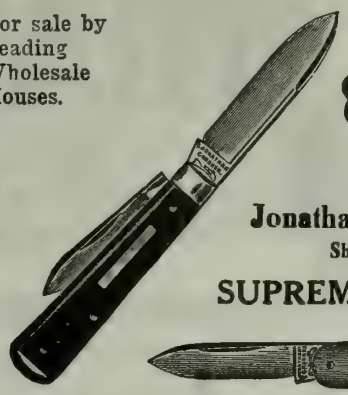
Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.

CHESTER, CONN., U.S.A.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son

Sheffield, England

SUPREME CUTLERY



JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that thi exact mark is on each blade

REGISTERED TRADE MARK

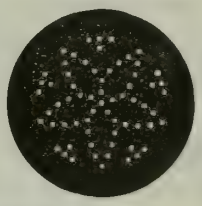
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

Chair Seats---In Three Ply Veneer Staple Patterns



Every C.V.C. chair seat is made of best material, well glued, nicely formed and carefully bored; corners of seats well rounded, edges smoothed, sand-papered and finished with real church pew varnish.

Ask for samples, and compare with any other make.

Canadian Veneering Co. Inc.

Acton Vale, Quebec.

Distributors: Richardson & Bureau 55 St. Francois-Xavier St. Montreal

Skaters Will Want No Other When They See This



"It has always been felt that if there were stronger ankles there would be more people take advantage of Canada's most enjoyable winter sport—skating."

PERFECTION STEEL ANKLE SUPPORT

PERFECTION Ankle Support

Patented in Canada and United States
Manufactured by
OWEN SOUND STEEL PRESS WORKS,
Owen Sound, Ont.

Perfection Ankle Supports open the way to winter sales in your sporting goods department—the only ankle support that perfectly performs its work.

Write us for particulars.

OWEN SOUND STEEL PRESS WORKS,
OWEN SOUND, ONT.

Live Salesman

You will find that live retail salesmen, invariably read Hardware and Metal each week. You can reach the best retail salesmen in Canada through the "Wanted" page of HARDWARE AND METAL.

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

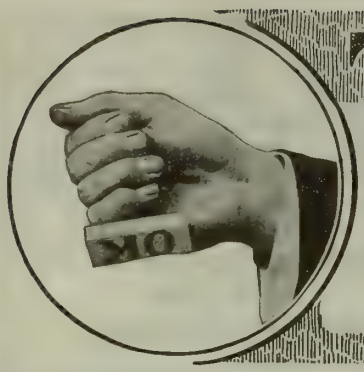
Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machines Oil (for general use).

Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BADGES

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

IN THE SODERMAN'S GAME SINCE '93

For a quarter of a century, Allen non-acid sodering fluxes, have been helping thousands of metal workers, plumbers and steamfitters to do, with ease, what their business rivals with ordinary fluxes couldn't do at all. "Better joints made quicker, and made to last." That's our promise. Send for circulars and samples. Bissett & Webb, Ltd., 126 Lombard St., Winnipeg, Man.

TRADE SAWYER MARK Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG
A good concern to do business with



The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

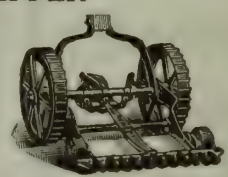
AUTO ACCESSORIES

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.



THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO., Dixon, Ill.



C.S. Norcross & Sons, Bushnell, Ill.

Tank Plates

$\frac{1}{8}$"--48 x 120

Small Surplus for Immediate Delivery

Climax Baler Co.
Hamilton, Ont.



STOVE & ELECTRICAL
MICA
Stove mica in assorted sizes for the trade
A. G. MARTIN
234-236 Besserer St.
OTTAWA, ONT.

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment.
Price List on Application
Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.



TENTS, AWNINGS
FLAGS ALL SIZES, ALL KINDS

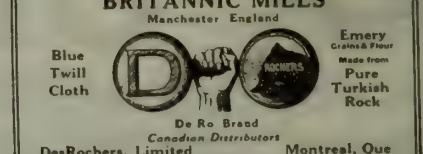
Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

Send Postcard for Catalogue

GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA



BRITANNIC MILLS
Manchester England



Wanted

HELP WANTED

HARDWARE CLERK—A SPLENDID OPPORtunity for a live man. Apply stating age, experience, salary and references. The Nelson Hdwe. Co., Windsor, Ont.

FOR SALE

FOR SALE—TAYLOR SAFE, GOOD CONDItion. 3 wheel, height 41, width 34, depth 29, for $100.00. Because we have vault now. Market price $250.00. Carter Bros., Picton, Ont.

FOR SALE — HARDWARE BUSINESS AT Lougheed, Alta. Good farming district and a good location. Stock and fixtures about $11,000. For further information communicate with McClure & Graham, Lougheed, Alta.

FOR SALE—HARDWARE AND FURNITURE business in the best district in the West. Stock about $5,000, fixtures $500. Building can be bought or rented. Owner must sell. Very little cash will handle this. Box 92, Hardware and Metal.

GOING BUSINESS IN SASKATCHEWAN town, no opposition. Town has 5 grain elevators, 3 general stores, blacksmith, livery, 2 lumber yards. Good clean town. Stock in good building renting at $40 month. Stock about $8,000, fixtures about $1,000. Business last year averaged $2,000 month. Two thousand dollars cash will handle same. Box 113, Hardware and Metal.

FOR SALE—GOOD HARDWARE, IN GOOD farming district, in Western Ontario. Stock about $3,500; fixtures about $250. Store can be bought or rented, or stock can be removed. 450 gallon gasoline tank in connection; also a good motor truck. Stock is all in good shape and goods that are moving every day. Box 641, Hardware and Metal.

Hockey Stick Specialists

Our hockey sticks are made in the largest factory in Canada. They are manufactured out of select 2nd growth air-seasoned Rock Elm.

Write for latest price list

St. Marys Wood Specialty Co. Ltd.
ST. MARYS, ONT.

POSITIONS WANTED

AN EXPERIENCED HARDWARE AND PAINT salesman is open for engagement about Dec. 15th. Would prefer position as traveling salesman or manager of retail store. Good window trimmer. Box 127, Hardware and Metal.

SITUATIONS WANTED

A1 SALESMAN DESIRES POSITION AS traveller to call on retail trade. British Columbia territory preferred. Box 120, Hardware and Metal.

GOOD YOUNG HARDWAREMAN, WITH SIX years' thorough experience, open for employment Jan. 1st. Apply to Box 639, Hardware and Metal.

WANTED

WELL-ESTABLISHED FIRM IN WINNIPEG covering entire West with staff of travellers and branch in Calgary, desires one or more good lines of staple goods. Representative of this firm will be in Toronto second week of December. Write Box 637, Hardware and Metal, and make appointment.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

STOVE REPAIRS FOR GARLANDS, PEN Esthers, Acmes, Sunlights, Silver Kings, Souvenirs, Welcomes, Crown Hurons, Peninsulars, Jewels, Pandoras, Favorites, Imperial Oxfords, and all kinds of Ranges and Heaters. Write for list and prices. Grundy Bros., Strathroy.

Wanted

Experienced man to represent hardware house. Reply stating experience and connection, if any. Good opportunity for bright party. Lyons & Marks, 38 Yonge Street, Toronto.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

2 cents

per word for the first insertion is the rate charged for an advertisement on this page. Each figure is counted as a word, and a charge of 5c extra is made when a box number is required.

When more than one insertion is ordered the cost is one cent per word for each subsequent insertion, providing the copy is not changed.

Write your message legibly and state the number of times you wish it to appear.

HARDWARE AND METAL "Wanted" ads get results.



Tell your customers about Vol-Peek. Tell them how easy the mending of leaky pots, pans, etc., becomes when Vol-Peek is used. No tools necessary. And the mended vessel is ready for use in two minutes or less. Vol-Peek is put up in very attractive display cartons. Your wholesaler can supply you.

H. NAGLE & CO., BOX 2024, MONTREAL.

VOL-PEEK



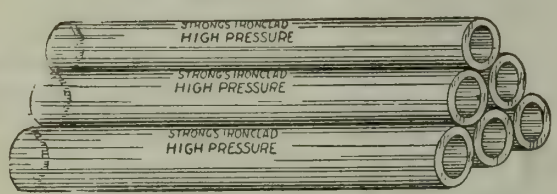
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Strong's Ironclad High Pressure Gauge Glasses

None Better

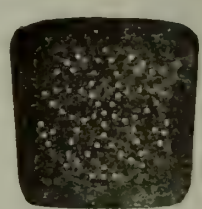


Caliper the same diameter the full length of the glass—will withstand the action of highest known working steam pressures of the world. These are two features of supreme importance to Canadian firms. When you stock this line you eliminate the many losses and annoyances due to inferior glasses. Goods are available for immediate shipment, at attractive prices.

For prices and descriptive matter on above lines write to

The Strong Machinery and Supply Co.

21 Walker St., New York, N.Y.



J.E.B. Quality Co.

Ideal Veneer Chair Seats

Of all sizes and styles. Write for our Catalogue A.

J. E. Beauchamp & Co., Montreal

Agents at Vancouver, Winnipeg, Toronto, Quebec, St. John, New York

BIG

RESULTS

from small investments. Read Hardware & Metal's Want Ad. Page.

The Farmer's Friend

THE PAINT THAT IS MOST NEEDED ON THE FARM

Commonwealth 

Barn Red

Put in One of Our BARN RED Assortments To Cover Your Requirements

Commonwealth Barn Red is a bright rich red which dries with a smooth appearance, works easily under the brush, covers well and gives every satisfaction.

The best protection for sheds, barns, fences, silos, corn cribs, etc.

Write to-day for full particulars and prices of our Special Case Assortments—it will mean money in your pocket.

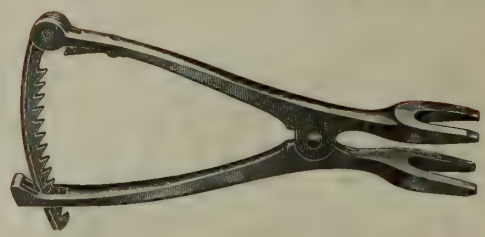


THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL. TORONTO. WINNIPEG. VANCOUVER. LONDON, ENG.



McKinnon Industries Limited

St. Catharines, Ontario



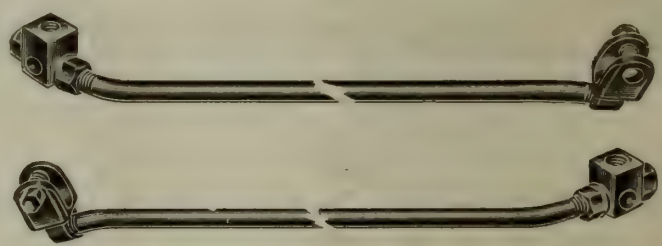
Improved No. 1 Valve Spring Lifter
For Ford Cars

A FEW FACTS:

1. Specially designed for Ford Cars.
2. This Lifter is made of strong, tough, malleable iron.
3. Can be folded together, occupying very little space in tool chest or roll.
4. The improved ratchet holds the lifter in any desired position when compressing a valve spring.
5. You have the free use of both hands.
6. The springs are made from selected spring stock.
7. The slot at the end of arms is **WIDE** and the stock heavy.
8. Length overall, 8¾ inches.
9. Weight for mailing, approximately 1 lb.
10. Carefully packed in carton properly labelled.

LIST PRICE

No. 1 ..... 65 cents each



Auxiliary Radius Rods
For Ford Cars and Ford One-Ton Trucks

You will add 100% to the strength of Axle and Radius Rod already on Ford Cars.

The Clamps are Solid and of Selected Malleable Iron. The Bar is **SOLID** ⅝-inch, carefully selected material and machine threaded. The finish is black Japan, properly baked on.

NOTE, **Mr. JOBBER:**

All "Ford" One-Ton Trucks should be equipped with McKINNON HEAVY RADIUS RODS.

WEIGHT ..... 8 lbs. per Set

LIST PRICE ..... $3.90 per Set

McKinnon Industries Limited

St. Catharines, Ontario

HARDWARE AND METAL

Vol. XXX PUBLISHED EVERY SATURDAY SINCE 1888 December 14
No. 50 1918

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA



The Dependable Tools

Dependable because they give the best possible service in any measuring operation. Carry them, because they mean better satisfied customers.

Our complete line is described in Catalog No. 21MA.

The L. S. Starrett Co., Athol, Mass., U.S.A.

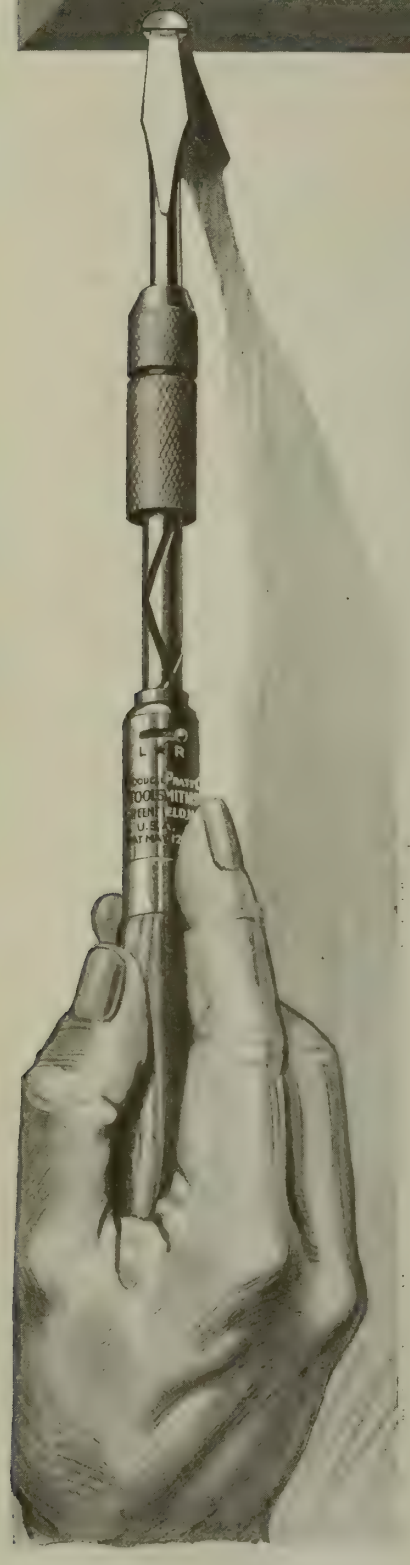
The World's Greatest Toolmakers
Mfs. of Hack Saws Unexcelled

42-856

NEW YORK LONDON CHICAGO

GOODELL-PRATT

1500 GOOD TOOLS



Automatic Screw-Driver

No. 111

With Ratchet and Locking Device

THIS tool will operate either right or left hand, automatically or by using the ratchet mechanism. It can also be used as a stationary Screw-Driver by setting the shifter knob at the star marked on the ferrule.

The spiral has just the right angle for giving plenty of power with sufficient speed for all purposes.

The spiral and spiral nuts are made of hardened steel. This form of construction makes the operation easy by insuring smooth-bearing surfaces at all times. It also prolongs the life of the tool by permitting the threads of the spiral and spiral nuts to withstand the strains to which they are subjected in a tool of this power.

Each Screw-Driver is furnished with three interchangeable tool-steel blades.

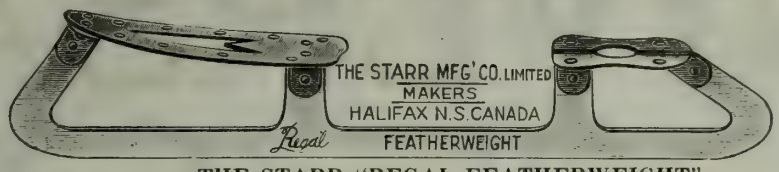
The length extended, with blade in place, is 18 inches. Length closed, without blade, 10 inches. Price **$2.80.**

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U. S. A.

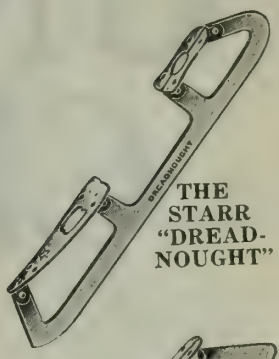
Makers of Mr. Punch



THE STARR "REGAL FEATHERWEIGHT"



THE STARR "REGIS"



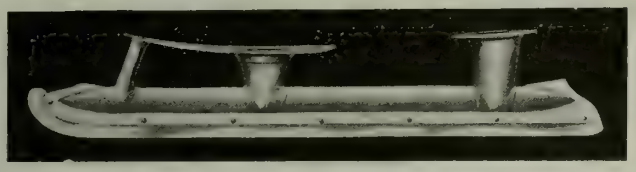
THE STARR "DREAD-NOUGHT"



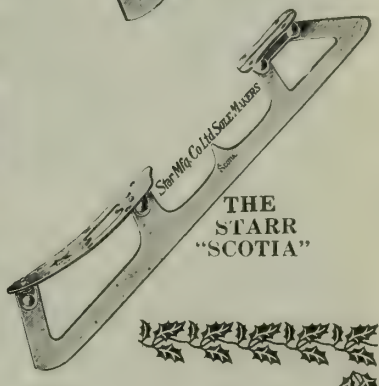
THE STARR "INTERNATIONAL"



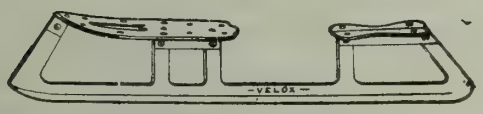
THE STARR "GLACIER"



DUNN'S TUBE



THE STARR "SCOTIA"



THE STARR "VELOX"

Make a special drive on Skates *for* Christmas trade

We carry a very complete range of the most popular selling lines of Skates.

With the return of many of our Canadian boys from the "front" and the renewed interest in outdoor sports there will be a big demand for skates of all kinds.

We are illustrating above a few of the many lines we carry in stock for immediate delivery. Beside these we have the following "Starr" lines: Featherweight "Mic-Mac," "Climax," "Bulldog," Ladies' Model "International Figure," "Acadia."

We also carry a full range of Hockey Sticks, Pucks, Snow Shoes, Skis, Toboggans, Shoe Packs, Hockey Boots.

If your stock is short it will pay you to mail your order to-day, for there is sure to be a shortage on many of the lines mentioned above.

RICE LEWIS & SON, LIMITED

Victoria Street, Toronto

Established 1847

UNIVERSAL Christmas Gifts

Economy and utility are the keynotes of Christmas buying this year and the success of your holiday business depends upon how nearly your merchandise meets these requirements.

The thinking people of America who choose wisely and buy well are reading and heeding UNIVERSAL National Christmas advertising which features the most practical and appropriate items in the line of Food Choppers, Bread Makers, Percolators, Vacuum Accessories, Electric Home Needs, etc.

This advertising is helping in the promotion of serviceable giving and is sending customers to your store. Get your stock ready, your displays made and prepare for a season of business in the lines that sell well, stay sold and return you a profitable profit.

LANDERS, FRARY & CLARK
New Britain, Conn.

UNIVERSAL



UNIVERSAL
Vacuum Lunch Box



UNIVERSAL
Bread Maker



UNIVERSAL
Coffee Percolator



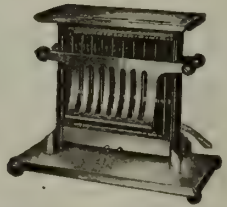
UNIVERSAL
Food Chopper



UNIVERSAL
Electric Radiator



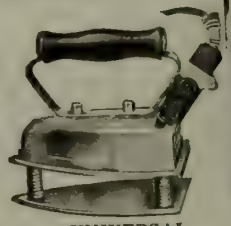
UNIVERSAL
Electric Coffee Percolator



UNIVERSAL Electric Toaster



UNIVERSAL Electric Grill



UNIVERSAL
Electric Iron



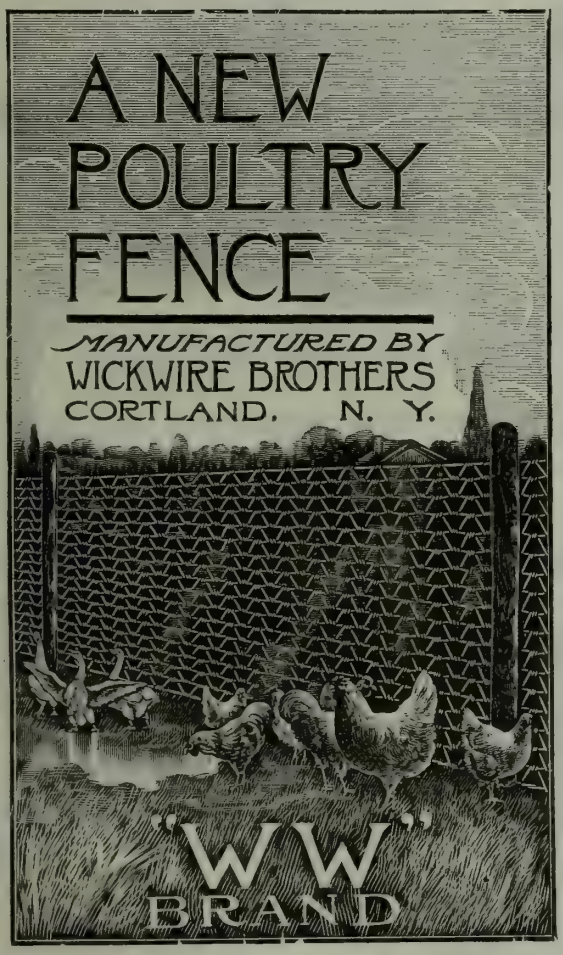
UNIVERSAL
Electric Heating Pad

"WW" BRAND

WE HAVE A BETTER PROPOSITION THAN ANY CANADIAN MANUFACTURER OR JOBBER. WRITE FOR IT.

"WW" BRAND

A New Poultry Fence



THIS is not a line that is called for largely at this season of the year, but the great majority of good merchants make their purchases now. We have a thousand customers or more who buy Wickwire's Poultry Fence, and will not take any other, for the following reasons:

There's more than one reason for the popularity and selling strength of "WW" Brand Poultry Fencing, but all of them can be traced back to the idea of giving the best value and highest quality possible. The manufacturers of "WW" Poultry Fencing mine their own ores, operate their own blast furnaces, open hearth mills, rod and wire mills, etc., in short, they control every step in the manufacture and therefore can regulate the quality from the beginning to the end. Nothing but the best is allowed to pass.

Made in one and two-inch mesh horizontal wires one gauge heavier than all other makes.

When you stretch the "WW" Fence the strain comes on the Horizontal Wires only.

We also stock Wickwire's Hexagon Netting—all standard widths, 12″ to 72″; galvanized after weaving; the price of which is no higher than galvanized before weaving, but worth a lot more.

"WW" BRAND

We are headquarters for Wickwire's Screen Cloth.
The price is no higher than other makes. We can supply green painted cloth, if required.
Write for our propostion.

LEWIS BROS., LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

Wait for our **AUTOMOBILE SUPPLIES** *new Catalogue*

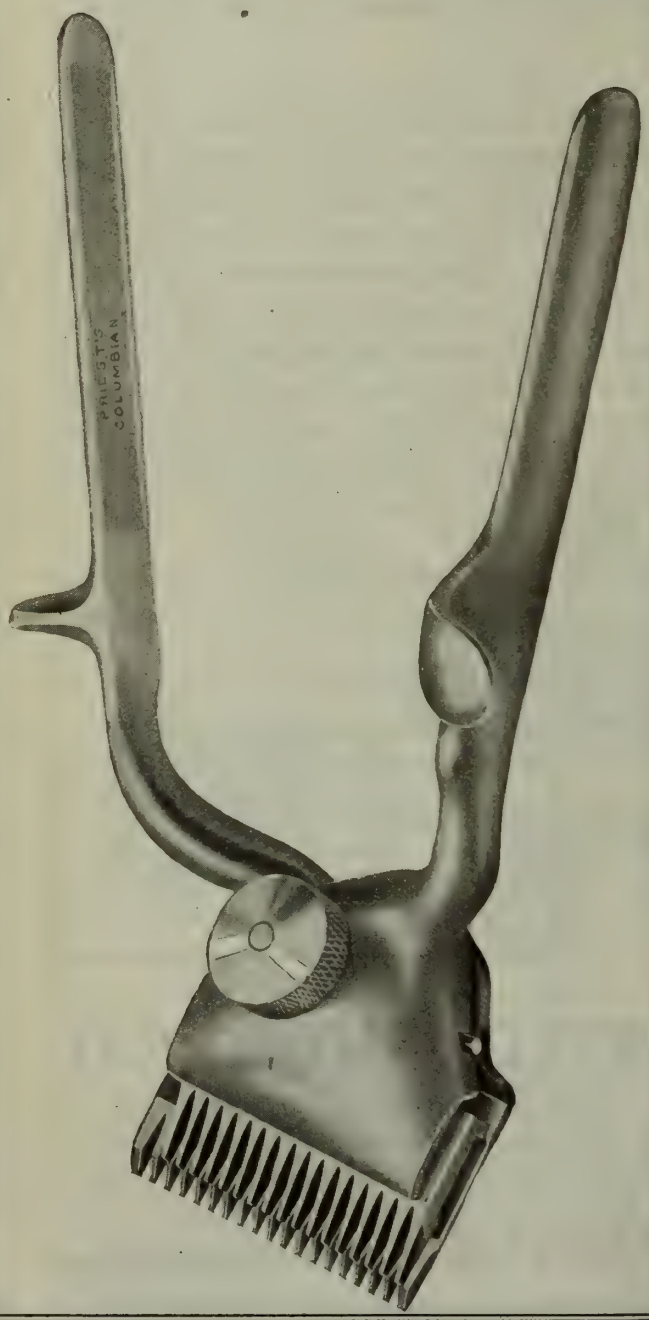
Priest's Toilet Clippers

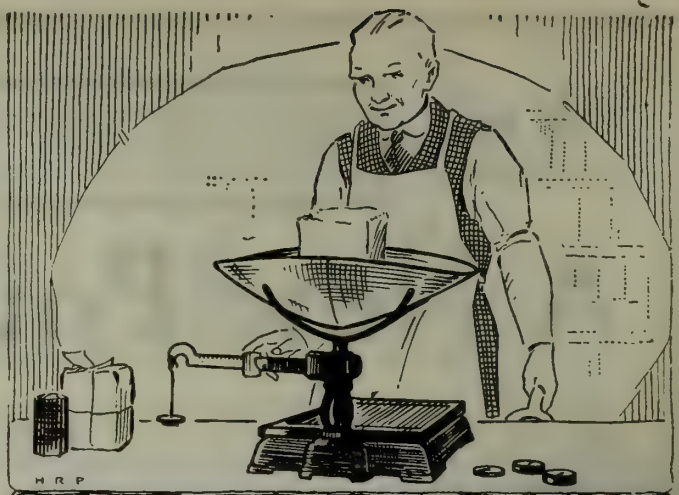
You will make no mistake in getting acquainted with Priest's Toilet Clippers because you can depend upon them to satisfy your customers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents





Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.



"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

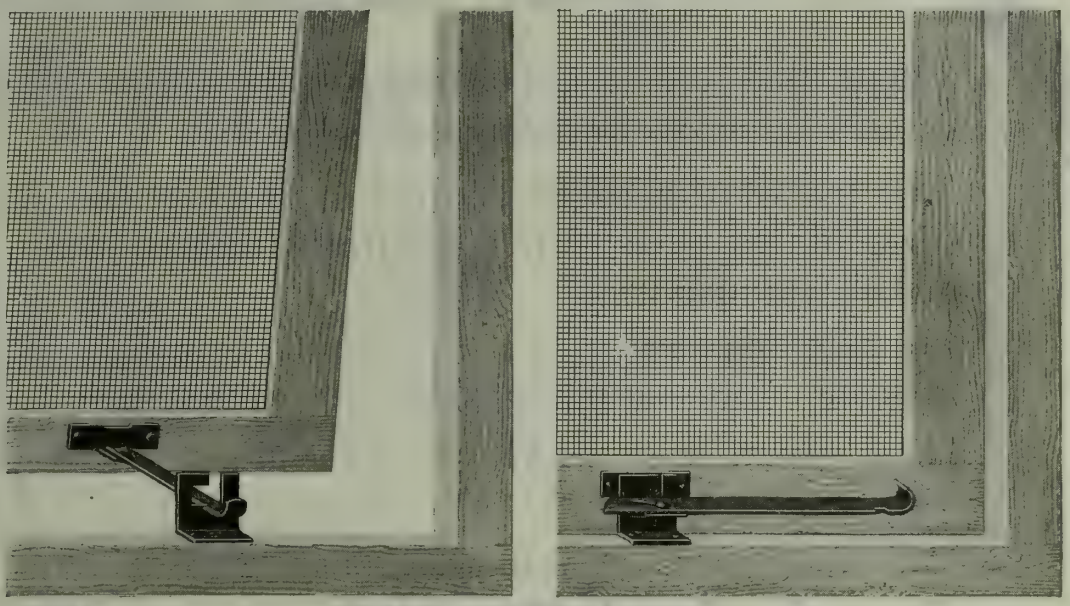
"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

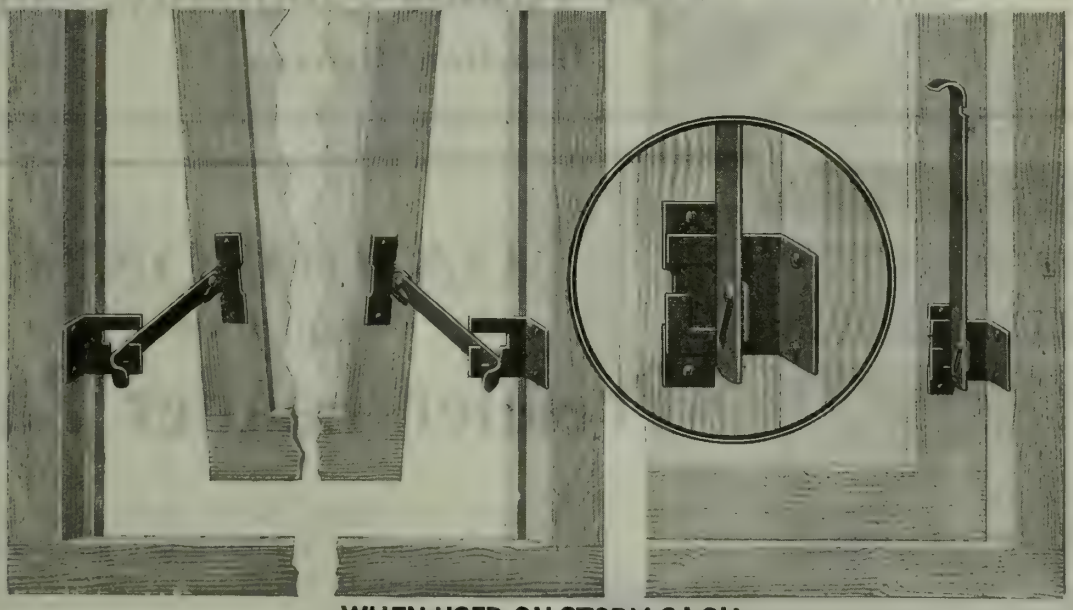
Belleville Hardware & Lock Mfg. Company

BELLEVILLE **ONTARIO**

It Sells As Easily As It Works



WHEN USED ON SCREEN



WHEN USED ON STORM SASH

No. 85. Screen and Storm Sash Adjuster

Look over the cut above. Notice the easy operation of this Screen and Storm Sash Adjuster. The sash can't rattle. The sash cannot be pushed out too far. When closed it locks the sash securely in position.

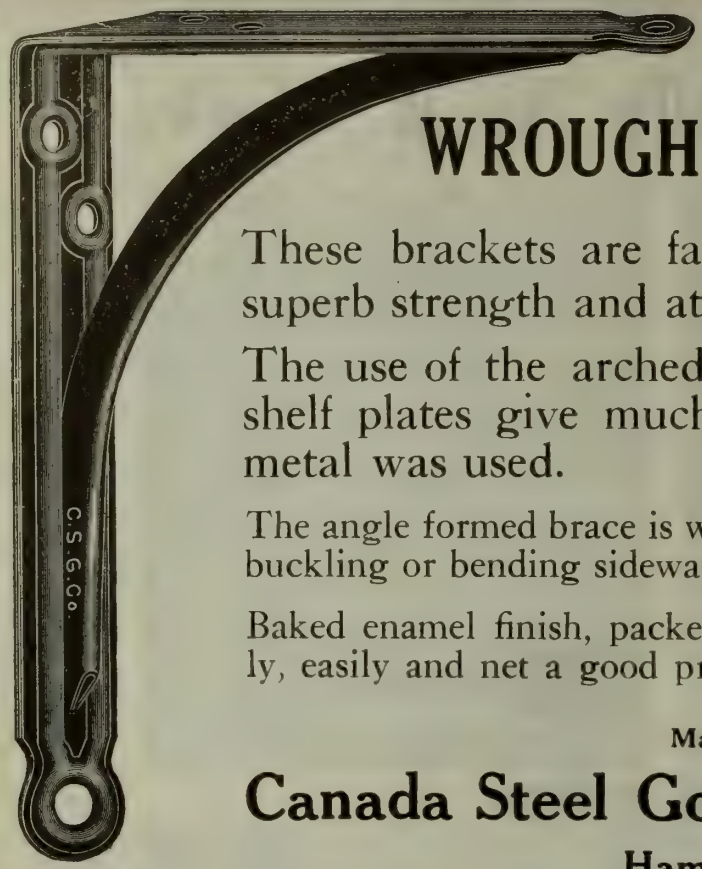
Did you ever see anything like it? Did you ever **sell** anything like it? If you haven't, this is your opportunity, for it sells as easily as it works.

Stock it and confirm the reports of the rest of our dealers.

Catalog?

NATIONAL MFG. COMPANY

STERLING, ILLINOIS



No. 140

No. 140
WROUGHT STEEL BRACKETS

These brackets are famous for their correct design, superb strength and attractive finish.

The use of the arched forms of steel in the wall and shelf plates give much greater strength than if flat metal was used.

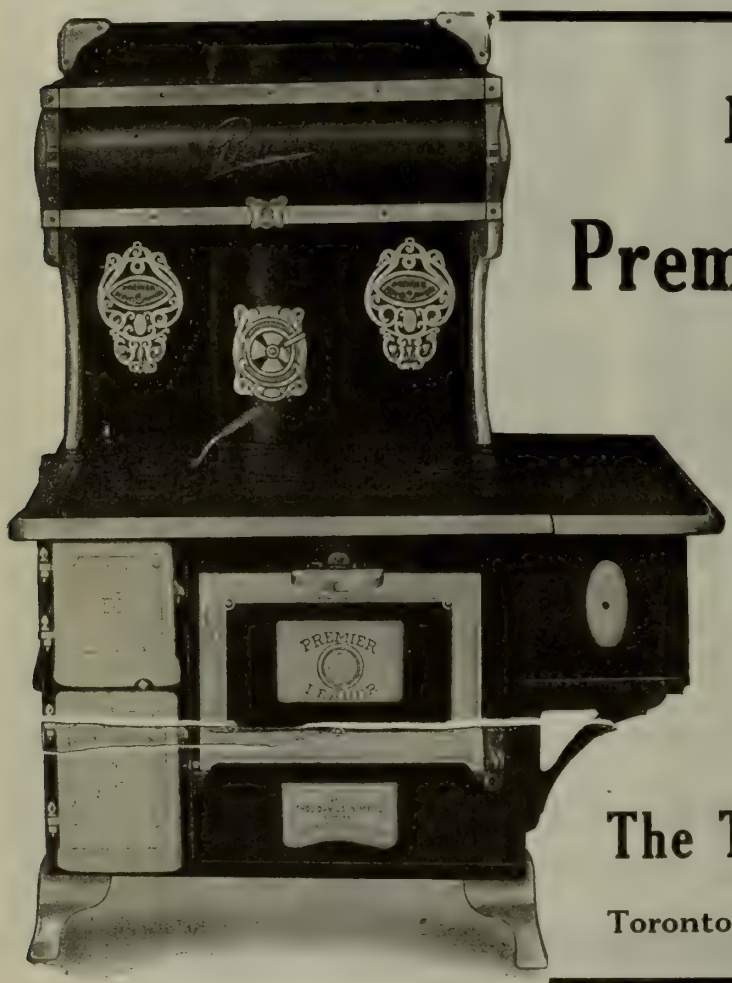
The angle formed brace is well riveted and renders it secure against buckling or bending sideways under the severest strain.

Baked enamel finish, packed half dozen in a box. They sell quickly, easily and net a good profit to you.

Manufactured by

Canada Steel Goods Company, Limited

Hamilton, Canada



DAVIDSON'S
POPULAR
Premier Leader Range

is a range that is built to supply the demand of a high-grade steel range at a popular price.

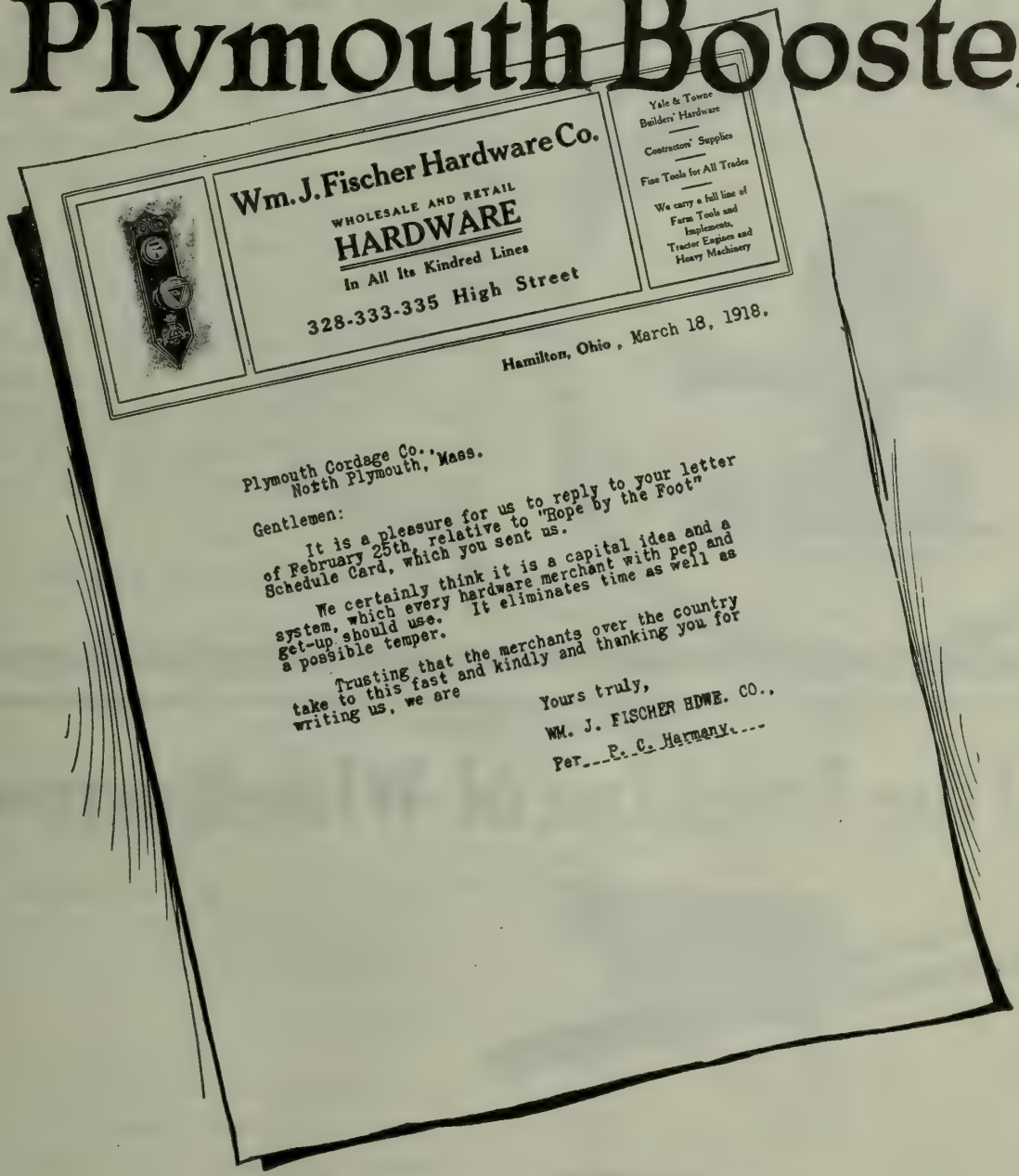
It is just as fully guaranteed, as to its baking and economical operating qualities, as our higher-priced ranges.

There is a "Premier" to meet every demand, whether for a steel or cast range, one fully dressed or strictly plain. The "Premier Leader" is made square or with reservoir.

The Thomas Davidson Mfg. Co.
Limited

Toronto **Montreal** **Winnipeg**

Here is another Plymouth Booster



Plymouth Rope

When sold by the foot shows a materially increased profit in the Rope Department.

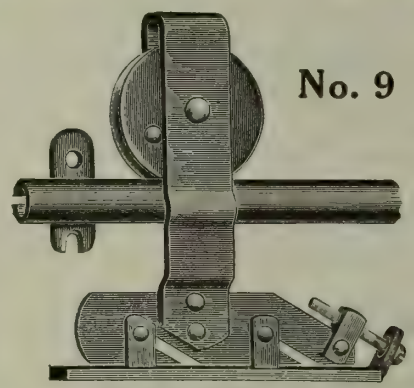
Are you selling Plymouth Rope by the foot?

Now is a good time to begin.

Plymouth Cordage Company

North Plymouth, Mass. Welland, Can.

Auth



Reliable Parlor Door Hanger

The Easily Adjustable Parlor Door Hanger *Runs Like a Charm—*

Where children are, there a good hanger is a real necessity. The slamming back of a sliding door, a childish tendency, more often than not results in the untracking of the hanger and much annoyance and sometimes expense in having it fixed.

Reliable No. 9 Parlor Door Hanger is constructed to hold the track under all conditions, runs smoothly on the round track, is easily and simply adjusted to raise or lower the door.

See No. 9—Order a sample

Sell the Erie Line of Wheelbarrows



Made with steel trays, containing 3 cubic ft. to 6 cubic ft., and wood handles or tubular steel handles.

Also deep trays for carrying sloppy cement with either wood handles or tubular handles.

The goods are right and we can ship promptly.

ERIE IRON WORKS, LIMITED

ST. THOMAS, ONTARIO

Quality **OPEN HEARTH** Service

BLACK STEEL SHEETS

One Pass Cold Rolled and Box Annealed



Steel sheets bearing this trade-mark are equal, if not superior, to any produced on this continent.

They are the product of a Canadian mill — and made by Canadian workmen.

Submit specifications covering your requirements — and quotation will be promptly furnished.

THE STEEL COMPANY OF CANADA LIMITED

Hamilton **Montreal**



Starrett Hack Saws

The Kind You Should Sell---

because they have more stamina, "punch" and endurance. The blades are of the finest tempered tungsten steel with milled teeth, properly set; flexible or hard backs. They can take a lot of punishment without calling "halt" or breaking down.
Show your customers that these are the true economy saws because they give the maximum of service with the minimum of cost.

Send for Our Hack Saw Catalog

It shows Starrett Hack Saws and Frames; also ask for our Catalog No. 21MA, showing many styles and sizes of Starrett Precision Tools.

THE L. S. STARRETT CO.

ATHOL, MASS.

The World's Greatest Tool Makers. Manufacturers of Hack Saws Unexcelled.

NEW YORK LONDON CHICAGO

42-869

Big Production

Speed—and more **speed**—demands the head of your Production Department. Then use

WILT High Speed and Carbon Twist Drills



They Get Results

A **WILT** Twist Drill is more then an ordinary drill. So carefully and scientifically made that it stands up under every usage. The best shops use **WILT** Twist Drills and the most wide-awake dealers sell them.

How About You?

WILT TWIST DRILL CO.
of Canada, Limited
Walkerville, - Ontario

London Office : Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England.



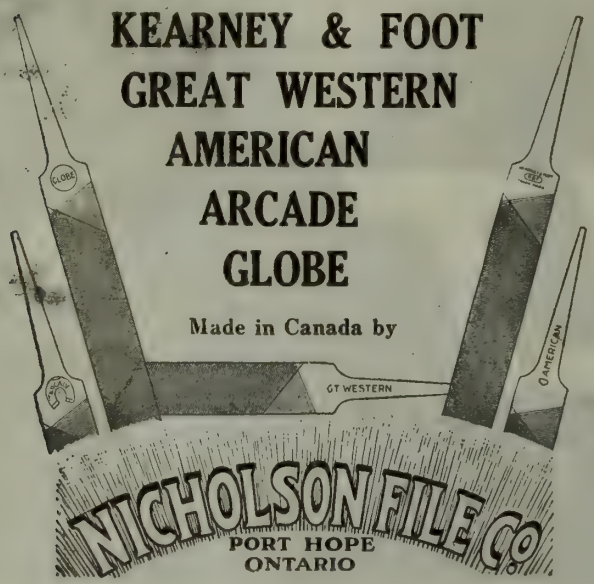
Getting the files your customers need to give the results they want is merely a matter of selling them "Famous Five" files.

There is a shape and grade of "Famous Five" files to do any kind of work on metal or wood.

You can supply that shape and grade of "Famous Five" file to your customers every time.

And you may depend upon them to give satisfaction.

They are:



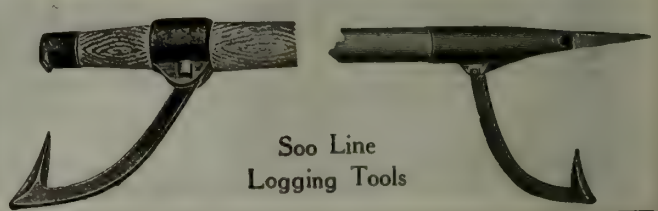


WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian Warren Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

Do You Know How to Lay Metallic Ceilings?

If you feel that you or your men have something to learn about this fast-growing, profitable branch of Sheet Metal Work you are invited to write for our

New Instruction Sheet

which goes fully and clearly into all the little details which go to make a perfect job. Ask for a copy for each of your men. Urge them to read it and profit by it. Work well done brings more work and to do good work your men need two things—proper instructions and proper material. *We can furnish both.*

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger profit.* Their Service makes them worth it.

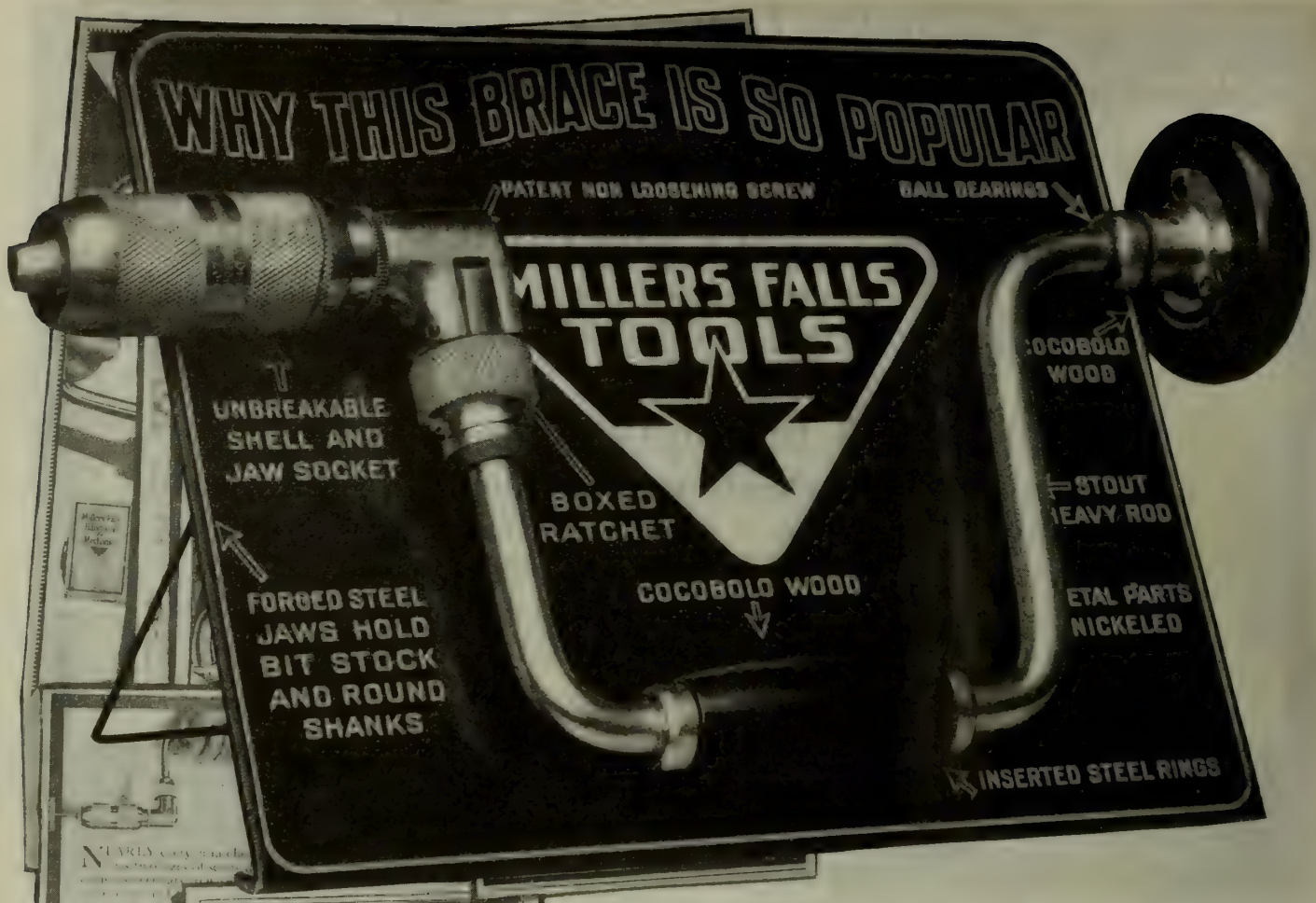
Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**





Put This Stand On Your Counter

This attractive stand displays a Millers Falls Bit Brace No. 732, the only brace that is nationally advertised. It shows the features of the brace and is an effective silent salesman. Sent free with a small brace order.

Once you put it on your counter you will find that there is a market for these braces which you did not realize existed.

Our advertising in the "Saturday Evening Post" features No. 732 Brace as the third tool for every household, and it is creating a buying interest that you should cash in on.

This brace is already the carpenter's favorite, so that it appeals equally to amateur and professional tool user and will help speed your whole tool line.

No. 732 Brace has the famous Millers Falls tool quality throughout. Ball-bearing head, ratchet and all-purpose chuck that takes twist drills as well as auger bits.

Send for our sales handbook, "How to Sell Tools." It is full of selling ideas that are worth money to you. Free on request.

MILLERS FALLS COMPANY

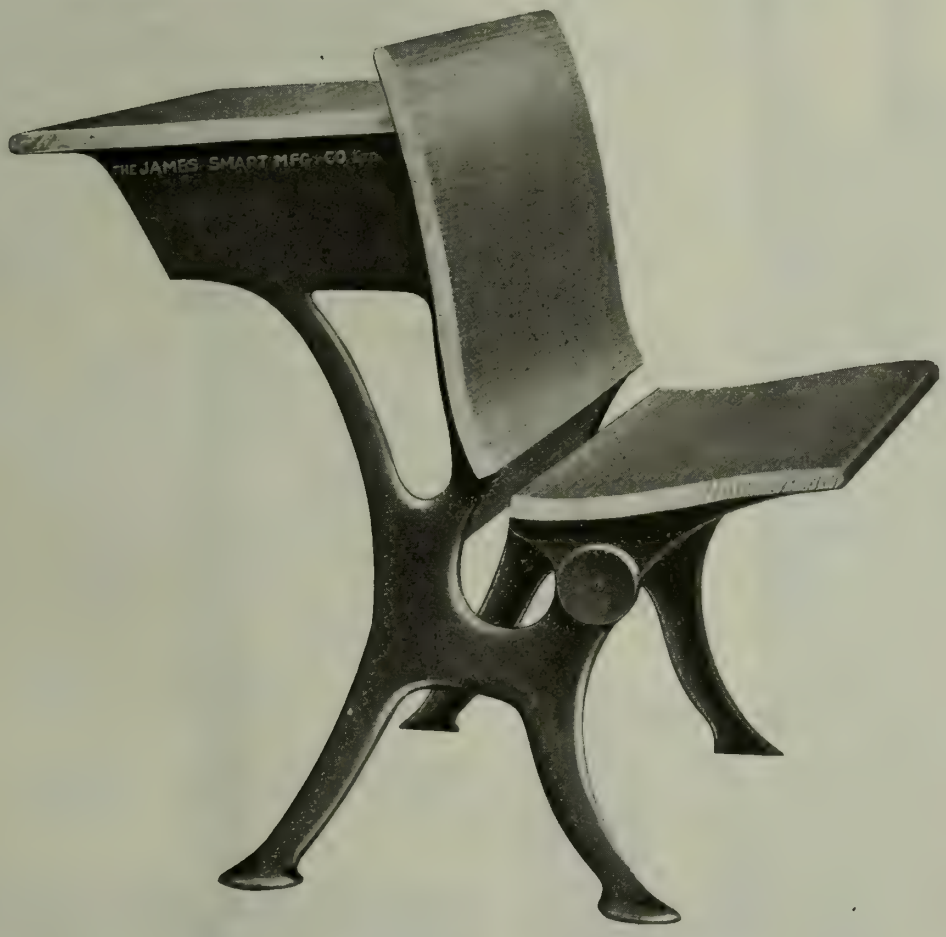
"Toolmaker to the Master Mechanic"

MILLERS FALLS, MASS.

New York Office: 28 Warren Street

CANADA
FOUNDRIES & FORGINGS
LIMITED

SCHOOL DESKS



Go after the orders for school desks. You will be surprised how easily you can land this business. Think of the turnover and the profit on these big sales. It's mightily worth your while. We allow dealers a very handsome discount or commission, and suggest your writing now for full particulars of the desk and the proposition.

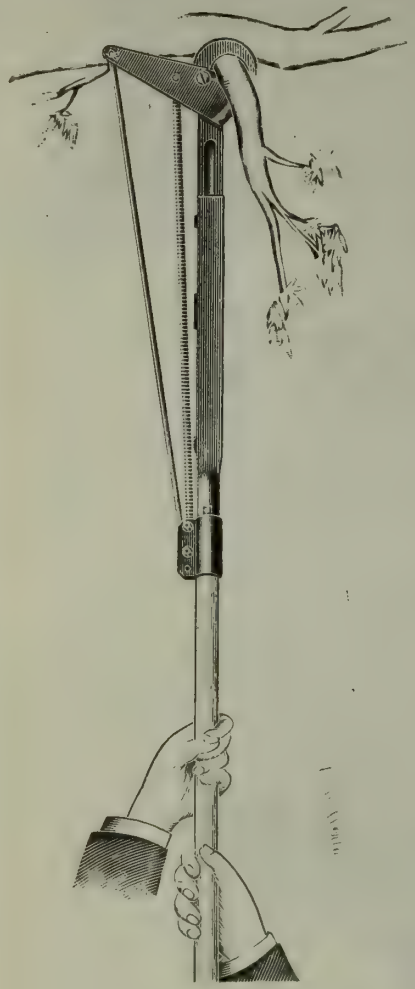
JAMES SMART PLANT

Brockville, Ont. **Winnipeg, Man.**

A Difficult Task Made Easy!

Here's a line of labor-saving tools well worth your consideration.

All your customers interested in tree culture understand the benefits of regular pruning and are quick to recognize a handy tool to help them over this most difficult task.



Kansas



Orchard King

Taylor-Forbes Pruning Tools make it a pleasure rather than a hardship.
No more awkward climbing—their scientific construction allow for easy operation while standing upon the ground.
Their time and labor-saving qualities make them ready sellers.



Detroit



Taylor's Improved Pattern

Our Guarantee

Consistent with our usual policy of turning out as perfect a tool as possible, we absolutely guarantee our pruning knives against defects of material and workmanship.
May we send you further information?

The Largest Manufacturers of Hardware in Canada

Taylor-Forbes Company, Limited

Head Office and Works:

Guelph - Ontario

Taylor-Forbes Co., 246 Craig St., Montreal; H. G. Rogers, Limited, 147 Prince William St., St. John, N.B.; Canadian United Mfrs. Agency, London, Eng.; Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.; H. F. Moulden & Son, Travelers' Bldg., Winnipeg, Man.

AUTOMATIC SELLERS

NO effort required to move RELIABLE Colored Enameled Metal Tubular Searchlights. Just display them in your window. That's enough to make every passerby want one.

Now look the searchlight situation straight in the face. All fibre searchlight lines are pretty much alike, as are the nickeled lines.

Here's a line of **Colored** searchlights — of METAL. Nothing else in the world like them. They're in a class by themselves as a line—absolutely alone and above everything else as sellers. They're a novelty—now—but it won't be long before they're staple. Here's why: In factories each man can have a special color for his searchlight; every member of the family has his own searchlight and knows it by color.

We want you to see these searchlights. So write for a line of samples. Then put them alongside the searchlights you now carry. Decide for yourself their selling qualities. Don't forget to write TO-DAY for samples and prices.

Get our prices on RELIABLE Searchlight Batteries and RELIABLE Dry Cells.

THE DOMINION BATTERY COMPANY
Limited

736 Dundas Street East **Toronto**

"Lively and Lasting"

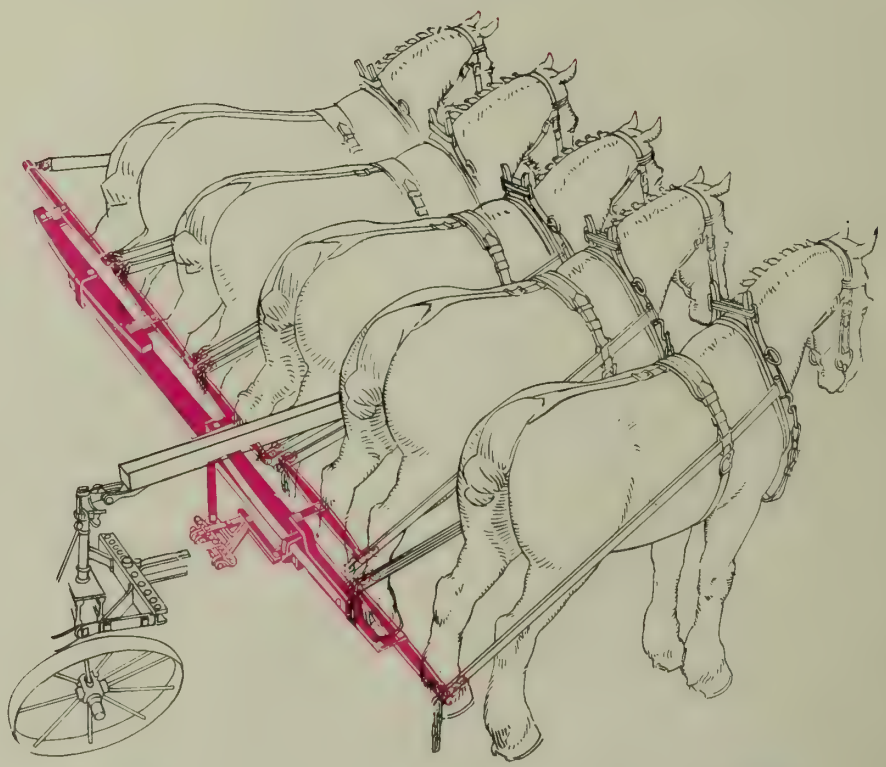
RELIABLE
CANADIAN PRODUCTS



Here's Another Westwo Line that You Should Handle

The same high quality—gives the same complete satisfaction—a ready seller like

ALL Westwo LINES



Westwo

FIVE-HORSE HITCH

Easily attached to right or left-hand plows. Works five horses abreast, one in furrow and four on the land. Evener works freely and equally on all horses. Has no side draft, and gives each horse plenty of room. Can be used on any plow having a cross clevis hitch or on a disc plow with a flat draft bar.

Westwo

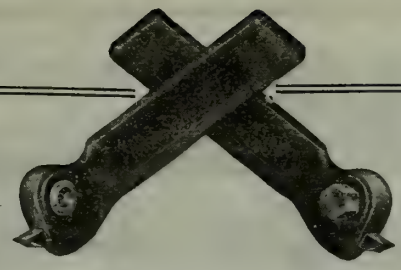
EVENERS AND HITCHES

are made from choice selected wood, and careful, competent workmen, using the most modern machinery. For this reason they work better and last longer than others where quality is not a first consideration. Westwo products carry our iron-clad guarantee for satisfaction.

We are creating an extra demand for these lines. Be ready to supply your customers when they call. If your jobber cannot supply you, write us.

WEST-WOODS LIMITED

WINNIPEG



The Reputation of Williams' "Agrippa" Tool Holders Is Thoroughly Established

THEY are specified by many of the leading shops in the metal-working industries as well as by the U.S. and Allied Governments.

They embody the improvements suggested by the use of earlier models and are a particularly attractive line to the dealer because of the strong consumer demand.

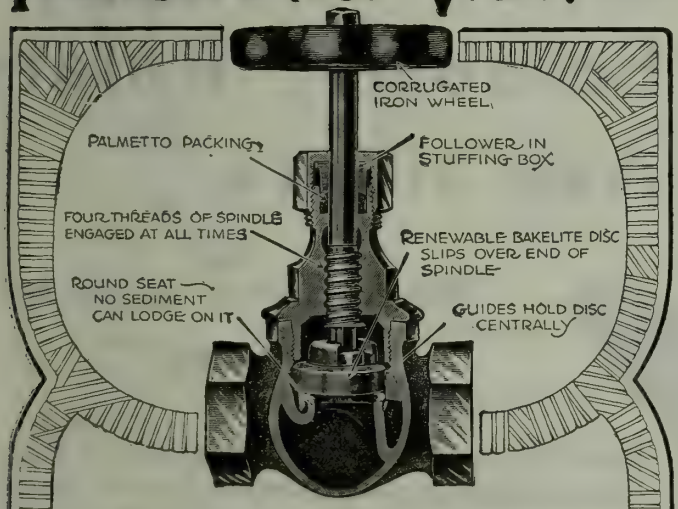
J. H. Williams & Co.

"The Drop-Forging People"

30 Richards Street, Brooklyn, N.Y.

The A. G. Low Co., Ltd.,
30 Pacific Ave., Saskatoon, Sask.
Agents for Manitoba, Saskatchewan, Alberta and British Columbia

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto: Hamilton, Windsor, Winnipeg. Saskatoon, Calgary Vancouver, Victoria.





SIMONDS

"The Saw Makers"

NO Sawyer worries about the cost of a saw that gives satisfaction. He is far more interested in the time it takes to make a cut—in the muscle required. Experienced lumbermen know that Simonds Crescent Ground Cross-Cut Saws are best. They quickly pay for themselves by their increased cutting ability and time—and labor-saving qualities. Write for Booklet.

SIMONDS CANADA SAW COMPANY, LIMITED,
St. Remi St. and Acorn Ave.,
MONTREAL, Quebec.
Vancouver, B.C.
St. John, N.B.

S-4

"Guaranteed to Cut 10% More Timber."



DEPENDABLE SAWS

We are doing a great deal of work along the line of telling your customers just how Dependable Simonds Hand and Cross-Cut Saws are and in every case are urging them to place their orders through the local dealers.

Simonds Canada Saw Co., Ltd.

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

DIRECTOR OF EXHIBITS

CHIEF OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

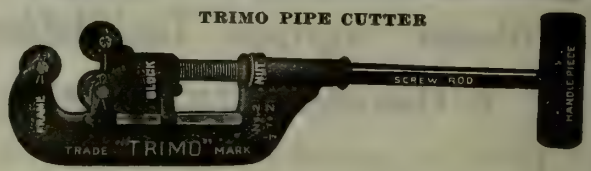
55-71 Amory Street
Roxbury, Mass.
U.S.A.



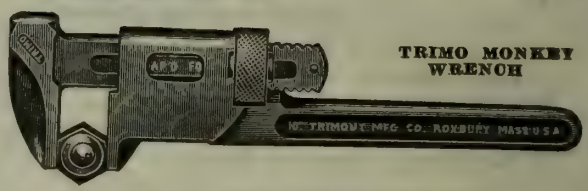
TRIMO PIPE WRENCH WOOD HANDLE



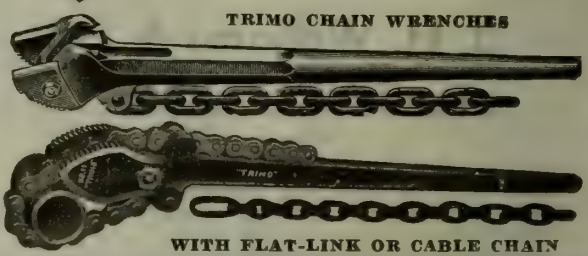
TRIMO PIPE WRENCH STEEL HANDLE



TRIMO PIPE CUTTER



TRIMO MONKEY WRENCH



TRIMO CHAIN WRENCHES

WITH FLAT-LINK OR CABLE CHAIN



Reed's "Economy" Rotary Ash Sifters

"Made Better so as to Sell Better!"

Reed's Economy Rotary Ash Sifter is a Money-Saver. There is an economy argument, together with superior features, that make for sales and profits.

Made of Heavy Galvanized Steel.

Illustration represents "The Economy" set up on 18" x 24" Style "C" Can.

Send for Prices.

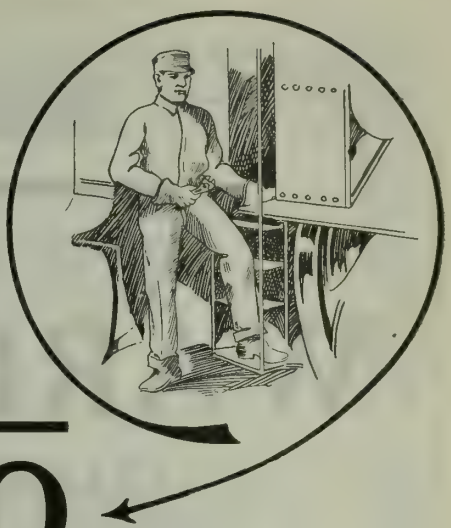
Geo. W. Reed & Co., Limited

Manufacturers

MONTREAL

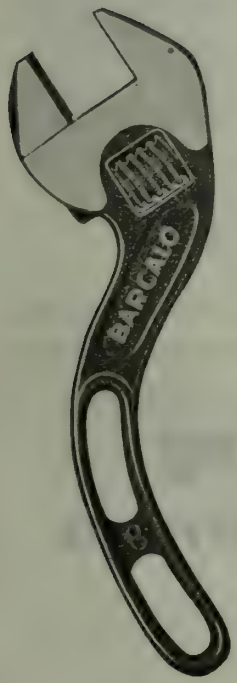


MECHANIC'S HANDY TOOL



BARCALO

"S" Wrench



No Mechanic's Tool Kit is complete without a Barcalo "S" Wrench.

On the difficult jobs—in the tight corners—there's where it proves its worth.

The Barcalo "S" wrench is a Quality Wrench. Made from the best materials — of few parts, simple in construction, strong and handy to use.

We absolutely guarantee this wrench unreservedly.

Barcalo Wrenches are **"making good,"** and dealers are **"making money"** selling them.

Sizes 6, 8, 10, 12 and 14 in. Write to-day for catalogue and prices.



Barcalo Manufacturing Company
BUFFALO, NEW YORK



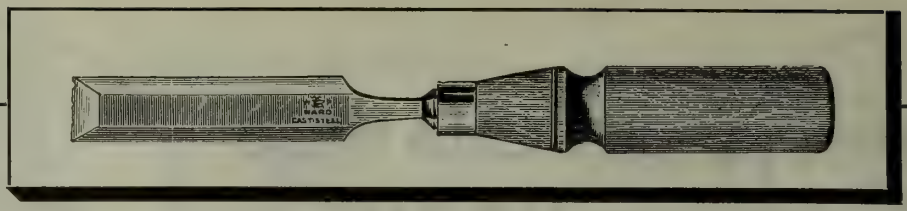
TORONTO---GEO. H. SMITH
44 Adelaide St. West

MONTREAL---GEO. L. COHOON
11 St. Sacrament St.

WINNIPEG---D. PHILIP
138 Portage Ave. East

For All Purposes





ALWAYS IN DEMAND

WARD & PAYNE'S

CELEBRATED LIGHT EDGE TOOLS

Every user of Chisels, Gouges and other light edge tools has supreme confidence in Ward & Payne products. Known the world over for the excellence of their serviceable qualities.

Anvil Brand products have stood the test of a 100 years.

W P

Largest Makers of Light Edge Tools in the World.

WARD & PAYNE, SHEFFIELD
CABLES: WARD, SHEFFIELD

ALEXANDER GIBB, 3 St. Nicholas St., Montreal
SHERMAN F. AINSLIE, Spadina Avenue, Toronto
ANTHONY ERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.

Three Reasons for your Selling "Correct" Lamp and Lantern Burners

FIRST: They give such a nice bright light, your Customers, after they buy their first "Correct" Burner will buy no other—Bigger Sales.

SECOND: Every "Correct" Burner is guaranteed absolutely satisfactory, in every respect, or your money back—No argument on this point.

THIRD: You are giving your Customers the best money can buy —Something to talk about in these times of high prices.

THE BURNER WITH THE PATENTED FLAME SPREADER

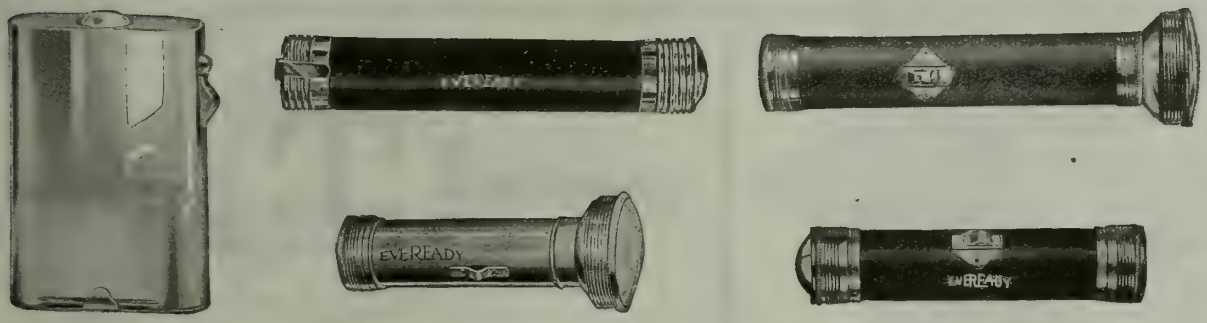
MANUFACTURED ONLY BY

The Schultz Manufacturing Co., Limited

HAMILTON - CANADA

Sold by all leading Wholesalers and Jobbers.
Give us the name of your Wholesaler and we will send you a sample.

EVEREADY FLASHLIGHTS *for* CHRISTMAS GIFTS



OTHER SERVICEABLE GIFTS



Universal Food Choppers and Cake Makers

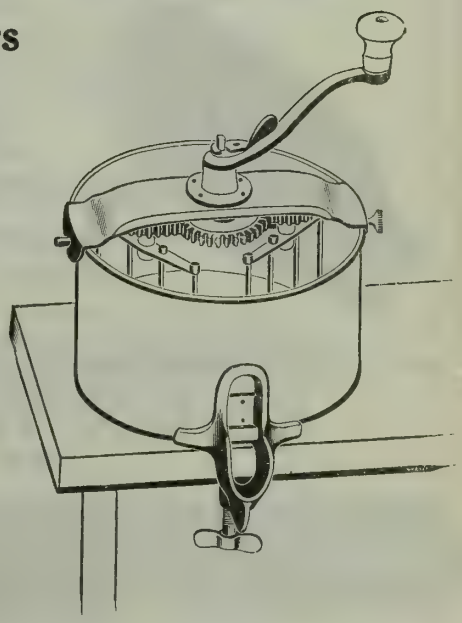
Tea Ball Pots

Coffee Percolators

Electric Toasters

Colborne Electric Irons







CAVERHILL, LEARMONT & CO.
MONTREAL

Of Course You Can Sell

BISHOPRIC STUCCO BOARD

The economy in first cost and upkeep—the saving in material and labor—have made **BISHOPRIC STUCCO BOARD** and other Bishopric Products very popular with Dealers everywhere. Write us for prices and further particulars.

BISHOPRIC WALL BOARD CO., LIMITED
529 B BANK STREET, OTTAWA

It's an ideal proposition for hardware dealers, and in fact, for every merchant who handles building material.

In these days of labor shortage and high prices, **BISHOPRIC STUCCO BOARD** is a "star feature" for the dealer who wants more business.

BISHOPRIC STUCCO BOARD takes the place of boarding, sheathing paper, furring strips and laths. It saves the cost of these extra materials—and fully 50% of the time.

For temporary buildings, it can be used for walls inside and out. For permanent buildings, especially residences, it is used as a foundation for stucco walls and interior plaster.

For the working men of your town

in fact for every man because practically every man needs a good roomy serviceable pair of working gloves.



TAPATCO
REGISTERED TRADE MARK BRAND



You can get this profitable extra trade by stocking the Tapatco lines—There's a style and a weight to suit every requirement. Your jobber can supply Tapatco Gloves.

The American Pad and Textile Company
Chatham, Ontario.

METALS · CHEMICALS · GLASS
B&S·H Established 1790

Castor Oil

For Lubricating Purposes

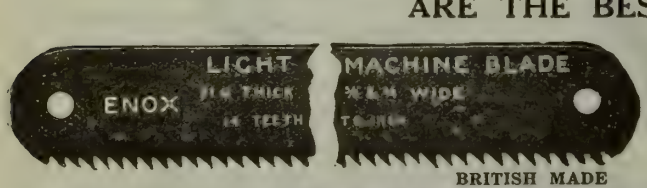
We are prepared to make prompt shipments in barrel lots.

Enquiries Solicited.

B.&S.H.THOMPSON & COMPANY LIMITED
MONTREAL

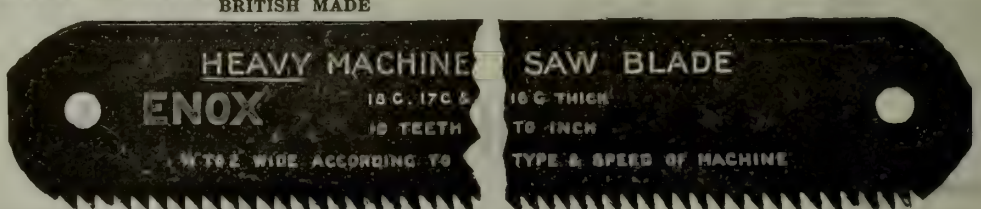
Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.
Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet & Tin Plate Company

ENOX HACKSAW BLADES
ARE THE BEST



BRITISH MADE





AGENTS IN CANADIAN TOWNS WANTED

AN ENTIRELY BRITISH COMPANY

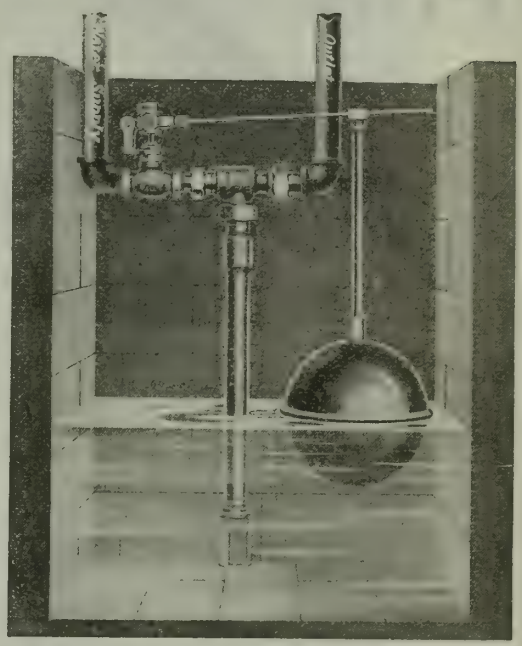
Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10

No Cams or Levers to get Out of Order In *Morrison* Cellar Drainers!

All working parts in Morrison Cellar Drainers are placed *above water*. There are positively no complicated cams or levers to get out of order. Still another advantage is that it takes up very little space and is installed easily.

There never was a better cellar drainer and what we ask is a chance to prove it next time you need an apparatus for this service.

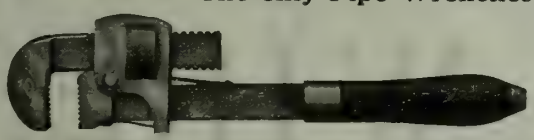


The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West - - TORONTO

The "W & B" Line of Screw Wrenches

MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA



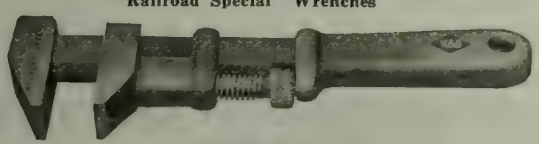
"W & B" Wood Handle Grips, Length open 6 to 14 inches



"W & B" STEEL Handle Grips, Length open 10 to 48 inches

"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches



This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W & B" EASY ACTING SCREW.

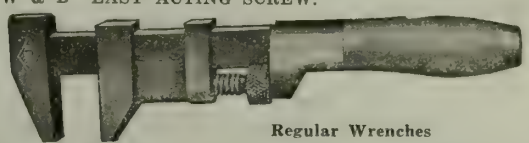
Machinists' Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH " W & B" EASY ACTING SCREW.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 90 on request.



Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH " W & B" EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company
ST. CATHARINES ESTABLISHED 64 YEARS ONTARIO

CANE'S Clothes Pins



NOT
"Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario

MENDETS
A PATENT PATCH



Why Every Dealer Should Handle Mendets

Present prices of granite ware and kitchen utensils are sky high. The value of Mendets for repairing all ware, utensils, pots and pans, makes them indispensible in every home. You'll be asked for them—and are sure to lose sales if there are none in stock. Your competitor has them now.
Order through your jobber.

Collette Mfg. Company
Collingwood, Ont., Canada

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists'
AND
Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

Manufacturers
OF
WIRE
HEADQUARTERS FOR
Wire Bale Ties
LARGEST CAPACITY AND STOCK IN CANADA

Prompt Shipment

LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA
Winnipeg Toronto Montreal
London, England

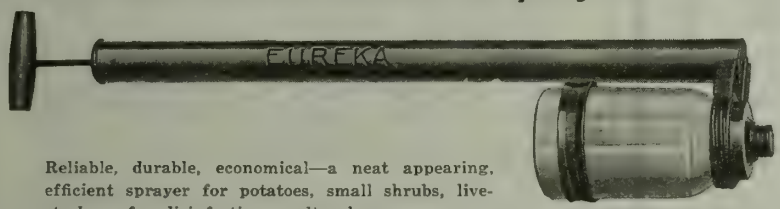
THE WAR WITHIN OUR MIDST!

Are you supplying the proper tools to fight the ever-present enemy?

As long as there are Bugs, Insects and Lice to plague the life of Plant and Beast—Sprayers will be a necessity.

The EUREKA SPRAYERS here illustrated are but two of the many lines we manufacture. We make sprayers for all purposes.

Eureka Glass Tank Sprayer



Reliable, durable, economical—a neat appearing, efficient sprayer for potatoes, small shrubs, livestock or for disinfecting poultry houses.

When you consider the margin of profit to be realized and the High Quality of goods,—it's GOOD BUSINESS to sell the EUREKA LINE.

Fountain Compressed Air Sprayer

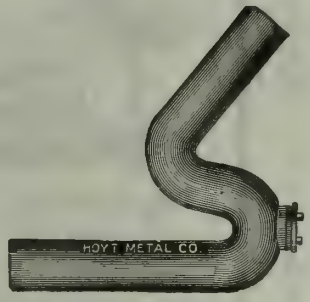


No complex or intricate parts, positive and automatic in action, easily operated, easily controlled —a time-saver, labor-saving and solution-saver.

May we send you further information and prices? Write to-day.

EUREKA PLANTER CO., LIMITED
Woodstock, Ont.

HOYT METALS



Have a World-Wide Reputation!

The *Hoyt Metal Company* has the largest mixed metal business in *the world.* The *service* and *attention* we give, together with the *perfection of our alloys,* is the reason. If it's *quality* and *satisfaction* you are looking for you will find these in the Hoyt line.

The superiority of *Hoyt Alloys* over other makes is the result of 40 years' experience by experts in the manufacture of Babbitt Metals.

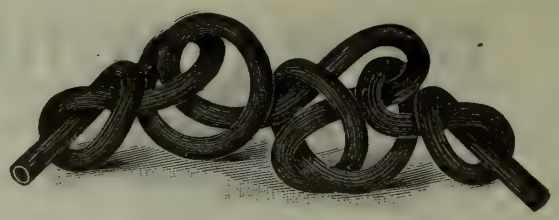
We manufacture Babbitt, Bar and Wire Solder, Sheet Lead, Came Lead and Specialties, etc.

May we send you information and prices?

HOYT METAL CO., Toronto
NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Halifax Montreal Ottawa Fort William Winnipeg Regina Saskatoon Lethbridge Calgary Edmonton Vancouver Victoria

P X H

TRADE MARK

ONE of the largest buyers of tools in the Dominion said to us the other day, "After the war we shall sever many business connections we have been obliged to make in order to keep our stock in shape for our customers. The manufacturer who has in these past four years kept up the quality of his product in spite of the temptation to sacrifice quality for quantity output is the only man with whom we shall maintain business relations."

Which is sound "Hoss Sense"

Confidence is the basis of all trade, and a buyer can only place reliance on the product which has stood up under the war strain.

P.H. and Imperial Files have been and will be marketed solely on the basis of service.

"THEY CUT FASTER AND WEAR LONGER"

Port Hope File Mfg. Co.
LIMITED
PORT HOPE - - ONTARIO

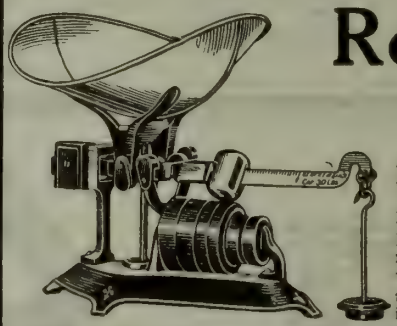
"Ask Your Jobber"

IMPERIAL

TRADE MARK

The Dispute Settler

Here is a scale that captures confidence the minute you show it. And confidence "sells good." In a dispute over correct weights, for instance, the owner of a Renfrew can defend its accuracy against any other scale, no matter how elaborate. The Government Inspector's Certificate, accompanying every Renfrew, is indisputable evidence of accuracy in every weight from ½ oz. to 30 lbs. That is one reason why the Renfrew sells like everything, these days. The housewife is ferreting out every leak due to honest mistakes in weighing. Get the



Renfrew

HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs. Government inspector's certificate with every Renfrew.

Finished in black or all nickel plate styles.

Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.

Eastern Branch: Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man



4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

Non-Poisonous Insecticides

Safety Efficiency Economy

KATAKILLA

The UNIVERSAL INSECTICIDE for use on FRUIT, FLOWERS, and VEGETABLES. A non-poisonous powder, readily soluble in cold water, cheap, efficient and effective.

"KŪR-MANGE"

The approved Insecticide for use on Horses, Cattle, Dogs, etc. A certain cure for Parasitic Mange, Lice and other parasites. As supplied to the British Army.

Agents Wanted

Sole Manufacturers and Patentees:

MacDougall Brothers Ltd.

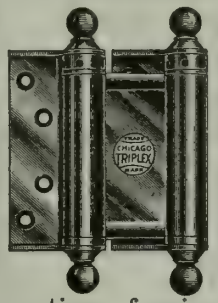
Port St., Manchester, Eng.

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO NEW YORK



"DOMINION"

COTTON AND WOOL WASTE AND COTTON WIPERS WASHED AND STERILIZED

A WASTE FOR EVERY USE

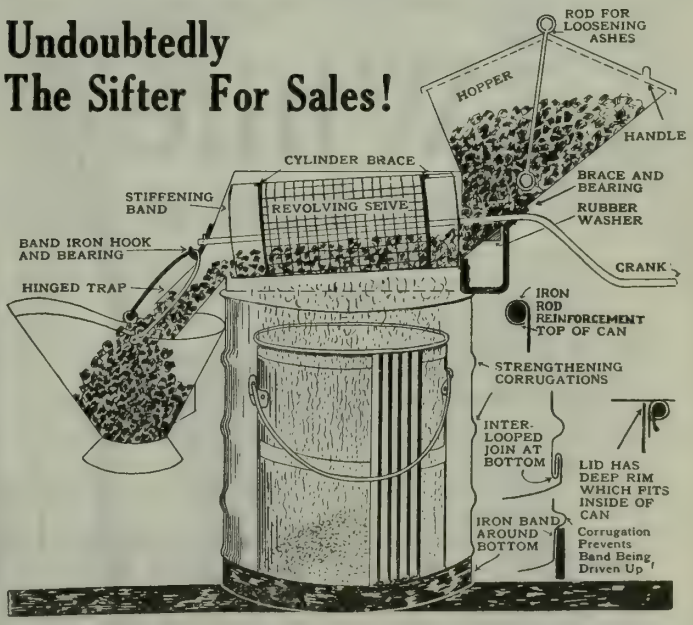
6 Grades White Cotton Wiping Waste.
5 Grades Colored Cotton Wiping Waste.
4 Grades Wool Packing Waste.
3 Grades Cotton Wipers, Washed and Sterilized.

Samples with Prices on Request

Scythes & Company Limited

Montreal TORONTO, ONT. Winnipeg

Undoubtedly The Sifter For Sales!



Samuels' Ash Sifter

The SAMUELS' Ash Sifter is something different and new and will instantly appeal to your customers as it is now appealing to consumers everywhere throughout Canada.
Fine screen has been adopted in making the sifter which saves much more of the fine cinders, and is stronger. As the illustration indicates, the smaller ash can or pail may be placed inside the waste can and so catch all the screenings which can then be removed more easily than when the larger can had to be carried out. The new feature also makes for longer life for the SAMUELS' Sifter, since the waste can is not subject to the ashman's abuse.
The SAMUELS' leaves all other sifters hopelessly behind.

J. Samuels 275 QUEEN ST. WEST Toronto

RING out the old, ring in the new---the new Democracy that has arisen from out this great world war.

Rejoice! and let our rejoicing be a paean of prayer and thanksgiving that the Gods of Justice have brought success to our armies and prosperity to our country.

Stevens-Hepner Company, Limited, wish you happiness and prosperity. May your Xmas be a Merry one and your New Year contain all the happiness that "Peace" is bound to bring.

STEVENS-HEPNER CO.
LIMITED
PORT ELGIN, ONT.
Makers of "Keystone" Brushes and Brooms.

A NOVELTY FOR YOUR XMAS TRADE
WENTWORTH WELL WORTH
OCTAGON JARDINIERE

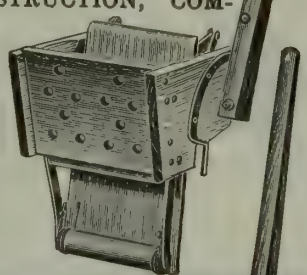


Retails at $2.00
Body drawn from one piece of heavy sheet brass, stamped legs.
Write for prices of full line of brass and nickel goods.

WENTWORTH MFG. CO., LIMITED
HAMILTON, CANADA

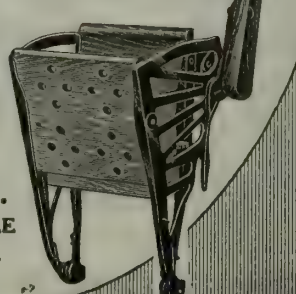
"White"
MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.



Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.

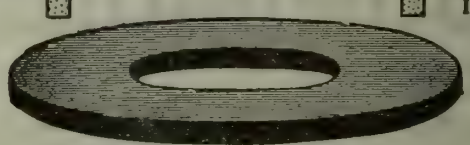


White Mop Wringer Co.
FULTONVILLE
N.Y.

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS
We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

Build Up Your Business—

by handling the BEST.

MADE IN CANADA BY CANADIANS.

Sold All Over the World



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD.
St. Catharines, Ont.

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

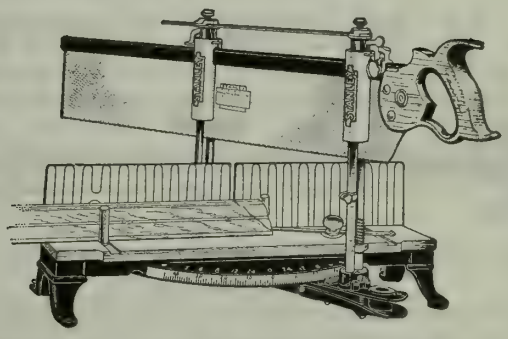
There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

Stanley Tools



Stanley Mitre Boxes

MADE IN CANADA

Every mechanic that visits your store would be interested in a STANLEY MITRE BOX. They are strong, durable and accurate, and have a number of striking features that appeal to those who handle tools.

Special Circular upon request

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

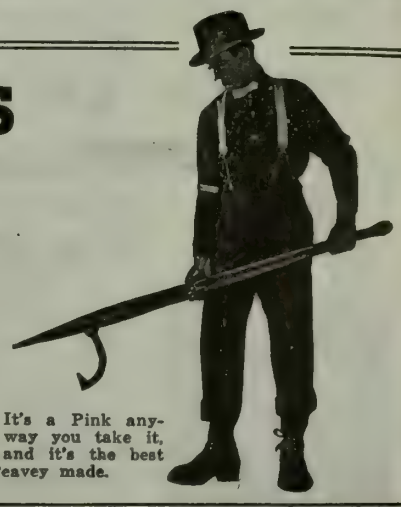
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - - - - ONTARIO



It's a Pink anyway you take it, and it's the best Peavey made.

EVEREADY DAYLO

We Are The Leading Distributors

and Make Immediate Shipments from Our Complete Stock

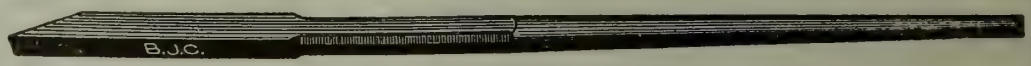
MAIL US YOUR ORDERS OR WRITE FOR CATALOG

Our reputation has been won by our efficient service

EVEREADY DAYLO

SPIELMAN AGENCIES, Reg'd, Read Bld., 45 St. Alexander Street, MONTREAL

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

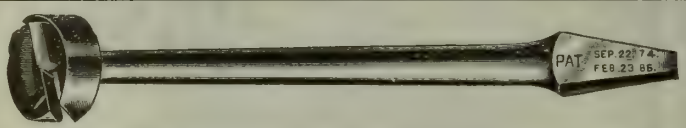
TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED

Manufacturers of all kinds of Building Paper, Pitch and Coal Tar

MONTREAL



THE PROGRESSIVE MANUFACTURING CO.

Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts Boiler Rivets, Tinners' Rivets, Etc.

TRADE MARK

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL



The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.



EVEREADY DAYLO

On Your Counter

—plus your window display and the right kind of sales effort in co-operation with ours—that's the winning combination for producing sales and multiplying profits.

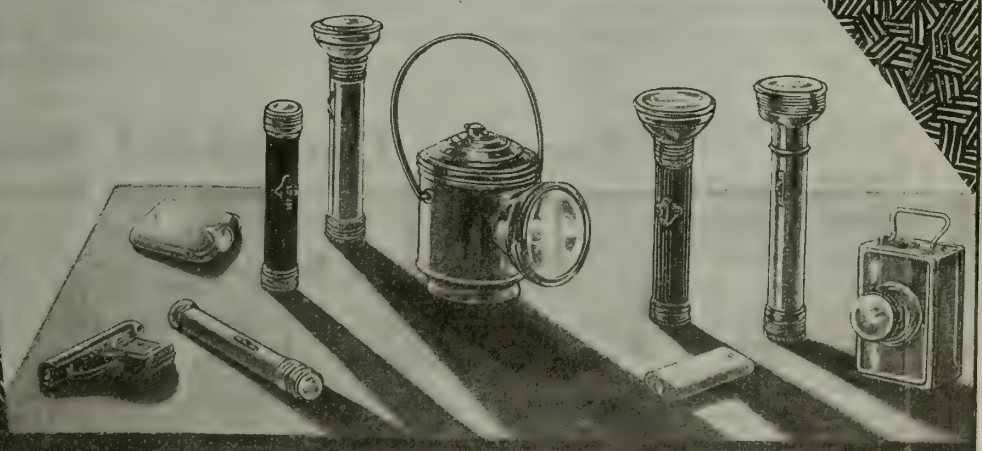
Our consumer advertising, showing the many uses for DAYLO, impresses on the prospective customer's mind the need of DAYLO in every household. But the real buying incentive—the thing that makes him dig down into his pocket for the purchase price—is the goods on display.

A DAYLO window display says, "Here's the place to buy me," and ushers in many a sale. But DAYLO counter displays have created enormous sales amongst the class of trade that rushes in for something else and is caught and held by the display while making other purchases or waiting for change.

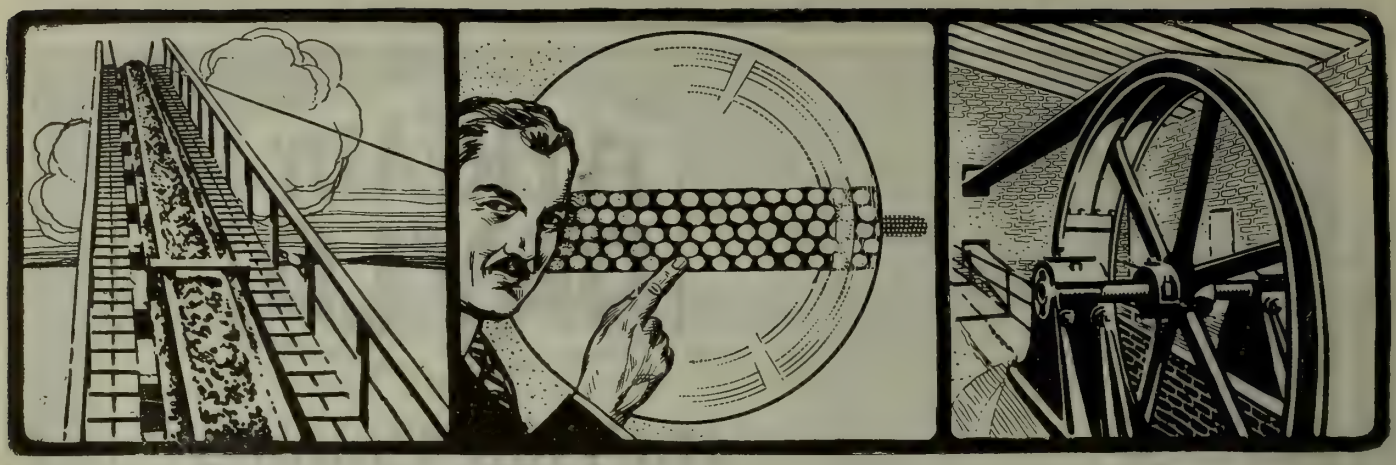
And don't forget that DAYLO sales bring repeats. No one expects a battery to last forever. You can build up a permanent and growing business in Eveready Tungsten Batteries and Eveready Mazda Bulbs. The big stores are doing it by keeping the Eveready line constantly on display.

Put in a complete Eveready line, push it and get *your* share of this business.

CANADIAN NATIONAL CARBON CO., Limited
Toronto Canada



The light that says "There it is!"



Dominion Rubber System Belting Insures Maximum Service

Dominion Rubber System Belts are built to a scientific quality standard which insures the proper width, thickness and type of construction to efficiently serve a given purpose.

Dominion Rubber Systems Belts are *one-piece belts*—with absolute uniformity, dependability, economy and satisfaction built into each foot.

The layers of strong endless fabric are saturated and embedded in special rubber which gives a toughness that is practically indestructible.

Its rubber surfacing has a tested pulley grip greater than that of any other belt made, hence it allows minimum power leakage.

Where water, acids, oils, dust, grit, belt-shifters, etc., soon ruin ordinary belting, there is a type of Dominion Rubber System Belting that will withstand the severest punishment and eliminate many replacements and delays.

The largest users of belting in Canada have proved the value and efficiency of our belting in actual service and through the special free service of our belting experts, have cut costs and speeded up production.

This free technical service is yours to command whether you are a customer or not and it opens the door to the entire facilities of the largest rubber organization in Canada with a fifty year record for producing dependable products.

If your belting problems need emergency service, phone or wire our nearest branch.

Dominion
Rubber System
Manufacturers of
Dominion Hose, Packing and Industrial Rubber Goods.

Dominion Tires, the Good Tires for every purpose.

Canadian Consolidated Rubber Co., Limited

Head Office, Montreal

Service Branches:

Halifax, St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, London, Kitchener, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER
SYSTEM
AND ASSOCIATED COMPANIES

If interested tear out this page and place with letters to be answered.

"Member Audit Bureau Circulations."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, DECEMBER 14, 1918 No. 50

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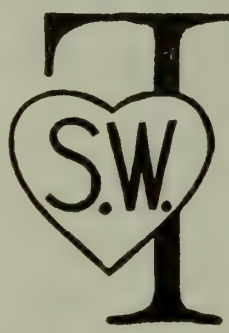
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Canada's National Hardware Weekly

HARDWARE AND METAL

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Big Demand Expected For Accessories

Limited Output of New Cars and Necessary Fixing Up of Old Ones Should Keep Trade Brisk—Manufacturers Look For Little Change in Prices and Are Optimistic Regarding Business Outlook

INQUIRIES made by HARDWARE AND METAL in regard to the outlook of auto accessories indicate that a steadily increasing business is expected. The auto accessory business depends upon two main factors, a continued output of new cars and the fixing up of old cars. Both of these conditions are likely to prevail for some time according to those in closest touch with the situation. The output of new cars while large will not, it is stated, be anything like the normal output for some time.

The Toronto manager of one of the largest automobile companies in the world stated to HARDWARE AND METAL that his firm's Canadian factory will not likely make more than 25,000 automobiles for the 1919 trade. This is just one-half of the company's output for 1918. The manager stated that his firm already has the supplies necessary for the 25,000 cars and that it will be at least six months before they can get the materials required for other cars. This means that there is little chance of them being made in time for next year's markets. It also means that there is not going to be any great reduction in the present prices as the materials have been purchased at the prevailing rates for steel and the other commodities required.

Will Not Change Much

"I do not look for prices to change much for some time," said the manager to HARDWARE AND METAL. "There is too big a demand for steel and other materials. Sales have been a little inclined to be slow this fall because the public had the impression that prices were likely to go down with the coming of peace. They have not gone down and my judgment is that they will not go down for some time. Any reduction that is made will be made first in the higher priced cars and even there it will be comparatively small. In time there may be a gradual reduction in prices of all cars, but in my judgment it will not be made in time for next year's business. As far as my firm is concerned there will be no changes in the prices that have been in force. We expect that our entire output will be taken care of long before the usual time and we are looking for more orders than we will be able to fill."

Will Boost Accessories

A situation of this kind means that there will be a large and continued demand for auto accessories of all kinds. When people cannot get new cars they will have to make the old ones do and this means that all kinds of equipment will be required. This view is generally shared in the trade.

'I have been in pretty close touch with representative people in the auto accessory trade," said Arthur Kinzinger, president of Kinzinger, Bruce & Co., Ltd., of Niagara Falls, to HARDWARE AND METAL, "and have yet to hear of one who is not optimistic regarding the present outlook.

Removal of Restrictions

"The removal of Governmental restrictions on raw material for new cars is in itself a most important factor, because the sale of many accessories depends to a large degree on new car business. Undoubtedly the restrictions imposed in the late summer, and the general uncertainty regarding future action on the part of the authorities had a depressing effect on accessory dealers; and now that this particular cloud has passed, the far sighted men in the trade are looking forward to good business, and are covering prospective requirements for several months in advance.

Industry has been starved in regard to steel supplies, and it seems reasonable to expect delays in mill deliveries for some months to come, until the situation has cleared. This also would have the effect of holding prices up to the present level. Price restrictions in the United States have prevented undue inflation and this, too, should make for a stability that might not have been expected if steel prices had been allowed to advance in proportion to recent demands.

Cost of Labor

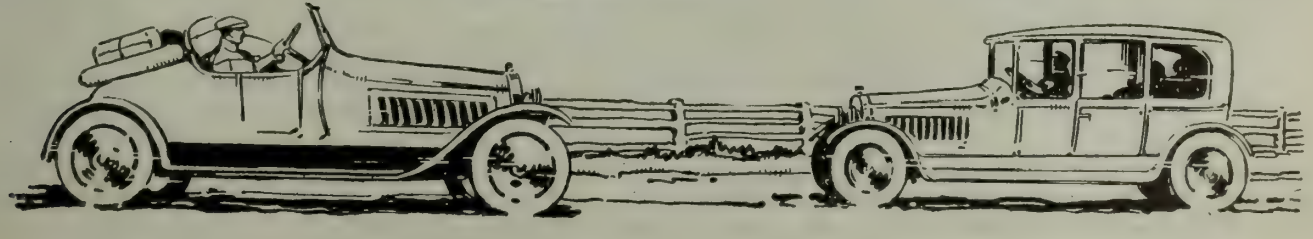
Another factor in the price situation is the cost of labor. As far as I can see, there is no immediate prospect of any reductions here. So long as the cost of living as represented by foodstuffs and clothing remains at its present level there can be no expectation of reduced wages, and the only changes in the food markets at present seem to be upwards. Even on a somewhat reduced living cost, it is not to be expected that skilled labor will ever return to the old levels.

Taking all of these factors into consideration, therefore, I look for good business at sustained prices, and I believe that dealers in automobile accessories will be well advised to place early orders for reasonable quantities of standard goods. Otherwise their very caution may be the actual cause of reduced turnover through inability to get sufficient goods to meet the demand at the proper time."

Did Splendid Business

This year has seen some splendid growth made in the acessory departments of many hardware firms. One firm growth made in the accessory department every year is the Hobbs Hardware Co. of London.

"We started only a few years ago with



just a few lines of wrenches," said C. A. Whitwam, of the Hobbs Hardware Co. "We started in a small way because while we judged that there was a field for accessory trade we wanted to go carefully and feel our way. We were soon satisfied that it was a splendid department, and it has grown steadily and is still growing. For instance, just in auto tires alone last year we handled goods valued at $20,000."

Many hardware firms, especially in the districts where tractors are coming into use in large numbers, are finding that it pays well to handle both auto and tractor accessories. The tractor field is regarded by many as having just as big a future as the auto business, and some firms are planning to get in early on the accessory end of the business and cash in on the opportunities as the business expands.

Lower Prices Named on Binder Twine

Quotations For 1919 Business Show Decline of 1½c Per Pound —Reduction in Sisal Fibre Prices and Declines in Manila Fibre Factors—Fairly Heavy Carry-over From Past Season—Limited Export

LOWER prices have been named on binder twine for the season of 1919. As HARDWARE AND METAL went to press last week an announcement was made that binder twine prices for 1919 had been determined on. The new range of quotations provides for a decline of 1½c per pound over 1918 figures. The new prices are as follows: 500 foot, 22c per pound; 550 foot, 23¾c; 600 foot, 25c; 650 foot, 26½c.

Sisal Fibre Lower; Manila Fibre Too

The Food Administration in the United States which has exercised control over twine and fibre last season, have succeeded in reducing the price of sisal fibre and the price of manila fibre has fallen also. Supplies of both have shown improvement and there was a heavy carry-over from last season which was not relieved as is usually the case by export business.

The decline in manila fibre prices is due in part to a reduction in freight rates on the Pacific Ocean, the Shipping Board having provided a surplus of tonnage, the rates declining in October from $18 to $11 per bale of 275 lbs., with rumors of even lower rates being offered. It seemed possible that this surplus of Philippine tonnage might be followed by a deficiency at a later date, in which case rates might recover somewhat and manila fibre become so much scarcer that fibre prices would advance. However, this condition is not yet in evidence and whereas sisal fibre values are unchanged manila fibre prices have shown further declines.

Heavy Carry-Over; Little Export

Information given out by manufacturers shows that a considerable quantity of binder twine was carried over last season; and an effort to have the Food Administration relax its minimum price control for export business was made, but all to no avail. With sisal fibre prices lower and manila fibre down there was certainly no incentive to hold stocks of twine and some manufacturers would have been willing to sell at lower figures to avoid carrying charges. Figures show that exports for the first seven months of 1918 were little more than half what they were in 1916. Whether the discrepancy in figures will be overcome is hard to say, but no relaxation of the restrictions on trading have been announced as yet.

Booking business has been very largely completed and represents a very satisfactory total. The actual consumption of twine is, of course, uncertain and it will not be known until the crop is really harvested how successful the season has been. The outlook as far as can be judged is good.

Western Ontario Retailers Plan Closer Co-operation to Solve Problems

Border merchants are following up the movement to have the Windsor City Council pass a by-law making it obligatory for citizens changing their places of residence to notify the city clerk. The object is twofold: to prevent delinquents leaving the city hurriedly and thus escaping payment of debts, and to maintain an accurate directory of the municipality. Representations made to the council by the association are now being considered, and action is expected shortly.

Closer Co-operation

Although recently affiliated with the Provincial and Dominion organizations, the Border Cities Retail Merchants' Association is now working on a scheme from which it is hoped an Associated Retail Merchants' Association of Western Ontario will be evolved. The proposal was made at the regular meeting by Harry J. Neal, of the Neal Baking Company. The suggested organization would be similar in construction to the Associated Boards of Trade, and would embrace the entire Western Ontario peninsula. An effort will first be made to secure the co-operation of Kent and Essex before the scope of the movement is enlarged to include the other counties.

Western Ontario has been unfavorably discriminated against in many phases of business, in the opinion of a number of prominent merchants here, and hence the proposal to offset this influence.

Retail merchants of the Border Cities have practically bound themselves by an "unwritten law" to cease all competition in employing sales help from the store of a fellow merchant. The suggestion made by C. H. Lanspeary, the proprietor of a string of retail drug stores, was well received, and while it was thought that no formal resolution was necessary to cement the fact, in future members of the association will be morally bound to desist from all efforts to cripple the staff of other retailers in the Border Cities. This does not mean that an employee will be denied the privilege of bettering his position, but will operate only insofar as it affects that type of merchant who might, because of a stronger financial position or some other advantage, attempt to take away employees from a competitor.

SAYS ROOFING PRICES LIKELY TO STAY FIRM

There is very little indication of any kind that roofings and building papers will be lower than they are at the present time in the opinion of D. P. Hatch, sales manager of The Barrett Co., Ltd., Montreal. Mr. Hatch pointed out to HARDWARE AND METAL that there was no surplus of materials, and that as far as his company was concerned they were still working on the current year's orders, it being necessary to operate overtime to take care of the present business. In view of this fact there has been no possibility of laying up surplus stocks, and the goods are well absorbed as soon as available.

The demand for raw materials from a clamoring list of manufacturers in all parts of this continent has served to keep the market cleaned up on these pretty close and there is consequently little or no surplus of the basic elements required. At the present time, Mr. Hatch pointed out, there is very little raw material in sight, and he did not expect an early improvement in this respect.

"Labor will remain high so long as food costs are high, for on the present basis the worker sometimes has no more than enough to meet living requirements," said Mr. Hatch. "So long as labor and food costs hold as they are today there will be no lower prices on these lines!"

J. H. McComb, another Montreal authority on the roofing and paper situation, stated that there were no stocks in hand of any account. Production has been well absorbed and market tendencies are strong. There really is every reason to anticipate a firm market, both labor and material costs contributing to this, as well as abnormally high prices for any of the odd materials that are used. Even old rag clippings, used in the manufacture of felts and other lines, are abnormally high, Mr. McComb pointed out.

How to Make Record Sales at Xmas.



"Our Christmas Display Window Brough Magnificent Results" says the dealer who arranged the above display. Your Window will do the same and if you send in a photo of it you may win one of the cash prizes offered by Hardware and Metal.



"OUR Christmas display window brought us in magnificent results," was the way in which the winner of HARDWARE AND METAL'S *Cash Contest last year described the business the firm did. Any good window will produce results and it is particularly important that at the Christmas season, when everybody is looking for suitable gifts, that the hardware windows should be at their very best. Every hardwareman should plan to take advantage of this period which is one of the very best in the whole year. Just in proportion to his efforts will be his reward. A window filled with appropriate goods, attractively arranged, is one of the very best sales boosters that has yet been discovered, especially during the next ten days when the buying public is out with its purse strings loosened intent upon getting something that will be "a real gift."*

A SPLENDID CHANCE

No stores have more "real gifts" than hardware stores. The very nature of the business is based on service and utility and from his stock the hardwareman can choose any number of lines that carry a big appeal to the public. This in itself is often a problem to the window dresser of the hardware stores. There are so many things that are attractive and that would make a splendid showing in the window that he has to do a good deal of planning to select just the best sales producers. Here is where he has to study the buying taste of his community and this is generally not difficult to do.

Remember in making your arrangement that it is sales you want to make, not only in the interests of your store, but as a factor in winning one of the cash prizes offered by HARDWARE AND METAL *for the best Christmas windows. One of the best things about a contest of this kind is that the man with a little store or a small window has just as good a chance as the owner of a huge store with appropriations for window display purposes. The man with the little window can by the exercise of his own good taste and good judgment make perhaps a better display from a sales producing standpoint than the man with elaborate equipment. It is not a question of expensive paraphernalia in this case, but of selection of goods and attractive arrangement.*

THE ONLY CONDITION

The only condition in the contest arranged by HARDWARE AND METAL *is that the goods must be for Christmas display. This leaves every dealer a wide field. Get busy on your window, boost your Christmas sales to new records and win one of the cash prizes. Remember all photos must reach* HARDWARE AND METAL *by January* 1, 1919.

Charges Credit Seekers 5 Per Cent.

Galt Hardware Firm Aims to Eliminate All "Dead" Accounts — Member of Company Says Daily Cash Receipts Increase and That the Plan is Giving Much Satisfaction—Alberta Firm is Changing Its Methods Also

CARDS bearing the announcement shown below in big letters greeted HARDWARE AND METAL on a visit to the store of the Fraser Hardware Co., Dickson street, Galt, and J. A. Fraser, of the firm, when asked how this new system of giving credit was working out, made the following comment:

"After a couple of weeks' trial we have found the new credit system, which you will agree is clearly enough outlined on these cards, to be a decided success. While we are not establishing a strictly cash system, this 5 per cent. extra charge eliminates new accounts on the books and also gives us a line on people who seek credit. If they are willing to pay 5 per cent. extra for our limit of credit, namely, 30 days, we do not want this class of trade as it is more than likely they would be "dead" accounts. We find this an easy way of getting rid of the doubtful class.

Makes It Easy

"Not only does this system work out well in getting rid of the class of trade which is not desirable, but it is an easy way of refusing credit and increases the daily cash receipts. For an instance, a man came in the other day and purchased a pulley and some belting and after his parcel was ready asked to have it charged. I told him that he would have to pay 5% extra to have the account go on our books, because we had adopted a system of a 15-day limit in meeting our accounts and, therefore, could not stand to give customers credit for three or four months. This man quickly realized that he would save a dollar on his purchase by a cash payment and immediately produced the money.

"This system also simplifies bookkeeping as now practically the only accounts we carry are those of manufacturers. Another thing, it does not offend anyone and in these times when ready cash is so essential, it increases the day's receipts.

Secure A Lien

"The reason we give credit on stoves is because in this line we have established a big business because of the principle of sale. We give time for payment on stoves but secure a lien against the stove to insure payment. With every sale of a stove we issue a payment card, and the purchaser can make weekly or monthly payment as the purchaser desires.

"I unhesitatingly recommend this system of eliminating credit to the trade and feel satisfied that it will obtain the same results for others that it has for use."

This is merely another example of the policy many retailers all over the country are adopting.

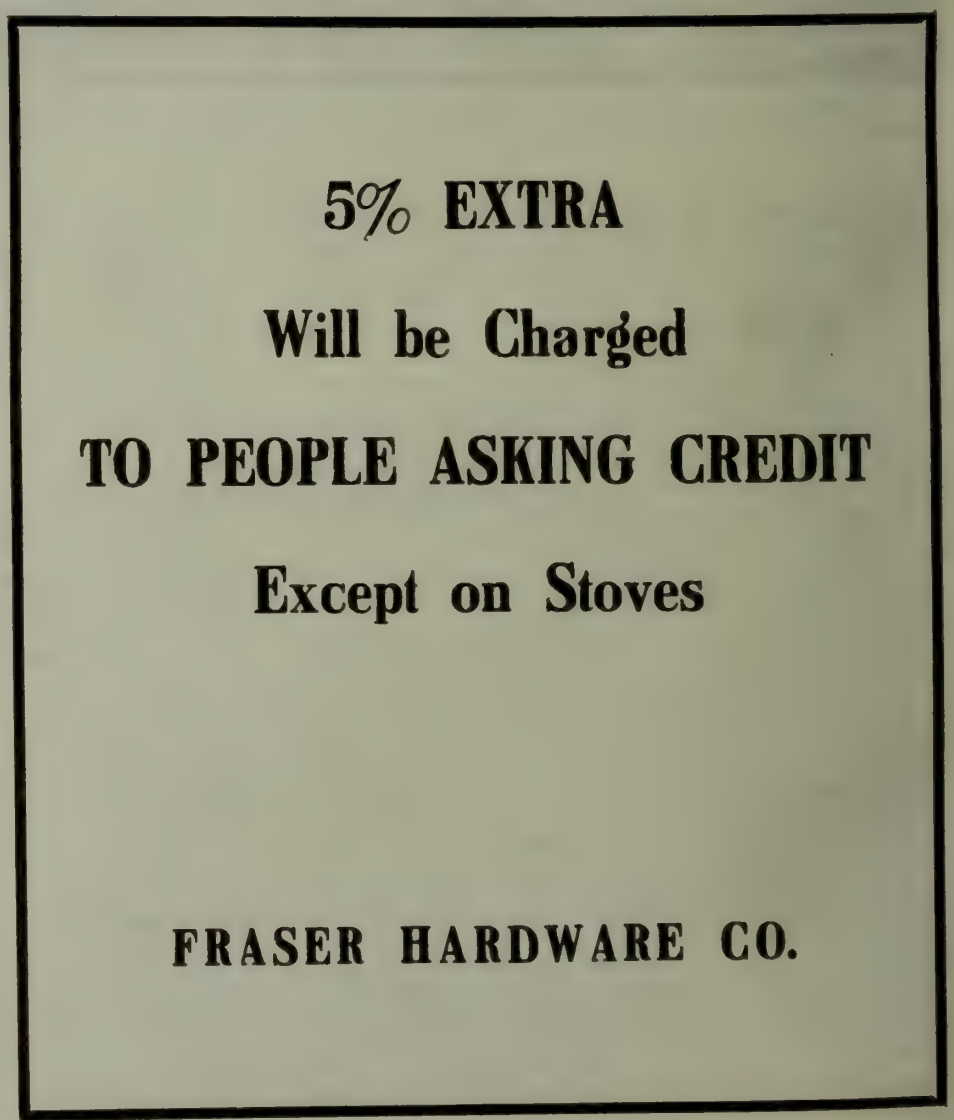
Keeping an eye on the finances is one of the most important things in connection with successful merchandising. Bankers state that one of the best things in connection with retailing during the past four years is that merchants have realized as never before the really big place that collections play in either keeping a business forging ahead or dragging it back. All over the Dominion firms have been brought to realize that their profits are needed in their business and that having the ready money with which to buy and keep up stocks is a most valuable asset in the commercial race.

Hardware men are generally recognized as among the keenest of retailers. They are usually among the very first to adopt measures that are progressive and that make for better business. For some time past HARDWARE AND METAL has drawn attention to the changes that hardware firms are making in their methods, especially in connection with the cutting out of "credit accounts."

Steadily Spreading

One hardware firm after another is getting away from the work and worry of "carry" accounts, and the close of this year will see more hardware merchants on a "cash basis" or "nearer to cash basis" than ever before.

A number of firms who have not yet made the change are giving it their most careful consideration and getting information from other hardwaremen as to how it works out. Indications are that many of these will adopt methods from time to time which are aimed to reduce their losses from "dead" accounts to a minimum. If all the money that is owing to merchants could be collected in a lump sum it would make a very hand-



some sum. Probably ninety-five per cent. of the money was rendered "dead" by ill advised credits, and of these ill advised credits, a large percentage were granted through good nature, easy going slip-shod methods, or fear.

How It Works

It is obvious that you cannot buy new stock with money that you have not collected. Most firms need all the money that is coming to them in order that they may "carry on." It is with this end in view that they are working to get away from giving unnecessary credit and also to save themselves a lot of unnecessary worry and annoyance in chasing up "poor pays."

The announcement on this page was made recently by the B. F. Morris Hardware Co., Limited, of Leduc, Alberta. The advertisement pretty well explains itself. As far as the public is concerned there is no chance of any misunderstanding. On the contrary customers are assured of "lower prices" and that their "dollar will go farther" by the new plan.

Losses Are Large

Just how general credit troubles are may be gathered by the experiences of retail merchants at Windsor, Ont. They have many thousands of dollars owing them. They are not only cutting out credit to a large extent but are getting in a lot of money they had given up as lost. As stated in HARDWARE AND METAL recently unqualified success has followed the establishment of a department for the collection of "deadhead" accounts of members of the Border Cities Retail Merchants' Association at Windsor, Ont. This department is conducted by Secretary T. C. Ray. At the last meeting $525 was distributed. Border merchants are coming to a full appreciation of this feature of their association, and at a previous meeting one grocer handed over $1,400 worth of belated bills to Mr. Ray. This is not the only phase of the work of the department, for without the necessity of establishing a "blacklist" of poorly paying transients and customers, merchants are warned quietly whom to avoid in extending credit.

CHANGING METHODS

Commencing December 2nd

B. F. MORRIS HARDWARE CO.

LIMITED

Change Their Method of Doing Business

We Quit Keeping Books

All Goods when taken from our Store must be Settled for in Cash or Bankable Note

Absolutely No Exceptions

All People will be Treated Alike

LOWER PRICES

All Goods Will be Marked Down, Your Dollar Will Go Farther on Our

New Money Saving Plan

St. Thomas Merchants Boycotting Londoners

Alleging that the City of London, Ont., is doing everything in its power to prevent the proposed government highway from Hamilton to Windsor going through St. Thomas, the St. Thomas merchants are boycotting London firms with whom they have done a large business. Travellers from London houses, it is stated, are getting the cold shoulder when they call on St. Thomas firms and many contracts have been cancelled, it is said. At a big meeting of the St. Thomas Board of Trade the following resolution was passed:

"That whereas the Chamber of Commerce of London, representatives of the business interests of that city, have organized and are carrying on a determined campaign from Hamilton to Windsor in a selfish attempt to prevent St. Thomas and the towns of Elgin county to the west of the city enjoying the benefits of the new provincial highway, and whereas the business men of this city have, in a large measure, been making their purchases from the manufacturers and wholesale houses in London, be it resolved, as a protest against the selfish, unneighborly attitude of the business interests of London, we, the merchants of the City of St. Thomas, pledge ourselves, so far as it lies within our power, to seek new sources of supply and to discontinue trading with business firms of a city that has shown such uncalled-for antagonism towards a near neighbor, believing that the failure of the London business men to protest vigorously against St. Thomas being kept off the provincial highway shows an utter lack of appreciation of the business we are giving them.

"And be it further resolved that we will do all in our power to encourage, in this city and district, the circulation of newspapers that we can count upon giving us a square deal in matters pertaining to our local interests."

National Motor Show At Montreal in April

The National Motor Show of Eastern Canada for 1919 will be held in the Victoria Rink, Stanley and Drummond Streets, Montreal, from Saturday, April 5, to 12 inclusive, and the exhibits will include passenger and commercial cars, motor cycles, motor boats, aeroplanes, accessories, tractors and farm-lighting outfits. The decorations will be in the form of a huge Japanese garden.

The show will be run in aid of the Montreal Soldiers Wives' League, and a very elaborate and well-organized ticket selling campaign is being arranged by the various ladies' committees.

A special section of the show will be placed at the disposal of exhibitors showing motor boats, and application has already been received to exhibit a 27-foot motor boat.

SHIPPERS WANT CASH FROM THE RAILWAYS

THE retailers and manufacturers plan to meet the move of the Canadian railways which are putting all their shipping on cash basis commencing January 1, by a demand that the railways make a cash settlement promptly for all claims the shippers may have against them. The matter is now being taken up with the Canadian Railway War Board and it is pointed out that there are instances innumerable all over Canada where firms have been waiting for many months, in some instances more than a year, for settlement of claims. It is only reasonable, the shippers point out, that if the railways are to demand cash in future that the shippers should be paid promptly. It is interesting to note the general attitude of the business men of Canada toward the cash basis idea as being adopted by the railways. With very few exceptions, they favor the move as being in line with the sort of policy necessitated by present-day conditions.

WILL URGE RETAILERS TO STOP FIRE WASTE

WITH a view of bringing home to retail merchants all over Canada the importance of stopping the enormous fire losses in the Dominion, which are now the highest per capita in the world, a number of business organizations plan to enclose with each letter sent out a printed slip drawing attention to the importance of fire prevention. Figures just prepared show that at the present rate the total losses for 1918 will exceed $34,000,000. Last year the losses were $25,000,000. A careful examination of the statistics has revealed the interesting facts that seventy-five per cent. of the loss this year so far has occurred in five per cent. of the fires, showing that the big fires were nearly all in manufacturing plants. The figures also show that twenty-five per cent. of the fires originated from careless handling of matches, and another twenty-five per cent. from smoking, especially from cigar stubs carelessly thrown away. Another prolific cause of fires is in defective heating equipment. Canada's per capita fire loss this year will likely total $6, against 60 cents in England and 30 cents in France and some other European countries. Those who are working to check this enormous loss each year are also planning to have more drastic legislation framed and better building laws which will ban the erection of inflammable structures.

TO DEVELOP TRADE WITH NEWFOUNDLAND

THE importance attached to the possible trade development between Montreal and Newfoundland is taking a hold on the business interests of Montreal. The Board of Trade will urge the Federal Department of Trade and Commerce to provide a suitable service between Montreal and the ports of Newfoundland, and steps have already been taken to secure the Government's assistance in making definite plans. The time is considered ripe for a consideration of this big possibility and from the expressions of the jobbers in Montreal made to HARDWARE AND METAL, there will be a ready interest on all sides. Every assistance will be given the proposal and with adequate transportation provided, there is little question of the development of trade relations that will bring to Canada a portion of splendid trade that has heretofore gone elsewhere.

REVIVAL OF BUILDING WILL BOOST BUSINESS

BUILDING development, which is anticipated on a large scale, is expected to cause a boom in the sales of gas stoves and electric stoves, and the biggest business ever done by manufacturers and wholesalers is looked for by some firms. Steam and hot water furnace and radiator manufacturers report that prospects for a good business in the near future look exceedingly bright. Manufacture of these goods has been to some extent limited the last two years by conditions. Plans are being laid by steam and hot water furnace and radiator manufacturers to secure a large output.

METRIC SYSTEM MAY BE ADOPTED BY CANADIANS

THE adoption of a uniform standard of weights and measures for Canada, the United Kingdom and the United States, with a view of facilitating trade in all departments, is under consideration The movement has made considerable headway in England and the United States and is now being taken up by the Montreal Board of Trade which is urging the general adoption in Canada, the United Kingdom and the United States of the metric system. This is the standard used by France for a great many years. It runs in tens and is extremely simple. Other boards of trade throughout the country, it is stated, are considering the question and may join in the move and the matter will also be discussed by various business organizations, both retail and manufacturers.

BRITISH CUTLERS ARE WORKING FOR THE GOVT.

SINCE the beginning of the war a great deal of the capacity of British cutlery makers has gone to the Government for the use of the army. It is understood, as pointed out this week to HARDWARE AND METAL, that there will be no change in the programme of the Government for some months to come and that there will be little likelihood of heavy supplies reaching this side of the water before next fall. The present arrangements, whereby the needs of the army are supplied, will hold until September next, it is now expected. With the cessation of hostilities it was hoped that the pre-war basis of export selling would be possible of resumption soon after peace was declared.

MAXIMUM PRICES ON IRON PIPE ARE FIXED

THE price-fixing committee of the United States War Industries Board, acting upon the request of various Government agencies that it make official the differentials recommended by the American Iron and Steel Institute upon cast-iron pipe, has fixed

the following maximum base prices per net ton of 2,000 pounds upon cast-iron pipe, 6 inches and larger, Class B, American Water Works weight or heavier, effective until December 31, 1918:

$60 f.o.b. Birmingham, $67.70 f.o.b. New York, and $66.80 f.o.b. Chicago.

TRADE COMMISSION TO BOOST EXPORT BUSINESS

A CANADIAN Trade Commission, consisting of three members, Sir Charles Gordon, of Montreal, chairman; Charles B. McNaught, of Toronto, and H. B. Thomson, of Victoria, has been appointed by the Dominion Government. The board will have its headquarters at Ottawa, and will co-operate closely with the Canadian Mission in London with a view to securing export trade for Canadian firms and also a share of the business arising out of the reconstruction work in France and Belgium and other war-devastated parts of Europe.

Authority is given to the commission to select and appoint advisory or associate members with a view to associating with itself any industry or class of industry considered advisable.

WAR BOARD WILL NOT PERMIT OVERCHARGING

THE Canadian War Trade Board has made the following announcement in modifying all restrictions on steel:

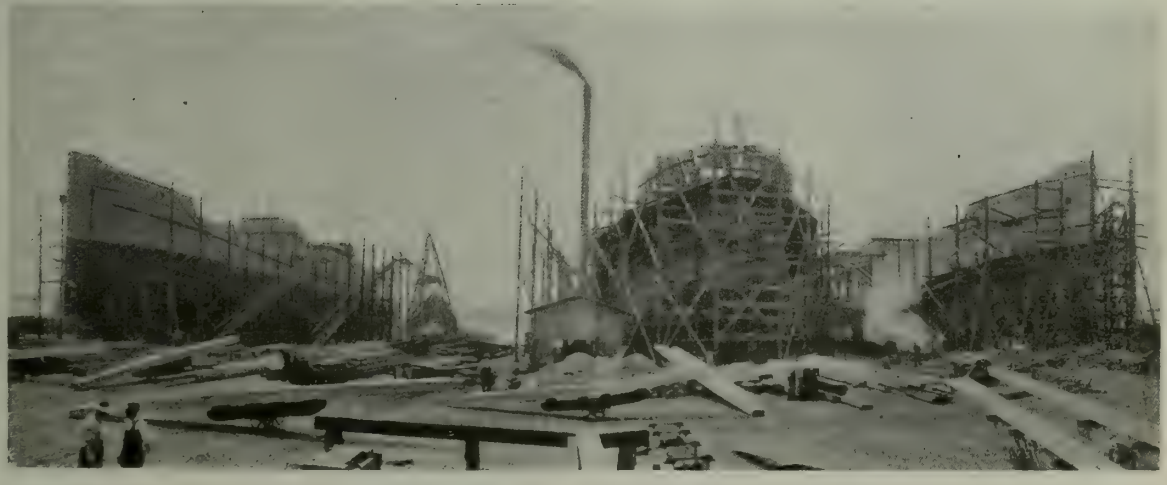
"In view of recent developments which have made the steel situation somewhat easier, and especially in view of the fact that certain United States restrictions have been lifted and others modified, permitting shipments of plates, boiler tubes, etc., being made to Canada more easily than in the past, it will be unnecessary in future to apply to the War Trade Board for releases from stock on forms which were provided for this purpose, neither will it be necessary to supply monthly reports as in the past.

"Dealers and others are now at liberty to dispose of their stocks wherever they can, but the War Trade Board reserves the right to fix the price of same in the event of receiving complaints to the effect that prices which are being charged are excessive."

LINSEED OIL PRICES DIFFICULT TO DEFINE

THE law of supply and demand has been, to some extent, responsible this week for a lowering of the market on linseed oil. Orders are lacking. Supplies are not generally stated as heavy or excessive. Seed was lower last week than this and still, with the seed market tending higher, selling prices on oil in some quarters have softened. Just whether they will continue to decline further is a question that cannot be forecast definitely, some intimating that there may be lower prices but that this condition will very likely be overcome later. It seems to be a matter of sales with many jobbers, and with a quiet selling season confronting them the recent lowering of markets has been brought about, it is thought, to stimulate sales.

Current Events in Photograph



SHIPBUILDING ON THE PACIFIC COAST

THE building of ships of all kinds has, since the war, received a stimulus which in several sections of Canada is making it one of the leading industries. Many thousands of men are engaged at various points in turning out ships which as soon as possible will be put on the European trade routes to take the place of those sunk by the Hun submarines. On the Pacific coast, owing to the great supplies of timber available, many large wooden ships are being constructed. The photo shows a scene in a Western shipyard. On the Eastern coast the ships under construction are both wood and steel.

Windows that are Boosting Xmas Sales

Three Big Windows Full of Toys Shown by St. Thomas Firm—Galt Firm Adopts Display Idea From American Drug Stores—Hardware Firms Report Splendid Christmas Business

Ingram & Davey, St. Thomas, Ont., this week are featuring Canadian-made toys in their three large windows. Special attention has been given to lighting effects and arrangement.

George A. McMurtry's windows contain an excellent display of labor saving devices for housewives, washing machines, vacuum cleaners and electric specialties. Included in the display also are articles of silverware and cutlery.

Cutlery is featured also by A. E. Campbell, but Mr. Campbell found that his store front was not large enough to make the Christmas display he wished, so he rented the window of the store next door, and with this additional space has a fine showing of cutlery, stoves, vacuum cleaners, carpet sweepers and aluminum ware.

R. H. Blackmore, Ltd., the west-end hardware store of St. Thomas, has a striking display of electrical appliances and cutlery in their Christmas windows.

The Fraser Hardware Co., Galt, Ont., has a novel window display along the lines of some of the big drug stores in American cities. The displays are made as close as possible to the window, on frames perpendicular and covered with black velvet. The articles are exhibited on individual stands, which can be adjusted to the size of the article and the effect obtained is that of a mirror, with every article prominently facing the onlooker. One side-window is devoted to aluminum goods and the other to nickel-plated goods and carvers. The centre window contains cutlery and safety razors. All the window displays suggest timely Christmas gifts. The majority of the articles are price marked, appropriate Christmas cards being used.

The Fenn Hardware Co., took advantage of the cold spell to feature "comfort" windows, one containing stoves and the other gloves. None of the articles are price-marked. In front of the store, sleighs, snow-shovels and toboggans are shown. In the interior the firm displays on tables suitable gifts for Christmas.

Buchanan and Tait in one window display a variety of leather gloves all price marked and in the other washing machines, boilers, and wringers, unmarked.

The McMurtry Hardware Co. have one window decorated to give a fire-place effect, with casseroles, electric heaters and toasters, roasting pans and granite table sets for children displayed. Some of the articles are price marked. The second window is devoted entirely to gloves, every pair bearing a price ticket.

Allen and McKenzie in one window display gloves. In the other, a variety of fire-place fenders are exhibited, each with the price marked on it in chalk.

The Baxter Hardware Company, Windsor, Ont., is devoting the entire space of its four large windows to toys. Tricycles, wagons, rocking horses, Teddy bears, dolls, sets of dishes, crokinole boards and similar lines are attractively arranged.

One of the large windows of the Ripley-Peck Hardware Company, is devoted solely to toys. They are neatly arrayed and a background has been made of beaver board. The firm's other window is used for a showing of oil heaters and gas ranges.

Taking advantage of the game season, the W. J. Douglas & Company, presents a window advertising products of a cartridge company. The background consists of advertising cuts of hunting scenes, while in the centre are stuffed quail, wild ducks, squirrels and other small game. Grouped in the foreground are samples of the different brands of cartridges that may be obtained within.

Cutlery for the holiday trade and carpet sweepers are featured by the Nelson Hardware Company. In one of their windows cutlery sets are shown off against rich plush velvet, while the other window is given over to various types of carpet sweepers, effectively displayed with the assistance of life-sized cardboard figures of children assisting their mothers in the operation of sweeping.

Nelson Richardson, Ingersoll, Ont., features cut glass, cutlery and household articles in his main window. In the other, oil heaters, stove boards and heating equipment generally is shown. Both windows are well arranged.

One of the large windows of T. N. Dunn's store is devoted to a big showing of horse blankets, halters, chains, lanterns, combs and brushes, and other articles in demand in the rural districts. It is a striking window for this class of trade especially. The second window displays coal oil heaters.

In the window of Jas. McKay & Co. are shown axes, cross-cut saws and oil heaters.

The James Walker Hardware Co., Ltd., Montreal, are showing a nice line of suitable gift articles. In one window they are featuring carpenters' benches and also tool sets. In the other window they are showing skates. These are neatly displayed on a plush-covered background in the centre. Skates and hockey boots are shown, with nickelled flashlights a prominent feature and with electric toasters and safety razors prominently shown. A large card draws special attention to the razors in particular. In an adjoining part of the window are shown toboggans, snow shoes, etc.

The Bernier Hardware Co., St. Lawrence Boulevard, Montreal, is using an effective window that has excellent selling value this week. This was dressed by Mr. Bernier himself and the built-up background has drawn attention from pedestrians even across the street. Cutlery and plated table ware are used as the back of window on specially-made boards, in the form of diamonds, etc. These make a seasonable backing for the bright goods, and with green a dominating color the best values of the goods themselves are brought out. Trays, aluminum ware and electrical goods are placed immediately in front of the background proper. Plate glass shelving has been brought into use here and on these the plated goods are tastefully arranged. Prominent display is made of cutlery, razors and carving sets in the foreground, some on the floor of the window and others on raised glass shelving. Green cloth is used on the bottom of window. There is also a fair showing of brass goods, among these being a nice array of ash trays. Electrical chandeliers are tastefully arranged from hangings a short distance up from the base of the window, and the effect is excellent. A unique use is made of a sub-window beneath the main window of the store. This has a showing of electric fixtures and some mechanical toys.

Electrical goods and cutlery are featured in the windows of the M. Philbin Hardware Co., Montreal. These are very tastefully displayed. Use is made of long panelled boards at the back, covered with yellow cloth and the bright goods attached so that they make a pleasing background for the other goods. Cutlery is placed well toward the front of the display, the pocket knives being stuck into the slanting front of the window bottom, just where it rises from the plate glass. This, being about six inches wide, permits of the knives being shown to good advantage. In the remaining window of the store, tools are prominent.

Mackenzie, Milne & Co., Limited, Sarnia, Ont., are showing percolators, brass goods, casseroles, electric irons, fire sets, carpet and vacuum sweepers, and hockey sticks and skates in both windows this week. The goods are displayed on steps with the skates and hockey sticks at the bottom. Business, the firm reports, has been very good.

Brightening Up the Xmas Show Card

Selling Value of the Attractive Cards Makes it Indispensable to the Large Store and So Should Be Used By Smaller Ones as Well—Some Christmas Cards and How to Make Them

By R. D. Edwards

CHRISTMAS show cards are at present an absorbing topic of interest to those in charge of producing show cards for the large or small store.

The large departmental stores through Canada and the United States are busy putting Christmas cards on their counters and in their windows. One of the large Toronto stores has already put into use many thousands and before the Christmas season has advanced much farther, the quantity will be increased to double.

For Small as Well as Large Stores

Early Christmas shopping is the watchword. Therefore, the Christmas feeling must be supplied to encourage early shopping. Prettily designed Christmas cards are what remind and keep reminding the customer over and over again that the gift season is again at hand.



The small store, too, should follow the big store's examples and get their Christmas cards on their merchandise and in the window displays.

The principle used by most large stores is to adopt one special design and carry it out through the interior of the store. This design is used also in the show windows at intervals with other special Christmas show cards designed by the cardwriter.

In the majority of cases the Christmas cards for the interior are either of a printed or lithographed design and from two to four color work.

SUGGESTIONS FOR CARDS

Do it Electrically.

Your Wife Would Appreciate One of These.

You Will Be Sure To Please If You Give Something of Service.

Here Are Gifts That Men Will Appreciate.

If You Like Our Windows Come Inside. You Are Welcome To Inspect Our Large Stock.

For the smaller store, very attractive designs can be worked up with the air brush by using stencil or lithograph, or printed cards can be bought from supply houses.

But the window card for dainty Christmas displays, both for large and small stores, must be made by hand.

Change Cards Frequently

First of all these cards must be original. They should be changed every few days, just as the window trimmer changes and decorates his windows. They should be made in series and the change from one style to another should be made all at one time.

Stick to daintiness in show cards. Don't plaster the card all up with design and lettering. We are offering two suggestions of what we think are quite good enough, even for the best Canadian stores.

They are exceedingly neat and good looking and they would add much to a Christmas display.

They are made with a mat bound background with a deckled edge cover paper, panel in the centre. The edge is deckled by hand with a small pair of scissors and is nothing more or less than an uneven or rough edge.

The dark background card is made of dark green mat board with a buff centre panel of heavy cover paper. Cover paper can be procured from wholesale paper houses in any color or finish desired. The top two corners only are stuck and the rest of the paper hangs loosely against the cardboard.

The card with the dark panel is after the same order as the other with exception that the background is a buff mat board and the centre panel is of medium grey.

Many other color combinations can be worked up with good effect. Dark green background with pale green or white centre, white ground with pale green centre, buff ground with white or pale green centre are only a few of the many attractive color combinations.

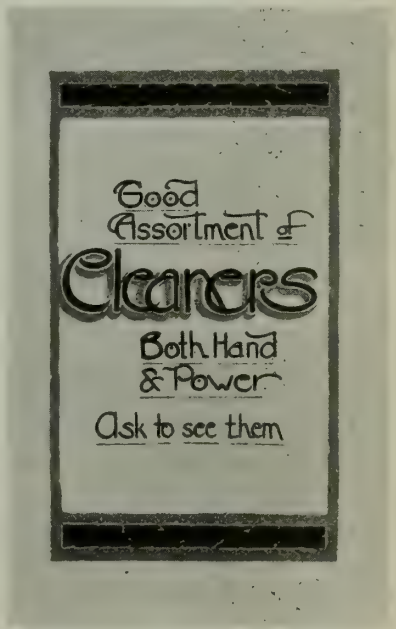
Made With Pen and Waterproof Ink

The drawings and lettering on these cards are made with pen and black waterproof ink. The drawings are colored with transparent water colors in greens and reds. The lettering is made with a No. 2 round writing pen nib.

Some Tips

There seems to be an idea prevalent among those who have newly broken into show-card writing that to become a proficient card-writer they must possess an air brush; and that through its use is the only way to make what they term a really attractive and high class show-card. Now I want to explode that theory, although it must be understood that the air-brush is an excellent tool for show-card work. Also, it has been the means of making thousands of very poor show-cards, show-cards which are an eyesore to any display on which they are used.

In Toronto you can see air-brushed



cards in some Yonge street stores which you can hardly read owing to the large amount of highly colored inks sprayed on them with the air-brush. There is poor judgment both on the part of the maker and on the part of the merchant for showing them there. Cards like these tend to repel rather than attract customers. The whole trouble lies in the inexperience in the proper handling of the air-brush. All amateurs should learn how to letter properly, how to make show-card designs and the proper combination of colors before attempting to make air-brush show-cards.

EDITORIAL COMMENT

DON'T forget to enter your Christmas window in HARDWARE AND METAL'S big contest.

* * *

IF YOU want your clerks to impart enthusiasm to your customers, set the example by imparting it to your clerks.

* * *

IT IS not the size of your stock that makes it possible for you to clean up good profits, it is the rapidity of the turnover.

* * *

DON'T let your business run itself. Behind every growing business you will find a human dynamo that keeps things humming.

OUTLOOK IS BRIGHT

IN the stock market it is an axiom that success depends upon being able to read the tape right. By that those who trade in securities mean that a mere knowledge of market values is worthless unless accompanied by a clear insight into the cause back of every market movement. So it is with the reading of quotations in the hardware markets today. A mere knowledge of figures, unless backed up by a thorough understanding of what they stand for and how they came about, is useless.

With the coming of peace, a readjustment period was looked for. There are evidences that this period may be much shorter than many expected. Many firms are taking on extra hands as quickly as they can get the men qualified to do the work they need. These firms are getting ready for a big business. Every mail brings inquiries from all parts of the world for Canadian products. This means export business for the home firms. A glance at the Trade Inquiries in this issue of HARDWARE AND METAL will show a longer list than it has been possible to print in months.

The normal home demands will have to be looked after and when it is remembered that many of these have been held up for three or four years, especially in building lines, it is apparent that it cannot be supplied in a minute. The automobile firms are preparing for a bigger business than ever and some of the large firms making agricultural implements will work to capacity all winter in order to be ready for next year's demands. Never in the history of Canada has there been such a demand for foodstuffs and every ounce that every farmer in the Dominion produces he can sell. For four years the farmer has been making money and this has been reflected in increased buying. Next year this should be greater than ever, because many things will be available that could not be bought before.

CHANCE FOR HARDWAREMEN

THE announcement from Ottawa that the Dominion government has created a fund of $25,000,000, which will be available as loans to the Provinces to help them in carrying out their plans for housing, is the first really definite step in the working out of what is a serious problem all over Canada. Since the war very little building has been done, especially of residences, with the result that in many communities houses are not obtainable and rents are outrageous. This has resulted in a doubling up process on the part of citizens, and in many cities a number of families may be found under one roof. This does not make for ideal living conditions, especially in the poorer sections. Retailers are just as vitally interested in solving this great problem as the manufacturers. Whatever makes a community better or worse directly affects the merchants. To hardware men the housing question is of special interest. They can, if given the chance make many suggestions that will result in a much better type of home being erected than has been built in the past. Now that many of the provinces are awake to the importance of Canada's fire losses and are planning to check this enormous waste by prohibiting the erection of inflammable types of buildings, the hardwaremen by co-operating fully in this direction and also with those working out housing plans give valuable assistance. Aside from these considerations entirely the move to solve the housing problems means a greatly increased business for the hardware firms as enormous quantities of materials will be required. According to the latest information from Ottawa, it is hoped that some of the building work may be gotten under way during the winter and that it will be in full swing by spring. General reports from building sources indicate that a huge volume of building is in prospect during the coming year.

CO-OPERATION COUNTS

IN this issue of HARDWARE AND METAL is an account of how the Border Cities Retail Merchants' Association is planning to extend its work

not only through its own county, Essex, but also into the adjoining County of Kent and later to all Western Ontario. Why not throughout the Dominion? The Border Cities' Association, although a young organization, has found that there are problems outside of its own territory that have a direct bearing on all business. They hope by Co-operation to solve these problems. There are problems in the retail business which are not to be solved by county or even by provincial co-operation, but by every retailer in the Dominion putting his shoulder to the wheel. The retailers, that is the majority of them, do not appreciate their own importance. It is estimated now that there are 200,000 retailers in the Dominion, that their annual turnover is $20,000,000,000, that their property is valued at $5,000,000,000 and that they pay out in salaries each year $1,040,000,000. These are huge figures and they are constantly growing. Every year as Canada grows, her business will increase. It is doubtful if the authorities at Ottawa, except in a very general way, ever give very serious consideration to the retailer and his problems. If every centre had a live merchants' association and co-operated with one another all the way across Canada, many problems could be adjusted that would make infinitely better conditions in merchandising. Until some such united effort as this is made, retailers will continue to be the victims of all sorts of unnecessary troubles.

AN UNENVIABLE RECORD

CANADA this year has won a new distinction, another world's record. This one is not in keeping with the laurels the Dominion earned by its war efforts. It shows in the words of the official report that "we stand indicted before the world as a nation of careless spendthrifts," because our fire losses according to our population are the highest in the world. If the fire loss of approximately $35,000,000 this year is added to the indirect losses due to insurance and expenditure on fire protection, fires will cost the people of Canada $65,000,000 or about one-tenth of the amount subscribed in the recent Victory Loan. There seems to be a disposition on the part of many people to believe that as far as they are concerned any loss that occurs does not affect them because it is met by the insurance companies. If they stop to figure it out every fire loss directly affects every individual in Canada. Every merchant, every manufacturer, every individual has to contribute to the payment. The merchant increases the cost of his goods to take care of his insurance, the manufacturer does the same and the general increase is paid by the consumer. Canada's fire losses have been increasing at such a startling rate that it is realized that something must be done to check them and steps are being taken in this direction by various business organizations and also by provincial authorities. It is not unlikely that some rather drastic legislation will be enacted before very long which will bring home to the public at large their responsibility for starting fires which run into millions of dollars annually.

A NICE NEST EGG

NO less than $15,000,000 is in the hands of the Receiver General at Ottawa as deferred pay of the soldiers who are yet to come home. This represents money saved by them since the commencement of the war. In other words, it is pay earned but not drawn, with accumulated interest.

Now that demobilization has begun there is no doubt that great benefits will accrue from these savings, which have been effected under a policy inaugurated by the Government in 1915, under which soldiers serving in France have been required to leave on deposit with the Government a portion of their pay which could not be profitably spent overseas, but would be a useful provision for a rainy day. In the result the majority of the men will have a sum of money which they themselves have saved immediately available on discharge.

Under the regulations adopted there will be paid to every man a further sum by way of free grant, commonly called Post Discharge Pay. This will amount to a sum equivalent to three months' pay and allowances, payable in three monthly instalments, including Separation Allowance to the soldier's dependent entitled to receive it.

On discharge every soldier who has donned uniform will also receive $35, which is intended to provide for the purchase of civilian clothing.

CONFIDENCE NEEDED

ONE of the big problems in connection with reconstruction in England as in Canada will be the amicable adjustment of all difficulties that may arise between capital and labor. The words of Mr. Lloyd George recently in discussing the British Government's programme for increasing the nation's industrial output seem particularly applicable to the situation in Canada. "One step is needed for success and that is confidence," he said. "All classes must give confidence to those who have brains. Those who have capital to those with hearts and hands to work. I say to labor: You shall have justice. You shall have fair treatment and a fair share of the amenities of life. Your children shall have equal opportunities with the children of the rich. To capital I say: You shall not be plundered and penalized. Do your duty by those who work for you and your future is free for all the enterprise of audacity you can give us. But there must be equal justice and labor must have happiness in its heart. We will tolerate no sweating and labor must have its just reward."

EVENTS IN THE TRADE

Business Changes

Clairmont, Alberta. — Mains-Hooper Hardware Co., partnership registered, Caril E. Mains and Wm. Allen Hooper.

Zurich, Ont.—Stade and Weido have purchased the hardware stock of J. Preeter and will continue business in the same store.

Obituary

The death occurred recently of Lewis R. Wright, manager of the Architectural Department of Berry Bros., Inc., manufacturers of varnishes.

Joseph C. Bell, aged 35, formerly of Hamilton, died very suddenly in Detroit from peritonitis. He was Detroit salesman for the Standard Oil Company. Mr. Bell was a native of Ottawa.

Frederick Cook, aged 27, of the firm of Cook Bros., hardware, with stores at Bredenbury and Langenberg, Saskatchewan, died from complications which followed an attack of influenza. The business will be continued.

After an illness of only a few days with influenza which developed into pneumonia the death occurred in Hamilton. Ont., on Monday of Francis E. Newton, aged 39 of the Mills Hardware Co. He had been with the firm for two years and was formerly employed with the hardware firm of J. W. Husband & Son, Wallaceburg, Ont. His wife was prior to her marriage Miss Adelaide Husband. B. G. Newton, of the MacLean Publishing Co., Toronto, is a brother. Interment took place at Hamilton on Wednesday.

New File Works May Locate at Ingersoll

By-laws are to be submitted to the ratepayers at Ingersoll, Ont., shortly which if carried will result in the location there of the Port Hope File Company. The file company proposes to take over the plant of the Ingersoll Nut Company and to add to it by 100 feet of similar construction.

Their total investment, it is stated, would be $125,000. They ask from the town a loan of $10,000 for ten years free of interest and exemption from taxation.

The Ingersoll Rolling Mill Company proposes to take over the plant of the Noxon Company, invest $200,000 and employ 125 men. They ask a loan of $50,000, free of interest, this loan repayable, beginning the sixth year at the rate of $10,000 per year. They also ask exemption from taxation.

PYRENE COMPANY TO BUILD IN CANADA

The announcement is made to HARDWARE AND METAL that the Pyrene Company will shortly erect a Canadian factory in Montreal. J. A. Miller, president of the Pyrene Company of Canada, Ltd., is out of the city and could therefore not be seen, but the announcement is approved by the Canadian head office. Particulars as to the extensions to be made will be forthcoming at an early date. It will be the company's intention to take care of all Canadian business from the Montreal plant, when erected, and work will be started on the new factory, it is understood, immediately after the first of the year.

Fire Losses

The stove warehouse of Thomas Potts, Niagara St., Brantford, was completely destroyed by fire. The loss will run into several thousand dollars. The blaze started from an overheated stove.

Personals

N. S. Vanzant, Western Ontario traveller for the Canada Foundries and Forgings, Limited, Brockville, Ont., will go to Winnipeg shortly, and on January 1 will become western manager for the firm.

J. A. Rollefson, hardware dealer, Swift Current, Sask., is a candidate for the mayoralty.

F. Leslie Sara, on his discharge from the army, will join his father in business as manufacturers' agent in Calgary.

W. A. Laidlaw, of the Laidlaw Bale Tie Co., Hamilton, who has been ill for some time with influenza, is steadily improving.

A. B. Jenkinson, manager of the National Machinery and Supply Co., Hamilton, who has been indisposed, is now recovering.

J. L. Walker, for several years with E. H. Insull, hardware merchant at Craik, Sask., is starting in the hardware business for himself at Sceptre, Sask.

W. R. Herbert, Calgary manager for the British Columbia Paint Co., Limited, Victoria, B.C., has just returned from a trip to headquarters.

James Ward, traveller for the Sherwin Williams Co., formerly of Brampton, Ont., now of Escanobia, Michigan, is spending a month at Brampton recuperating. He has not been well for some time.

S. E. Elkin, general manager of the Maritime Nail Company, Limited, and member for the City of St. John, N.B., in the Dominion House, has been elected to the directorate of the Union Bank of Canada.

Miss Warren, of the office staff of the Mackenzie Milne Co., Limited, Sarnia, Ont., has resigned to accept a position with the Imperial Oil Company. Her place is being taken by Miss Wade.

The Great War Veterans of Winnipeg are voting by mail this week on a proposal that they form themselves into a co-operative trading company, with a centrally located retail store. It is proposed to start handling groceries and drugs.

Trade Notes

The head office of the Hercules Rubber Co., Ltd., is being moved from Toronto to Brampton, Ontario.

H. E. Armstrong, of Regina, has resumed his duties after an attack of influenza.

The Quebec Broom Co., manufacturers of brooms, have commenced operations at Quebec.

The Fox Chain Co. of Canada, Ltd., has purchased the business of the Reeder Weeks Mfg. Co., Ltd.

Regina hardware firms report a record business in skates and hockey supplies this season. Dealers state they have sold more skates than for three years.

The Frost Steel & Wire Co., of Hamilton, Ont., are this week opening the recently constructed addition to their plant. It is of steel and concrete construction and will give them 4,000 square feet of floor space.

Canadian Hart Wheels Limited, of Hamilton, manufacturers of abrasive wheels, have taken over the plant formerly occupied by the Baines Carriage Co., situated in the district known as Irondale.

Messrs. D. Milne & Malcolm Mackenzie, formerly of the hardware firm of Mackenzie, Milne & Co., Limited, Sarnia, Ont., have purchased the Sarnia Fence Company and operations, it is stated, will be resumed about the first of the year.

Four persons were killed and ten persons injured in an explosion which wrecked one of the buildings of the Canadian Electrical Products Company at Shawinigan Falls, Quebec, on Saturday night. A loss by fire, totalling about $100,000, was also sustained.

G. T. Davidson, who has been with the Canadian General Electric Company, Toronto, for eighteen years, has been appointed advertising manager of the firm, following the resignation of G. S.

DO YOU GIVE CLERKS A BONUS?

HARDWARE AND METAL is gathering information regarding bonus or profit-sharing plans for clerks. We would like to hear from firms who pay clerks or salesmen on this basis. Names will be treated in strict confidence, and the assembled information will prove of real practical value to the trade. Early compliance with our request will be greatly appreciated. Address Editor, HARDWARE AND METAL, 153 University Ave., Toronto.

McLean, who joins the "Globe" editorial staff.

The Massey-Harris Company, Toronto, has, it is stated, bought the Structural Steel Company's plant at Weston, and will remove its gasoline engine manufacturing department to the new factory.

The council of Outremont will assist in the necessary improvement required by McArthur-Irwin Limited, in the matter of water and sewer connections for their newly-acquired chemical and dry color plant in this part of Montreal. The city will construct a pipe line, and this will enable the McArthur-Irwin Company to operate at an early date.

Montreal News

Montreal is well represented at the National Hardware Convention meeting this week at Atlantic City. Among those attending are Jos. W. Dowling, president of the Canadian Wholesale Hardware Association; Col. Robert Starke, Herbert B. Seybold, George C. Davis, Archie MacFarlane, Arthur Telfer, and Leslie Drake. There are many interesting sides to the situation this year and there are probably others from in and about Montreal who have gone down to hear the various speakers on important topics of the hour.

F. Braithwaite, of Braithwaite Bros., Huntingdon, Que., was in Montreal this week.

Albert Hancock, formerly on the office staff of Starke-Seybold, Ltd., and who joined the forces of Uncle Sam last spring, has returned to Montreal.

T. Houghton, sales-promotion manager of the Martin-Senour Co., Ltd., has gone to the woods to hunt. Mr. Houghton has not been in the best of health for some time.

D. J. Munn, president of Alex. McArthur and Co., Ltd., paper manufacturers, was out of the city on Wednesday of this week.

J. B. Smith, assistant treasurer and fitting sales manager of the International Malleable Iron Co., Ltd., Guelph, was in Montreal this week.

A. Gamache has accepted a position with Starke-Seybold Ltd. It is understood that Mr. Gamache will cover the City of Montreal for this firm.

J. A. Miller, president of the Pyrene Company of Canada, Ltd., is this week in New York City.

Incorporations

Brass and Metal Products, Limited, of Toronto, Ont., capital $300,000, plans to carry on business as iron, brass and steel makers and also deal in tin plate.

The New Brassware Company of Canada, Limited, head office Montreal, capital $10,000, plans to deal in babbitt, brass and steel manufactures.

The Canadian Container Company, Limited, head office Bowmanville, Ont., capital $200,000, has been granted a provincial charter to manufacture and deal in cans and containers of all kinds.

The Ford-Smith Machine Company, Limited, capital $500,000, head office Hamilton, Ont., plans to carry on business as iron and brass founders and also manufacture and deal in steel and tin plate.

The Flexible Metallic Packing Company, Limited, of Windsor, Ont., with $25,000 capital, has been granted a charter and plans to manufacture all forms of metal, fibre and rubber packing and gaskets.

Canadian Laboratory Supplies, Limited, capitalized at $40,000, head office, Toronto, Ont., has been granted a provincial charter. The firm plans to manufacture and deal in porcelain, crockery, glassware, copper, brass and iron goods and in hardware.

Dominion Rubber System. Limited, head office Montreal, capital $500,000, has a Dominion charter to manufacture tires and rubber and felt boots and shoes. Dominion Rubber System, Limited, Ontario, Maritime, Manitoba, Alberta, Pacific, Quebec and Saskatchewan also have Dominion charters.

The MacPherson Manufacturing Company, Limited, of Hamilton, Ont., capitalized at $50,000, has been granted a Dominion charter and plans to acquire and take over as a going concern the business now carried on by J. A. McPherson and the business of Hibbert & Phillips. The new firm will manufacture and deal in wire products and iron, brass and tin wares, and galvanized, japanned and enamelled goods.

CHATHAM RETAILERS ORGANIZE

Retail merchants of Chatham have organized an Association in that city with the following officers:—

President, W. Foreman; First Vice-President, E. Wanless; Second Vice-President, G. W. Cowan; Secretary, F. W. Brigden; Treasurer, James Gray. Representatives from each line of business in the city constitute the executive committee.

RAISE TRADERS' FEE

W. C. Miller, Secretary of the Retail Merchants' Association, Toronto, appeared with a large deputation of Yonge street merchants before the Board of Control Wednesday and asked that the license fee for transient traders be increased from $50 to $250. The board recommended that the City Solicitor submit a new by-law at the next meeting of Council and an effort will be made to collect from this class, which at present avoids paying into the city treasury while competing with merchants who do.

CATALOGUES and BOOKLETS

The American Zinc, Lead and Smelting Company, Pierce Building, St. Louis, Mo., has issued "A Book of Useful Information for Paint and Varnish Manufacturers." It contains thirty-five pages, in convenient form for ready reference, of facts and figures useful to the average man in the paint and varnish trade, in solving problems that arise from day to day. Copies of the booklet will be sent to readers of HARDWARE AND METAL upon request.

The Greenfield Tap and Die Corporation, Greenfield, Mass., Canadian factory Wells Bros. Co. of Canada, Ltd., Galt, Ontario, has issued catalogue 40 of small tools. It contains 288 pages of listings of taps and dies, screw plates and reamers and is splendidly illustrated. One section is devoted to useful information and valuable tables. Copies of the catalogue will be sent to readers of HARDWARE AND METAL upon request.

Butterfield & Co., Inc., of Derby Line, Vermont and Rock Island, Quebec, in catalogue No. 17, which has just been sent out, list a large number of taps, dies, screw plates, blacksmith and pipe stocks and dies, and tap wrenches and reamers. The catalogue is most attractively illustrated and contains 188 pages. Readers of HARDWARE AND METAL may obtain copies upon request.

The Vokes Hardware Co., Limited, 40 Queen St. E., Toronto, have issued a price list of small parts supplementing Automobile Supplies Catalogue No. 27, containing 64 pages and listing automobile supplies and parts for small cars. It is well illustrated throughout. Copies will be supplied to interested readers of HARDWARE AND METAL.

An attempt to establish a whitelead works in Launceston, Tasmania, by a British syndicate represented locally by Mr. J. Gitsham, is reported. The Launceston Municipal Council will furnish 400 h.p. of electric energy, and the government will supply 1,000 h.p. from the state hydro-electric works.

Early Closing of Hardware Stores Favored By Montreal Merchant

THE proprietor of the Bernier Hardware Co., St. Lawrence Boulevard, Montreal, feels that the time is opportune for earlier closing of the hardware stores of Canada. Asked what effect the early closing hours during the recent "flu" epidemic had had upon the retail business of the store, Mr. Bernier stated to HARDWARE AND METAL that while there was a temporary falling off, the normal sales soon developed again, becoming quite up to standard in a short time.

How would you like to get down to business in the morning at 5.30? That was the experience of Mr. Bernier in the early days—over 30 years ago, and this condition continued for many years. Half an hour was allowed for breakfast and an hour each for dinner and supper. The stores then closed at 9 p.m., leaving eight hours for recreation and sleep.

Mr. Bernier, after the foregoing experiences, is ready for the shorter day, and believes that if it is still necessary to open early in the morning, that the retail store ought to close at 6 or 6.30, and that this would cause no hardship on anyone. The present system is a menace in many ways, he says, and even now it is not the easiest thing in the world to secure good help. In a large city it will require at least half an hour to reach home, and even longer in many cases.

"It is time for a change in many places that still adhere to the old order of things," said Mr. Bernier. "Why cannot the rut be left and a unanimous decision be reached regarding an early closing. The public can be educated to buy early?"

Confidence Will Carry Canada Through the Reconstruction Period

"IF Canada meets the problems of the reconstruction period with the same spirit displayed during the past four years, they will all be solved easily. I venture to predict that if we 'carry on' for the next six months things will be in such good shape that we will wonder why we were apprehensive."

Sir John Willison, chairman of the Canadian Industrial Reconstruction Association, spoke as above at a largely attended meeting of the Canadian Credit Men's Association held in the Board of Trade rooms in Toronto on Friday evening.

"Organization, co-operation and production during the past four years have enabled Canada to build up a record trade. In the period that is coming the nation which uses its resources wisely will be the winner. Canada has immense resources and it is my opinion that with proper control of our raw materials and the manufacturing of them in Canada to their final processes Canada will have unprecedented prosperity for the next twenty years."

Urges Organization

He told of the huge demands of devastated Europe for materials and declared that Canadian firms must organize in order to secure their share of this business. Action and decision on the part of the authorities at Ottawa is essential also, he pointed out, and at the present time there is an opportunity such as is seldom presented.

"The government and the bankers I understand are co-operating to supply adequate credits to take care of all business if the proper organization is effected," he said. "The Imperial Munitions Board looked after the placing of business during the war and it is likely that the Canadian War Board may be enlarged and reorganized to look after the distribution of orders from overseas."

Canadian factories must organize in order to receive these big orders, he pointed out, and declared that standardization would go a long way in cutting costs and in increasing production. That was one of the lessons of the war, he pointed out, and England as well as the other countries had learned it.

Waste in Canada

There was much waste in Canada, he said, and related an incident that occurred at Fort William where some French government representatives had looked over the plant of a shipbuilder. He was anxious to know what they thought of the works and was surprised when they told him that if he were in France it was not likely that he would be allowed to continue in operation as there was such a terrible waste.

Sir John discussed at some length the question of adjusting differences between capital and labor.

"I am satisfied," he said, "that if each side meets the other in a spirit of mutual sympathy and understanding that all differences can be easily and satisfactorily arranged. What is needed is for each to have an appreciation of the other's difficulties and then they can get together on a common ground and adjust matters."

Housing Problems

The housing problem, he pointed out, is an important one in connection with reconstruction all over Canada. Now that the government has set aside $25,000,000 the work should be started soon. In Ontario alone it was estimated that $10,000,000 would be needed.

"There should be no misunderstanding regarding this work," he said. "Just because this money is available cheaply municipalities should not go ahead and build beyond their needs. They should build just what they require and no more. The same policy should be followed out by the government and municipalities in regard to public works. There are a great many things that are really needed, but no work should be started as a charity. That is the wrong viewpoint. Only necessary works should be gone on with."

Looks For Prosperity

If Canada's efforts are intelligently directed toward maintaining production and organization is effected by which the Dominion can not only obtain but handle orders from the Allies and from other countries he looked forward to a period of splendid prosperity. Realizing the importance of carefully using all natural resources England, he said, would likely see to it that she had whatever priority rights were necessary regarding supplies in Canada. There would be big demands from England, from France, from Italy and later from Russia, not to mention the needs of the smaller countries devastated by the Huns and which must be rebuilt.

FRANCE MAY BUY TOYS MADE IN CANADA

While existing import restrictions preclude the securing of any trade in toys at the present time, it is likely that Canadian toys may find a profitable market in France after the war is over, provided prices are suitable. Prior to the war German manufacturers were selling large quantities of toys. Conditions will be more favorable than they have ever been for the introduction of Canadian toys. It is advisable to get in touch as soon as practicable with French firms likely to be interested in these products.

This trade might be handled best through a general agency established in Paris, which is the great center of the French toy industry. Such an agency should be supplied with a full line of samples. Catalogues and other advertising literature should be printed in French, and correspondence should be conducted in that language.

Before the war France imported yearly about $3,000,000 worth of toys.

HARDWARE LETTER BOX

Wants Tractors

S. E. Eakins, Millbrook, Ont.—Kindly let us know who handles the Case Tractor in Canada.

Case Tractors are distributed in Canada by the Canadian Fairbanks-Morse Co., Montreal, Toronto.—Ed.

Work on Huge Steel Plant May be Commenced in Spring

PLANS for extensive operations at the plant of the Canadian Steel Corporation at Ojibway are now being formulated, according to official announcement made by W. B. Perley, general manager and vice-president, who has returned from a business trip to New York and Pennsylvania, in the interests of the corporation.

Just how many men will be employed or what amount of money will be expended has not been definitely decided, but it is stated that millions of dollars and thousands of men will be utilized in the construction work of the building.

Between 200 and 300 men are now engaged in completing work on the million dollar canals and docks which are located on the property of the company, and connected with the Detroit River. These canals will be large enough to accommodate the largest freighters on the Great Lakes System and the finished products of the plant, when completed and under operation, will be loaded for water transportation at their monster plant. Work on the canals will not be completed until the summer of next year.

General Manager Perley has definitely stated that no actual work on the plant proper will be commenced until spring.

Says Canadians Can Get Business in Siberia

The possibilities of developing a permanent trade with Russia, and especially with Siberia, were discussed by J. Findlay, a member of the Canadian Commercial Commission to Siberia, who returned recently from Vladivostok.

Mr. Findlay is impressed with the possibilities for Canadian goods in Siberia, and it is interesting to note that the C.P.R. ocean services have signified their intention of offering a certain amount of space to shippers. This will be dependent upon the release of steamers from their present work.

At the present time it is only possible, Mr. Findlay pointed out, to venture an opinion on the trade that may be secured at this time. The sending of one boat per month would perhaps serve the needs of this time and shipments might be forwarded via Japan or direct. This matter would be worked out in time. It was even possible that shipments might be forwarded via the Atlantic, going through the Dardanelles and the Black Sea.

The possibilities in this great country, he said, suggest the sale there of hardware and paints, among other commodities. In fact metal goods and agricultural machinery were likely to be among the items that would meet with early favor.

One of the most encouraging remarks that was made by Mr. Findlay is that concerning the banking facilities there, and which he reports are excellent. The Japanese will be active competitors of Canadians.

EATON'S TO BUILD BIG WAREHOUSE IN MONCTON

The T. Eaton Co. of Toronto will, on February 1, commence in Moncton, N.B., the construction of a reinforced concrete building 240 feet wide and 260 feet long. It will be six stories in height. It is expected to be completed by the middle of the summer. The building will be used as a distributing warehouse for the Maritime Provinces ,and will employ between five and six hundred persons.

BRITISH FIRMS AFTER SCRAP

British iron and steel merchants are showing keen interest in the intentions of the Government with regard to the distribution of the huge dumps of steel scrap, consisting of broken shells and the metal parts of transport and railway wagons, which have been gathered on the battlefields of France and Belgium. Some of this material is now being used by the French steel works, but their consumption only represents a small proportion of the whole, and the bulk of the material may have to be disposed of in England.

Co-operation Stopped Waste in Selling

At the Reconstruction Conference in Atlantic City this week Murray L. Sargent, chief of the Hardware and Tool Section of the War Industries Board, pointed out the wonderful way in which the public had taken up the matter of war activities and believed that this was a clear indication that they could be depended upon to carry out the necessary work of adjustment in the same sane manner. He showed the great results which had been obtained by an intelligent interchange of information between maufacturers, this information reaching the questions of methods and costs of manufacturing.

The value of this in securing the needed output in many lines could hardly be over-estimated and he believed that this kind of co-operation should be continued to as great an extent as possible. This study of costs and of selling methods has helped greatly in eliminating wasteful practices, in the cutting out of unnecessary styles and sizes and had been generally helpful in conserving both the materials and the energies of the country. Mr. Sargent advocated the holding of regular meetings at frequent intervals, both for the purpose of getting acquainted with competitors and for the purpose of talking over such matters as are of general interest to the industry.

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

820. **Agricultural machinery.**—A well-known Milan firm wishes to hear from Canadian manufacturers of all kinds of agricultural machinery for after-the-war trade. This company has already handled Canadian machinery.

821. **Material for constructing motor-ploughs.**—A first-class Milan firm manufacturing motor-ploughs and other machinery would be glad to receive from Canada any material entering into the construction of motor-ploughs.

822. **Agricultural machinery.**—A large firm importing agricultural machinery in Milan would welcome correspondence and catalogues with reference to obtaining supplies from Canada.

826. **Enamelled ware.**—A London firm asks to be placed in correspondence with Canadian manufacturers of enamelled ware, and more particularly those who have studied the requirements of the United Kingdom market and can supply the patterns in demand there. (Prohibited at present.)

827. **Table glassware.**—A London company asks to be placed in touch with Canadian manufacturers of table glassware, of which they are open to purchase large quantities. (Prohibited at present.)

828. **Collapsible metal tubes.**—A London firm desires the addresses of Canadian manufacturers of small collapsible metal tubes as used in connection with paint, tooth paste, etc. (Prohibited at present.)

835. **Hammers, axes and household tools.**—A Natal firm, wholesale distributors, request catalogues and price lists of the above lines.

836. **Box shooks.**—A South African firm of manufacturers ask for quotations on box shooks of heavy kind. Particulars with the Department in Ottawa. This inquiry is with a view of delivery after the war or better ocean freight conditions.

837. **Household hardware.**—A Durban firm of merchants and agents request catalogues and price lists from Canadian manufacturers in any line of household hardware.

838. **Household utensils.**—A Durban firm of merchants and agents are prepared to receive on consignment, purchase or act as agents on any suitable line of household utensils. Catalogues, price lists and correspondence is requested.

840. **Kaffir hoes.**—A South African firm of wholesale distributors ask quotations on first lot of 12,500 dozen Kaffir hoes. Samples of kind wanted and other particulars are on file with the Department in Ottawa.

846. **Furniture finishes.**—A Mexican firm requires varnishes for furniture, powdered bronze for furniture and gilding, hardware fittings for furniture, nails, screws, bevelled-edge mirrors, etc.

847. **Felts, wire or wool cloth.**—A Mexican firm requires felts, wire or wool cloth for paper manufacturing machines.

849. **Tank plates, ship plates and tinplate.**—A Japanese importing firm, with a branch in New York, wishes to obtain large quantities of tinplate, tank plates and ship plates, should supplies become available.

856. Party in Turin requires quotations c.i.f. Genoa for 100 tons hoop iron m/m 25/60 wide and 1.4 m/m thick.

860. Party at Ravenna would buy machinery for leather belting manufacture.

865. Turin firm inquire for machinery for the manufacture of horseshoe nails.

866. Genoa firm would handle umbrella and sunshade ribs, ironmongery and hardware, lace and haberdashery.

867. Turin engineers have openings for spiral springs.

THE CLERKS DEPARTMENT

JOHN A. TOPPING PUTS SAVINGS WHERE HE CAN WATCH THEM

Unfortunate Investments, He Says, Usually Result From Poor Information or Lack of Information—Advises Young Men to Put Money in Their Own Enterprises or in Firm Employing Them

MR. John A. Topping, Chairman of the Republic Iron & Steel Company, believes in investing his savings where he can keep watch of them. He is an investor in business ventures—that is, in stocks—and he wants to have full knowledge of the enterprise in which he places his money. He wants to know the "character" of the company. This is not only good insurance, he says, against the making of a poor investment at the start, but also against being scared by rumors or influenced by fluctuations in stock values to sacrifice his holdings because of fright.

Should Be Careful

"Experience has taught me," he said, "that unfortunate investments are usually the result of poor information or lack of information. If investors would use the same searching methods of inquiry concerning the character of the corporations whose securities they buy, that they do when contemplating the creation of a partnership for conducting some individual enterprise, failures would be few and investment returns more satisfactory.

Home Enterprises

"Investing in home enterprises or corporations with which I have been connected has been my life-long practice. A very simple opportunity which presented itself to me when quite a mere boy influenced me that way. This incident put me into the 'bee culture' business. I discovered a swarm of wild bees, which I successfully hived; and from this start, I developed a substantial group of hives. This individual enterprise experience was not only a lesson in thrift, but a stimulus to further effort. As soon as I got into business permanently and had saved a sufficient sum of money for investment purposes, I made an investment in the capital stock of an iron company and from time to time added to my holdings, both as a result of savings and from purchases made on loans.

Begin At Home

"I am a strong believer in encouraging investments by young men in their own enterprises or in the enterprise which employs them. Mr. Andrew Carnegie is credited with the statement that he believed 'putting one's eggs in one basket was the safest rule to follow, provided that the owner of the eggs had charge of the basket.' This explains the thought in my mind in another way. To work for yourself means that you must zealously guard the basket, for eternal vigilance and industry are always the price of success. Your investment in an enterprise means you will work harder for it, and your work will make your investment more valuable.

Keep It At Home

"As a rule, I think small investors should confine their purchases of stocks to local enterprises because they have not usually the means available for making the necessary investigation concerning foreign enterprises. In regard to local concerns they can make inquiries through their banks and by other means at hand which gives them abundant information for determining values. As a general proposition, to insure safety of investment, those contemplating such investment should pay more attention to the character and reputation of the management of the company whose stocks they buy, for a competent organization is one of the best assets of a company, and, of course, the reverse of this is true, that a poor organization means failure.

Analyze Carefully

"A matter of great importance in considering the financial position of any company is to analyze carefully the character of its physical assets to see that patents and good will are not overvalued, or that the company does not carry too large a percentage of its capital in non-productive assets.

"When one has invested with full knowledge of the conditions surrounding his investment he should not be disturbed by rumors or fluctuations of earnings. In my case, with full knowledge of the fact that the iron enterprise in which I early invested was sound and well maintained, although my stock values fluctuated as a logical result of the ups and downs of business, my confidence in this enterprise was never influenced by fluctuations in stock values. Unfortunately, investors are too frequently scared by rumors, and unless they have full knowledge of the conditions affecting their enterprise or investments, too frequently sacrifice their holdings out of fright, whereas with full knowledge of the situation, their confidence would remain unshaken and useless sacrifice would be avoided."

Fixing Steel Prices Saved Three Billions

At a meeting of the American Society of Mechanical Engineers, New York, Albert C. Ritchie, counsel for the War Industries Board, predicted an unprecedented demand from Europe for steel for reconstruction uses.

Mr. Ritchie said it was estimated that the price-fixing policy adopted by the War Industries Board on steel had saved the government $3,000,000,000. He declared that the Board would retain control over a given industry hereafter only when all interests asked for such supervision.

Captain P. E. Dulieux, of the French High Commission, said that immediate French requirements in the steel line called for 8,000,000 tons. He predicted that, with Alsace-Lorraine back in possession of France, his country might "at a not very distant date be your competitor."

Steel Needs Must Be Met by Home Firms

Before the war Norway imported 350,000 tons of iron and steel yearly, but owing to the growth of her manufactures she will require 500,000 tons a year in the future, and the problem is where to find such a quantity. Since Germany, whence Norway drew her principal supplies before the war, has lost Lorraine she will hardly be able to cover her own needs of iron, let alone supply other countries. France will not be in a position to supply the deficiency, Britain, it is argued, will need her iron to rebuild her merchant fleet, and in any case would not supply iron for less than 600 kroner per ton, the basis price for new tonnage. The only alternative therefore is for Norway to develop her own iron industry.

How the Germans if Victorious Planned to Cripple Allies

HERR Wilhelm Muehlon was a director of Krupp's when the war broke out, but resigned his position towards the end of 1914 because he thoroughly disapproved of the war, recognized that Germany was in the wrong and was disgusted with the savagery and the thirst for plunder of the whole German people, and in particular of the business men with whom he came in contact. He kept a diary which he published after his retirement to Switzerland, but its circulation was forbidden in Germany. The following is Dr. Muehlon's account of a meeting (presumably of the Stahl Verband) which he attended in his business capacity in the month of September, 1914, when all Germany believed that victory was assured and that the only question was how much should be wrung out of the defeated enemies:

The Pirates Plans

Yet another discussion about the division of the spoils after the war—this time at a most confidential gathering of the tiptop manufacturing brigands! I am still quivering with shame; these modern German manufacturers are repulsive enough to make one vomit. If the English have at any time pursued a shopkeeper's policy, they must be outdone by Germany, so these industrial gentlemen think, with a policy of undisguised robbery; even foreign private property must not be spared, especially in the case of districts rich in coal and metals, big factories and enterprises. One gentleman hotly maintained that Germany must annex Belgium at once, as Italy had annexed Tripoli, so that in the later peace negotiations Belgium might be eliminated from the discussion altogether. At the same time, he insisted, there must unquestionably be drastic expropriation of all the more important industrial and other private businesses.

Would Punish France

In the peace terms France is to be obliged to bear the cost of indemnifying the victims. Moreover, we must not repeat the mistake we made in Alsace Lorraine in 1870, when the leading men were allowed to remain in the country: for they are now the chief source of Alsace-Lorraine's attachment to France. This time all the influential elements in the annexed country must be compelled at once to depart, unless they unreservedly accept the new order of things. The speaker laid strong emphasis on the fact that his fellow-manufacturers, Thyssen, Stinnes, Kirdorf, were using all their influence to carry through the vigorous policy he described. These gentlemen, he said, had already applied to the Chancellor to add to the German administrative body in Belgium an industrial expert, who should go round and inspect all the industrial works and properties in Belgium and mark everything that would be of use to Germany.

Proposed Trickery

His friends' zeal caused the shark whom I quote to make the following proposal: The Chancellor should at once be approached and induced to appoint a gentleman belonging to this shark's own concern to "support" the German Government in Belgium as industrial expert, and this gentleman should take a special interest in the firm of Cockerill at Seraing. To prevent competition from Cockerill, it was decided to try at the outset to acquire secretly the majority of the shares. As a veil for their interested purpose, which was chiefly concerned with Cockerill's manufacture of arms, these gentlemen chose a man unconnected with armaments to see how the land lay.

To Fool the Public

This dainty specimen of true patriotism was put before us with many embellishments. They said: "In order that the great sacrifices of our nation may not be made in vain, we must take just as much in land and private property as we can hope to be able to digest. Moreover, it is urgently necessary to keep the imagination of our people busy after the war by pointing to the enormous enlargement of our territory and our enrichment in other ways, and also to the chances which exploitation offers. Only thus can the nation be diverted from the demand for so-called inner reforms. If this is not done, the state of things in Germany after the war will be worse than it was before."

To Control Iron

There were, however, dissentient voices. Experience, said one, has taught us that we are not able to assimilate foreign peoples. We ought to content ourselves with such territorial increase in the East and West as strategic and economic interests show to be desirable. On the other hand, we ought to make France, Belgium and Holland dependent on us by drastic treaties, to secure exclusive advantages for ourselves by tariff arrangements, and to demand the French mineral districts, which all lie near the frontier, as a part of the war indemnity. In the annexed territories, certainly, we ought to take energetic measures for expropriation and expulsion. The war indemnity, at a rough estimate, ought to amount to 50 milliards of marks (£2.500.000.000) and must be paid not, as in 1870, in bills, but chiefly in goods, property and minerals, as being much more to our advantage. In this way we should achieve the important result that it would be just as impossible in France as in Belgium ever again to develop a strong iron industry.

Must Be Disciplined

Another speaker cautiously expressed a doubt whether the State could set an example of robbery without injuring the morality of the nation, and, therefore, recommend a solution which, whilst leaving private property unmolested, should incorporate the districts in which it is situated with Prussia — not, however, with the German Empire, lest the state of things in Alsace- Lorraine should be repeated. The population of the annexed districts would, he said, certainly be a hard nut to crack, for it was undisciplined and unused to strong government; but it must be taught discipline and obedience by whatever means might be necessary. Everyone agreed with him in this, and also with his fervent appeal that after the war the German people should be brought to regard it as their most sacred duty to bring into the world as many children as possible—who will have the pleasing prospect of entering into the inheritance of those inferior and subjected peoples.

Both in words and sense the speeches were all about power, material prosperity, spheres of activity, discipline, method. There was no doubt of justifying their domination on any other ground, no idea of any benefit or consideration which they owed to the vanquished—in short, no magnanimity. They mean to lay themselves in the other people's bed, and are quite willing to be called barbarians in return. They have not the least ambition to win the others by moral means.

BORDER FIRMS BUSY

Manufacturers of steel products in the Border Cities of Ford, Walkerville, Windsor, Sandwich and Ojibway report most favorably regarding trade conditions. The Hiram Walker Metal Products Company, the Dominion Forge and Stamping Company, and the Trussed Concrete Steel Company, are all working at capacity, and the cancellation of war orders, of which few were placed in this locality, was but little felt, and the production of normal domestic products has not slackened nor is any slump anticipated. The Standard Foundry and Supply Company, Walker Road, Walkerville, which recently took over the plant of the Potter Machine and Tool Company, has just received a large order for test projectors from the United States Government which will maintain the plant at full capacity until June 1, 1919. Three carloads of machinery have been imported to speed up production. Although a phase of war work, it is understood this contract will not be withdrawn.

NEW AUTO TIRE

G. E. Phillips, of the Mackenzie Electric Co., Sarnia, Ont., is securing a patent on a new automobile tire. The aim of Mr. Phillips is to stop punctures and blow-outs, do away with slow leaks and produce a casing that will give more than double the mileage that can be obtained now.

Although delays have occurred in the shipments of plant from Britain, the works of Metal Manufactures Ltd., at Port Kembla, New South Wales, have begun the manufacture of copper wire. The output will be increased as further sections of plant arrive.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

PORTABLE VISE STAND

A portable vise stand and pipe bender which, it is claimed, can be used without being fastened in place, has been put on the market by H. P. Martin & Sons, of Owensboro, Ky. It is stated that it is



Vise Stand Open

adapted for use wherever a stand is required on which pipes or conduits may be bent, threaded or cut.

The device weighs 45 lbs., and, it is stated, can be readily assembled and dissembled. One of its chief uses is for the cutting and threading of pipe. The work, which is fastened in the vise, rests in the bending attachment. This always keeps the pipe rigid and in line, it is claimed.

The front legs of the stand are placed, it is stated, so as to brace it thoroughly against the twisting motion necessary in cutting or threading, and they are so placed that short nipples can be threaded with ease. The rear legs of the stand are placed at an obtuse angle so that great pressure may be exerted downward on the pipe that is being bent without, it is claimed, tilting or upsetting the stand. The legs are arranged so that they are not in the way when short nipples are being threaded.

This portable vise stand and pipe bender does not, it is stated, have to be fastened in any manner to the floor, wall or ceiling, and no bolts, screws or braces are necessary. In assembling, all that is



Vise Stand Closed

necessary, it is stated, is to insert the legs in the sockets and it may be stationed any place where there is a space of 6 x 8 feet. The stand is made throughout, it is claimed, of No. 16 gauge sheet iron, thoroughly riveted and reinforced with special malleable iron castings and the legs of ¾ in. pipe and slip into the sockets easily. The side braces provide a convenient place for tools. Either hinged or chain vises can be supplied.

BARN EQUIPMENT

Rightway barn equipment manufactured by the Hudson Manufacturing Company of Minneapolis are it is claimed simply but strongly made and will help in simplifying work. The equipment it is stated is easily installed and many

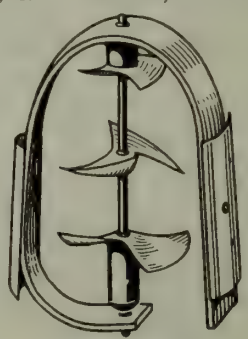


Barn Equipment

of the lines will result in a great saving of time.

VOLATILIZER

A volatilizer made by Flintham and Gilstrap, 906 East 4th St., Topeka, Kansas, will, it is claimed, lessen gasoline



Volatilizer

bills and also give more power on less gasoline. It is stated it will keep the engine from choking. The volatilizer, it is stated, is run by the suction of the engine at high speed and it is claimed it agitates the ingredients of the gasoline to such an extent that it turns it into dry gas before it enter the cylinders of the engine. It is stated that the volatilizer can be put on any car without altering any part of the auto.

VICTOR TRACTOR LAMP

The new Victor Tractor Lamp for night farming has been developed, it is stated, after many tests and experiments under actual night working conditions on the farm. They enable the tractor user, it is claimed, to plow, harrow, thresh and carry on any farm work at night, just as well as by day.

Unlike motor car lamps, Victor Tractor Lamps do not, it is stated, throw a long distance, concentrated light. The large lamp has a special shallow reflector that spreads an even, widely diffused light in front of the tractor on the field ahead. The auxiliary lamp for rear lighting illuminates the implements so the progress of the work can be watched and adjustments made.

A unique feature of this lamp, it is stated, is the auxiliary lamp. This lamp is detachable, and there is a special com-



Traction Lamp

partment in the body of the main lamp for a ten-foot cord. This cord allows the auxiliary lamp to be used, it is stated, as a portable lamp for use around the tractor and implements, making adjustments and inspection easy.

The large lamp can be adjusted, it is stated, in any direction or at any angle. This is quite an advantage when doing pulley work, as the light can be directed on the machinery being operated, no matter where it is placed.

The Corcoran-Victor Company, of Cincinnati, are the manufacturers.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

READJUSTMENTS in jobbers' prices to lower levels on both black and galvanized sheets have occurred this week. These are quite in line with developments expected when exceptional conditions existing under active war efforts were modified. Prices at the mills show no change, and the basis of selling now arrived at here is considered more in line with mill values. Galvanized sheets are down about 1½c, and black sheets about ¾c per pound all around. Supplies are expected to improve, some tonnage being promised shipment this month, and by February it is hoped a fair rate of delivery will be maintained by the mills.

Late advices received last week as HARDWARE AND METAL went to press recorded a decline of 1½c per pound in binder twine. The new prices in the United States were determined by the Food Administration there in conjunction with the manufacturers. The Food Administration states that in arriving at a decision as to a proper price basis, it took into consideration these facts: That a substantial amount of twine was carried over by the manufacturers which was made from sisal fibre bought at a high figure; that further sisal fibre has been bought at approximately 3c per pound lower than last year's cost, and that averaging up these figures, a lower cost is arrived at. This results in a lower manufacturer's selling price, amounting to 1½c per pound in Canada, and twine should reach the consumer at a lower figure.

Some lower prices on iron and steel bars are recorded, steel bars showing a slight decline of 50c, and iron bars 35c per 100 lbs. in some quarters. Lead pipe has declined 1c per pound following an easing away in the price of pig lead.

The price of antimony is down in some quarters, and the range of quotations is considerably narrowed thereby. Spelter is weak but unchanged, while lead shows a decline. Tin has held at low levels reached last week. The lower market on lead and tin has resulted in further recessions in prices on solder.

Dealers state that the demand for steel goods is quite brisk. Business that has been neglected for a long time is coming to life. Apparently the demands come from industries affected principally by the trade of the mines, agriculture and shipbuilding. The outlook is considered good for 1919 business.

MONTREAL MARKETS

MONTREAL, Dec. 12.—Advances have been made this week for certain lines of roofings. Oilcloth binding and some lines of auto accessories are also up. Declines have been effected in black and galvanized sheets and on tin, antimony and lead pipe. The ingot markets are easy, and the tendency is toward a further revision on tin, aluminum and spelter. Shelf goods are steady and without change.

Old iron, both wrought and cast, is lower, and the tendencies are to lower level still. One jobber states that his sales of heavy goods improved this week considerably.

Christmas goods have been held at steady prices, and most of these are active sellers. In fact, some of the jobbers report a decided scarcity of sleighs and bells, and skates are not very plentiful in certain quarters.

Advance on Running Board Moulding

Montreal.

AUTO EQUIPMENT.—A stiff advance is announced for running board moulding of aluminum material. This comes in 12-foot lengths, and the former trade price of 13½c per foot is superseded by one of 22½c. In lots of 24 the price per foot is up from 12½c to 21c, and in lots of 96 from 11½c to 19½c.

Plate Glass Lights; Heel Plates Selling

Montreal.

ALUMINUM HEEL PLATES. — A line of aluminum heel plates for automobile use are offered. These are 6 x 10½ inches in size and are selling at 75c to the trade, singly, and at 70c and 65c respectively in lots of 6 and 24. Plate glass round curtain lights, N. P., are selling at $2.10 in a trade way, and in quantity the price on 24 is $1.96, or in 8-dozen lots $1.82 each. Oval shape for the corresponding quantities are quoted at $2.62, $2.45, and $2.27 each.

Auto Heater Prices; Extractor Sets

Montreal.

AUTO HEATERS.—Prices are quoted here on the Victor line of auto heaters for Ford cars. These, in single lots are quoted at $5.62; for three heaters $5.25 each, and for one dozen $4.88 each. Ezy-Cut screw extractor sets are priced here at $2.95 per set to the trade for No. 15, and at $2.25 for No. 17, with a discount of 25 per cent. applying.

Various Fan Belt Prices Announced

Montreal.

FAN BELTS.—Quotations are named for Gates Vulco fan belts, suited to the various makes of cars. For the Paige, Studebaker, Velie, Dodge and Buick the trade price is given by one jobber at 57c each. Where lots of 12 are taken the price is 52½c each, and for lots of 4 dozen, 49c each. The respective discounts to the trade on the above lots

are 25 per cent. to 30 per cent. The various model cars are supplied on a uniform price basis, that is for the models of different years, excepting Buick 1915 and 1916, these being higher at 68c each.

Trade price on Maxwell model is $1.01 each, and on Maxwell model, 25-1918 $1.12 each; Allen 1915-16 are priced at 68c each; Ford models from 1911-16 are sold at 41c, and 1917-18 at 49c each; 68c applies for Overland models Nos. 75 and 90, and 75c for models 80, 81, 83, and 85. This price applies as well to Hudson, Moon, National, Saxon, and Willys-Knight. Briscoe, Dort, Grant and Hollier are all priced at 52c, with the usual 25 per cent. discount applying on the small lots and 30 and 35 per cent. on the larger quantities.

Prices Out on Pumps, Throttles, Fillometers

Montreal.

PUMPS, THROTTLES, FILLOMETERS.—The following prices are applying here for Yankee running-board pumps, with gauge, the price quoted is $5.62 each, or in half dozen lots $5.25 each. Without gauge the price is $5.07 and $4.73 respectively. Apex carburetor throttles are priced at $3.75 singly and at $3.50 in half dozens, while the Fillometer for Fords is quoted at $2.62½ each, or at $2.45 each in quantities of six. The usual discounts respectively of 25 per cent. and 30 per cent. apply.

Replacement Parts On Net Price Basis

Montreal.

AUTOMOBILE PARTS.—An extensive and complete price list covering several pages has been issued for the various parts of Ford cars. The various numbers of the manufacturer are each priced in the usual manner of giving the retail price, and from these the dealer is allowed his 25 per cent.

Roofing Prices Show an Increase

Montreal.

ROOFING.—Revised prices are made for a line of roofing in accordance with the firm prices obtaining on raw material. The advances are quite in accord with tendencies of recent date and prices as revised on Good Luck Brand are: 1-ply, $1.80 per roll; 2-ply $2.10, and 3-ply $2.40; McComb's Special for 1-ply is quoted at $1.75; 2-ply $2, and 3-ply $2.25. Black Cat in 1-ply is quoted $2.05; 2-ply $2.35, and 3-ply $2.65 per roll. The markets are holding firm.

Oil Cloth Binding Advanced About 10%

Montreal.

LINOLEUM BINDING. — Advances have been made in one quarter totaling about ten per cent. for oilcloth binding. The brass is selling at $2.75 for 4 x 4, and the price for 6 x 4 is $4.25, and for 8 x 4 $5.50. The corresponding prices for zinc on these sizes is $1.20, $1.80 and $2.40.

Little Rope Interest; Prices Holding

Montreal.

ROPE, TWINES.—While there is little interest in the rope market it is expected that bookings will be coming along within a few weeks for the needs of next spring. Pure manila basis is held at 39c per pound; British manila at 33c ,and sisal at 27½c.

Lithographed Ware Sales Very Heavy

Montreal.

WARES, STOVES.—The sale of lithographed and decorated ware—child's decorated sets in particular—has been exceedingly heavy, and the manufacturers have been pretty well sold up on their output. A big retail Christmas business is doubtless anticipated by the retail trade. Stove sales have been seasonably good, and while these are now slower there has been plenty of encouragement all through the fall season, and prices have held firmly. Wares, too, have been steady and active.

Gasoline Holds Steady; All Oils Firm

Montreal.

GASOLINE, OILS.—While the sale of gasoline has gradually declined there is no decline or change of price. City business still is steady and seasonable, there having been little snow as yet to impede car traffic. Motor gasoline is selling at 34c per gallon. Coal oil sales are steady and the basis is unchanged. Royalite price is 19c and Electroline and Palacine are selling at 22c per gallon. Lubricating oils are steady and unchanged in any way.

Small Lots Nails Sold to the Trade

Montreal.

NAILS AND WIRE.—While small lots of nails, for the most part are the only quantities figuring in the jobbers' turnover these days, orders are steady and quite regular. The shipment of large lots will be deferred for some weeks and quiet is naturally looked for. Wire nail basis is held at $5.50 per 100 pounds, cut nails at $5.85. Smooth steel wire base is still $6.25 per 100 pounds.

Black Sheets Down; Galvanized Easier

Montreal.

SHEETS.—A change in black sheets has been made and lower prices obtain with several jobbers. The changes are as much as $1.35 for light gauges, while the heavier have shown less, but still a considerable reduction. There is some business at the new prices. but this is rather limited. Some revision has also been made on two or three gauges of galvanized sheets, $11.35 and $10.90 respectively being quoted for 10¾ oz. and 28-gauge. These prices apply for full cases, 35 cents more being asked for smaller quantities.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$8 50	$11 50
12 gauge	7 75	11 00
14 gauge	7 85	8 20
16 gauge	7 75	8 00
18-20 gauge	7 75	8 00
22-24 gauge	7 90	8 35
26 gauge	7 95	8 40
28 gauge	8 05	8 50
GALVANIZED SHEETS—		
10¾ oz.	$11 35	$12 35
28 gauge	10 90	11 90
26 gauge		11 35
22 and 24 gauge		11 15
20 gauge		11 05
18 gauge		10 95
16 gauge		10 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Iron Sales Light; Prices Hold

Montreal.

STEEL AND IRON.—Little interest in sales is manifest here and the basis is quite unchanged. Orders that have come along are those of a limited nature although one jobber reports a better condition the past few days than for several weeks previous.

Common bar iron, per 100 lbs.	$4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 22

Lead Pipe Down 1c; Solder Unchanged

Montreal.

LEAD PRODUCTS.—A decline of 1c per pound has been made during the week for lead pipe. This is in accordance with the reduction effected for pig lead last week. There is very little business to be had, and the whole list is uninteresting. No further changes have been made for solders and the position is without feature.

Lead pipe, lb.	$0 14	$0 15
Lead pipe (cut lengths)		0 15
Lead waste pipe, lb.	0 15	0 16
Lead traps and bends	**Net list.**	
Lead wool, lb.		0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb.		0 12¾
Lead sheets, 4 to 8 lbs., s. ft.		0 11½
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c. lb. extra.		
Solder, guaranteed, lb.		0 47
Solder, strictly, lb.		0 43
Solder, commercial, lb.		0 40
Solder, wiping, lb.		0 40
Solder wire (8 gauge)—		
40-60		0 49¾
45-55		0 54
50-50		0 58
Zinc sheets, casks		
Do., broken lots		

Note—The above prices for solder are for full boxes of 100 lbs. Jobbers will charge several cents more for small lots.

Wrought Iron Down; Stove Plate, Too

Montreal.

OLD MATERIAL. — Declines in

wrought iron have occurred and the basis now is $22 to $23. Stove plate is also lower and $23 to $24 is being quoted by the dealers. There is little doing, and even lower prices have not served to stimulate interest. It is expected that there will be but little movement for some time. Rubbers are holding firm, this line being the only one in the list that is steady and held. Business all around is light.

Dealers' Buying Prices:

Tea lead		0 05½
Heavy lead pipe		0 07¼
Yellow brass		0 13
Red brass		0 21½
Light brass		0 08
Scrap zinc		0 06¼
Heavy copper	0 22	0 23
Wrought iron, No. 1, per gr. ton	22 00	23 00
No. 1 machinery cast	35 00	36 00
Heavy melting steel	22 00	23 00
Pipe scrap	18 00	20 00
Stove plate, per ton	23 00	24 00
No. 2 busheling	12 00	12 50
Old rubbers, boots and shoes	0 08	0 08½
Overshoes, lumbermen's rubber boots		0 06
Bicycle tires	0 04½	0 05
Automobile tires	0 04¾	0 05

Antimony Eases Some; Spot Tin at 80c

Montreal.

INGOT METALS.—Tin has declined a little this week and antimony is easing somewhat. Copper is tending to soften, and markets are generally quiet.

COPPER.—Trade is lagging and the position, while unchanged, is a bit weaker. There is still a basis here of 30-31c for best grades, while casting declined in the States ½c.

TIN.—Tin is quoted here at 80-85c lb. according to grade. There has been an absence of selling activity and cables from London are very slow still.

SPELTER.—The market is unchanged, trading is limited, and price still unchanged at 10½c per pound. A decline, however, will not come as a surprise altogether in the near future.

LEAD.—Some are willing to make concessions on lead, although prices are still quoted on the changed basis of last week, local price being 9½ to 10c per pound.

ANTIMONY.—This will be shaded in some quarters, it seems, for any round lots that may be wanted. Prices rule at 11-12c per pound.

ALUMINUM.—The market for small quantities is limited and quiet and in the usual way limited quantities are selling still at 48-50c per pound.

TORONTO MARKETS

TORONTO, Dec. 12—A readjustment of values on sheets is in progress and lower levels have been reached by some jobbers this week. This is not a result of any change in prices at the mills. A decline of 1c per pound has also been recorded in lead pipe and sheets and solder is down again in some quarters. Business as a whole is considered seasonably good and the outlook for 1919 seems very bright.

Sales of Christmas goods have been splendid and holiday trade is expected to reach excellent totals. Cutlery of all kinds, skates, hockey sticks, sleighs and snowshoes are all in active demand.

Adjustments Made in Builders' Hardware

Toronto.

BUILDERS' HARDWARE.—A readjustment of values on Canadian manufactured builders' hardware has been made, some of the prices named being slightly higher and some slightly lower than former levels. The lines affected include sash fasteners, window spring bolts, cupboard catches, sash lifts and kindred lines.

Revised Prices on Spark Plugs

Toronto.

SPARK PLUGS. — There has been a change made in spark plugs this week which provides for higher levels of values. This is brought about by continued advances in raw material and high production costs. The Sterling is the line affected and prices now ruling are given as follows:

Sterling Spark Plugs—

Size.	Black Sterling Less than 20	20 to 100	100 to 500	500 and over
½-inch	45c	43c	41c	40c
⅞-18	47c	45c	43c	41c
⅞-18 Special	49c	47c	45c	44c
Porcelains	38c (Any quantity).			

	Red	Sterling.		
½-inch	55c	53c	51c	50c
⅞-18	58c	56c	54c	53c
½-inch long	60c	58c	56c	55c
⅞-18 Long	60c	58c	56c	55c
⅞-18 Special	60c	58c	56c	55c
Porcelains	40c (Any quantity).			

Stoves Hold Steady, Wares Active

Toronto.

STOVES, WARES.—There is a steady tone in the market on stoves. Trade just now is somewhat quiet, a seasonable condition, and manufacturers intimate that repeat business on heaters has not been quite as heavy as usual, due it is felt, to the continued mild weather generally effective up to date. Whether a sudden turn to colder weather will stimulate sales or not is a question. The colder weather must come and stay before this fact can be established. The outlook for next season is considered quite satisfactory and price changes few and gradual.

An active demand for practically all lines of wares for next spring is in progress. Dairy supplies are selling freely along with sap pails and other syrup accessories. Prices rule with a steady tone and without change for the week.

Cordage Unchanged; Binder Twine Down

Toronto.

CORDAGE, TWINE. — There have been no new developments in regard to cordage during the week. There is a fair movement of rope to the trade and prices rule without any change. What the future of prices may be is uncertain, but the trade is confident that good business should be the lot of 1919 efforts. Quotations on pure manila rope hold at 39c per pound; on British manila 33c; on sisal, 27½c.

Late advices received last week as HARDWARE AND METAL went to press recorded a decline of 1½c per pound in binder twine. The new prices which are being quoted are: 500 foot, 22c per pound; 550 foot, 23¾c; 600 foot, 25c; 650 foot 26½c. Booking business now in represents a very good total.

Nails Rule at Unchanged Levels

Toronto.

NAILS, WIRE.—The market rules at unchanged levels and there have been no new developments this week of any particular interest. Trade is comparatively quiet and there seems to be little prospect of material improvement in this respect until after the new year. Wire nails are being quoted at $5.50 per 100 pounds base and cut nails at $5.85 per 100 pounds base.

Smooth steel wire at a base price of $6.25 per 100 pounds shows no change. The demand is within very narrow limits.

Oils Steady, Gasoline Holds

Toronto.

OILS, GASOLINE.—The tone of the market generally is steady. Business is along fairly satisfactory lines, but the Christmas rush is overlooking oils with exception of those necessary to carry on with. Prices on coal oil are firm at 18½c to 21½c per gallon.

There have been no new developments in gasoline. Sales are fairly well maintained and the price rules at the unchanged figure of 33c per gallon.

Cement Quiet; Plaster of Paris Too

Toronto.

CEMENT, PLASTER OF PARIS.—The market on cement is steady and there is a fairly seasonable demand in evidence. The trade are making preparations for a good, healthy trade in 1919 and volume of business hoped for will far exceed the past year's figures. No change in price has occurred and no great revision is anticipated for some months to come.

Plaster of Paris is in about the same position as cement. The demand just now is rather quiet, but good business is looked for next year. It is expected, too, that supplies will come through in better volume than has been possible the past few months.

Some Readjustments Made in Bars

Toronto.

IRON AND STEEL.—A readjustment of prices on bars has been made in some quarters, steel bars being quoted down a little, $5 against $5.50, and iron bars $4.90 against $5.25 per 100 pounds base. Small shapes, and this heading includes a large variety of material, is quoted 25c per 100 pounds down at $5.50 against the $5.75 that has held for some months.

Dealers state that the demand for steel goods is quite brisk. Business that has been neglected for a long time is coming to life. Apparently the demands come from industries affected principally by the trade of the mines, agriculture and ship building.

TORONTO—	Per 100 lbs.	
Common bar iron	$4 90	$5 25
Common bar steel	5 00	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Prices Hold on Corrugated Sheets

Toronto.

CORRUGATED SHEETS.—The market rules firm and without change during the week and the present basis is expected to hold for some little time to come. Prices now in effect have not changed for some months and are quite in line with mill figures, so until these latter are revised there seems little likelihood of a revision in local figures.

Eavetrough and conductor pipe have held steadily this week at prices shown in current market quotations.

TORONTO—	Per 100 Sq. Feet	
Corrugated Sheets—	Gal'zed	Painted
No. 28 gauge	$ 9 00	$ 7 50
No. 26 gauge	10 00	8 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No. 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7½ per cent.

Further Revisions in Sheets, Plates

Toronto.

SHEETS, PLATES. — Further revisions have occurred in the jobbers' prices on sheets and plates. These provide for a lower scale of quotations than have been ruling and is in line with information given out in these columns during the past few weeks. This is not a result of declines at the mills, but is the result of an effort on the part of jobbers to get down to a basis more in line with the actual market. Little revision from figures now reached is looked for, but the question of supplies seems somewhat brighter. A fair tonnage may move from the mills this month and about February or March it is expected that deliveries will reach fairly substantial figures so that jobbers will not have to scrape along on such narrow margins as has been general the past few months.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$7 50	$8 50
12 gauge	$6 85	7 35	8 35
14 gauge	6 90	7 20	7 90
16 gauge	7 00	7 25	8 00
18-20 gauge	7 30	7 80
22-24 gauge	7 35	7 85
26 gauge	7 40	7 90
28 gauge	7 50	8 00
3/16-inch plate	7 40
¼-inch boiler plate	7 00

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—		
10¾ oz.	$9 30	$9 50
U.S. 28	9 00	9 20
U.S. 26	8 70	8 90
22 and 24	8 55	8 75
18 and 20	8 40	8 60
16	8 25	8 35
14 gauge	8 15	8 25

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

Tubes Grow Plentiful; Wrought Pipe

Toronto.

WROUGHT PIPE, BOILER TUBES. —Tubes are coming forward to Canadian dealers in large lots. In fact they can get all the tubes they want now, and almost any kind, or size. Some of those interested in the trade are rather skeptical about the remarkable recovery that is being made in the ability of the mills to furnish the supplies of tubes to Canadian dealers. The tube situation was bad for a good many months. In fact it was impossible to secure a two-inch tube and they were badly needed for repair work. Canadian dealers were told, when they approached the mills on the other side, that it was impossible to give them the stocks they required. Their mills were entirely on war work, and furthermore it was impossible to secure

Better Outlook in Sheets; Price Readjustments Effected

THERE has been a further readjustment in the prices of both black and galvanized sheets this week, and the market locally would now seem to be on a basis more in line with prices at the mills. The decline this week in galvanized sheets amounts to about 1½c per pound, and that in black sheets to around ¾c per pound. There may be some further slight changes, but the prices now arrived at seem quite likely to be fairly well maintained for some time to come.

Readjustment Was Expected

The changes made are quite in line with the position outlined on sheets in HARDWARE AND METAL at different times during the past few weeks, and particularly in the issue of November 30, when the situation was covered in part as below as the result of an interview with one of the best-informed authorities in sheets on his return from the United States sheet mill districts The following is an extract from the report:

"Regarding prices, this authority expects that prices will hold around present levels for some time to come. Government fixed prices will prevail until January 1, after which, it is said, there is a possibility of a renewal of Government relations. Even though no further action is taken by the Government, it is thought that prices at the mills will maintain strength for some months to come. It is felt, however, that some distributors of sheets will have to forego in the future some of the premium which they have enjoyed during the past few months and that price re-adjustments will be necessary in a few instances. Present mill prices, it is said, do not justify some of the high prices which have been asked by some jobbers. In justice to other jobbers, however, it should be stated that in most cases profits have been very moderate. Back of all is pig iron, and this authority states that in his belief, and from his observations, pig iron prices will continue at present levels, or even higher, for some months in the future."

Better Supplies to Come

At the same time the question of supplies was taken up, and HARDWARE AND METAL advised the trade as follows: "In all probability there will be a good supply of black and galvanized sheets available in the near future. Mills have a considerable amount of business on their books and are not allowing cancellations. They have adopted a firm attitude in this respect." Enquiries made this week amongst Toronto jobbers reveal the fact that a fair tonnage has been promised for shipment from the mills this month, and the trade as a whole feel that by February or March supplies will be quite a good deal easier. The outlook for 1919 seems much better as regards what will be available, and as far as business is concerned the tone is most optimistic. Big trading is expected and preparations are being made to meet this.

Primed With Competitive Spirit

It is to be expected that in another two or three months competition will be keen for business. When goods were scarce there was rather an independent attitude adopted by some in regard to orders, but this is already disappearing. When the salesmen go forth in the new year, 1919, they will be primed full of the competitive spirit again, and they should keep the orders rolling into headquarters at a lively gait.

skelp to send to the rollers as the metal was passing through the open hearths to other purposes. Now, almost the day or week that the armistice is signed, the Canadian dealers are informed that their orders, accumulations of weeks or months, are on the road. Certain it is that the tube rollers could not have recovered so rapidly, and it looks as though they had been keeping a strategic reserve against a bad day, and that the Canadian dealers were now being avalanched from this. These tubes are coming in at a fairly high price, and, of course, there will be more or less of a scramble to place them before the era of high values has become a memory.

There is no indication that supplies of wrought pipe are much more plentiful as yet. There is a fair amount of business passing and prices have held unchanged at figures shown in current market quotations. Prices on boiler tubes still hold at following figures:

Per 100 feet

Boiler Tubes— Toronto—	Cold drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Lead Pipe Down; Solder Again Lower

Toronto.

LEAD AND ZINC PRODUCTS. — The decline in pig lead has brought about a revision in prices of lead pipe and lead sheets to lower levels. New figures provide for a decline of about 1c per pound, lead pipe now being quoted at 14c per pound; waste pipe at 15c; lead wool, 14c; lead sheets, in rolls, 12½c.

Lower levels are again reported in prices of solder, the decline in pig lead and pig tin bringing about this revision in solder prices. Guaranteed is being quoted as low as 44c per pound; strictly, 41c; commercial, 36½c; wiping, 35½c; wire, 49½c.

Lead pipe, lb.	....	$0 14
Lead waste pipe, lb.	....	0 15
Lead traps and bends	....	Net list
Lead wool, lb.	....	0 14
Lead sheets, 4 to 6 lbs., sqr. ft., in rolls, lb.	....	0 12½
Cut sheets, ½ to ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 44	0 50
Solder, strictly, lb.	0 41	0 47
Solder, commercial, lb.	0 36½	0 41
Solder, wiping, lb.	0 35½	0 45
Solder wire, lb.	0 49½	0 54
Zinc sheets, lb.	....	0 26

Old Materials Dull, Inactive

Toronto.

OLD MATERIALS. — Scrap metal business is poor. It was poor last week and it looks as though it would be poor for some time to come. Dealers are not offering on any available material, and users are not in the market for any considerable tonnage. The feeling seems to grow that there will have to be a readjustment of the iron and steel situation before there is much of an improvement in the scrap metal trade. Prices shown are nominal only.

Tea lead	$0 05¼	....
Heavy lead pipe	....	0 08
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 22	0 23
Stove plate, per ton	....	25 00
Old cast iron, per ton	....	30 00
Overshoes, trimmed Arctics	....	0 06½
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Lead Again Lower; Other Metals Steady

Toronto.

INGOT METALS. — With the exception of lead there has been little fluctuation in ingot metals this week. Antimony is down to 11-12c in some quarters, which is lower than offerings last week, though not as low as some figures. Tin holds steady and spelter is unchanged.

COPPER.—The trade is moving along in a routine manner. Production figures for November show a decline over October figures. At a meeting to be held December 15 between copper interests and government officials some announcements as to future course to be followed may be expected. Locally prices hold at 30-32c per pound, which means no change.

TIN.—There has been no change in the situation locally this week. Prices have held and there appears to be only a limited amount of interest in this metal. Prices to-day range from 80c to 85c per pound.

SPELTER. — Primary points show a somewhat weaker tone in spelter. There is little moving and this condition extends to local activities. Prices hold without change this week at 10-11c per pound.

LEAD. — Lower levels have been named on lead again this week. Prices now range as low as 8¾-9c and up to 9½c per pound. The market is dull and trading confined to limited lots.

ALUMINUM.—The established price on this metal still holds and there is as yet little marked interest commercially. Prices range locally at 50c per pound, a nominal figure.

ANTIMONY.—Figures named in some quarters show a decline from last week's quotations and a distinct narrowing of the range of prices which are now from 10c to 12c per pound. Little of interest has transpired lately in this market.

LONDON MARKETS

LONDON, Ont., Dec. 12—Winter lines are active, skates, sleighs, hockey sticks and snowshoes moving forward freely and at unchanged figures. Bird cages are higher in price, but the markets generally rule quite steadily and without change. This condition seems likely to continue until after the first of the year.

Christmas business is in full swing and promises to be exceptionally good. Cut glass, silver plated ware, cutlery of all kinds and sporting goods are prominent in trading now.

Active Demand For Sleigh Bells

London, Ont.

SLEIGH BELLS. — The break to colder weather with some snow arriving has stimulated sales of sleigh bells. Considerable activity is reported in these and a good movement until the end of the year is expected. Prices show no change, the following being quotations on many styles and grades:

Collar Bells on Strap—No. 2, $1.35 doz.; No. 3, $1.50 doz.

Steel Team Bells—No. 7, $1.35 doz.

Bell Metal Team Bells, Rough—No. 2, $3.50 doz.; No. 3, $4.00 doz.; No. 4, $5.75 doz.; No. 5, $6.75 doz.

Swiss Team Bells—No. 2, $4.75 doz.; No. 3, $6.00 doz.; No. 4, $7.75 doz.; No. 5, $11.00 doz.

String Bells, Dexter Pattern Steel, N.P.—No. 047, $1.50 per string; No. 048, $1.85; No. 040, $2.15; No. 050, $2.40.

Dexter Pattern, Brass, N.P.—No. 47, $2.10 per string; No. 48, $2.50; No. 49, $2.85; No. 50, $3.50.

Swedish Chimes—No. 1400, $2.35 set; No. 1500, $2.65 set; No. 1700, $3.50 set.

Shaft Gongs—Steel, N.P.—3 bell, No. 7, 45c pr.; 4 bell, No. 13, 75c pr.; Brass—3 bell, No. 90, $1.35 pr.; 4 bell, No. 91, $1.75 pr.

Skates Moving Forward Freely

London, Ont.

SKATES.—There is no question as to the movement of skates. The demand is splendid and sales to the Christmas shopper are by no means hard to make. There has been no change made in prices, lists given below on the Starr lines still being subject to a discount of 30 per cent. Net prices on skate straps are given also, these are unchanged:

Spring Skatess, Acme, list per pair, $1.30.

Hockey Skates, list per pair, No. 153, $1.45; No. 150, $1.65; No. 154, Bull Dog, $1.85; No. 156, Acadia, $1.75; No. 157, Beaver, plain, $2.75; No. 162, Beaver, flanged, $3.00; No. 173, Climax, $2.75; No. 194, Regis, $3.25; No. 176, Scotia, $3.75; No. 129, Mic Mac, $5.00; No. 189, Regal, $6.00; No. 181, Velox, $6.50; No. 193, Dreadnought, $4.00; No. 190, Tube, $6.00. All less 30 per cent.

Skate Straps—Web, 21-inch, $1.60 doz. prs.; 27-inch, $1.75; 30-inch, $2.00; 33-inch, $2.25.

Solid Black Leather—21-inch, $1.85 doz. prs.; 27-inch, $2.25.

Oval Head or Round Head Skate Screws, ⅜-inch x 6, 78c per gross list; ⅝-inch x 6, 82c per gross list, subject to a discount of 67½ per cent.

Bird Cages Go To Higher Levels

London, Ont.

BIRD CAGES. — New prices have been named on Japanned bird cages, which provide for an advance over previous figures. The new range of quotations follows: Wright's No. 612, $17.00 doz.; No. 613, $20.40; No. 614, $22 20. In assortments, No. 44x3 cages, $7.85 each; No. 88x6 cages, $15.45 each.

Nails Steady; Rope Unchanged

London, Ont.

NAILS, ROPE.—A steady tone has been maintained in nails. The demand is light at the present time from outside points and prices rule without change, wire nails being quoted at $5.50 per 100 pounds base and cut nails at $5.85.

Light sales of rope are reported and no special feature of interest attaches to this market just now. There has been no change in quotations, pure manila being quoted at 39c per pound base; British manila, 33c; New Zealand hemp, 33c; sisal, 27½c.

Sleighs; Snow Shoes Selling

London, Ont.

SLEIGHS, SNOW SHOES.—Splendid sales of children's sleighs and snow shoes are reported. Christmas business has been good so far, and there seems to be every indication this will continue. The market rules with a firm undertone, and there has been no recession in values, prices being maintained at following figures:

Sleighs, Canadian Buffalo Sled Co. line—List prices, per dozen—Flat iron runners, No. 27 x 27-inch, $5.20; No. 32 x 32-inch, $6.10. Rd. spring steel runners, No. 26 x 26-inch, $6.40; No. 30 x 30-inch, $7.30; No. 33 x 33-inch, $8.90; No. 36 x 36-inch, $10.70. Kiddo coaster sleighs, No. 85 x 33-inch, $24.70; No. 86 x 36-inch, $25.90; No. 87 x 40-inch, $34.90. Children's rail sleighs—No. 17, with sgle. wood rail, $28.80; No. 18, with dble. wood rail, $32.60. All above lists less 35 per cent.

Snow Shoes—Boys', 10 x 33-inch, $2.35 per pair, net; Ladies', 11 x 36-inch, $3.00; Men's, 12 x 42-inch, $3.50; Men's, 14 x 42-inch, $4.00; Men's, 16 x 42-inch, $4.35.

White Lead in Oil; Putty, Glass Steady

London, Ont.

WHITE LEAD IN OIL, GLASS, PUTTY.—Steadiness seems to be the keynote in the markets on white lead in oil, putty and window glass. In all three the demand is along comparatively narrow lines, while prices rule at unchanged figures as follows:

White lead in oil, pure, in ton lots, $17.80 per 100 pounds; in less than ton lots, $18.15; pure Elephant white lead is quoted at $18.30 per 100 pounds in ton lots, and $18.65 in smaller quantities.

Putty, standard, in 100 lb. drums $6.75 per 100 pounds; in 25 lb. drums, $7.00; pure, in 100 lb. drums, $8.75; in 25 lb. drums, $9.00.

Window glass, single diamond, 25 per cent.; double diamond, 25 per cent.; cut lights, 10 per cent.

Small Sale Linseed Oil; Turpentine

London, Ont.

LINSEED OIL, TURPENTINE. — Sales of linseed oil are small just now and little activity is expected prior to the turn of the new year. Prices are 2c down this week at levels shown below.

Turpentine is also quiet at the present time. Primary markets show little fluctuation, but the tone is weak. Prices below show a 4c decline.

Linseed Oil—	Raw	Boiled
	Gal.	Gal.
1 to 2 bbls.	$1.75	$1.78
3 to 5 bbls.	1.74	1.77
6 to 9 bbls.	1.72	1.75

Less bbls. at 10c gallon.

Turpentine—	Per Imp. Gal.
1 bbl.	$1.15
2 to 4 bbls.	1.14
5 gal.	1.25

WINNIPEG MARKETS

WINNIPEG, Dec. 12—Price changes for the past week show advances in shoe thread, binder whips, sand paper, emery cloth, hitching rings and gasoline faucets. Markets as a whole are reported firm, although there are fewer changes. These conditions are expected to prevail till after the first of the New Year as practically all manufacturers are marking time pending the outlook for next year's raw materials. Very few manufacturers will accept business for next year at to-day's prices.

Christmas trade is reported to be brisk in cutlery and sporting goods lines, while a fair demand is reported in the staple hardware.

Bamboo Binder Whips Higher

Winnipeg.

BINDER WHIPS.—The price for No. 946 bamboo binder whips has just been named for next season. This again shows an increase over former quotations. Even at to-day's price supplies are very hard to get. The bamboo poles are imported from the Orient and the demand for ships to transport war material on the Atlantic has forced freight rates on the Pacific to such high figure that the rate on poles figures in some cases about three times the original value of the poles. The price named for next season of $5.25 dozen is considered very reasonable in view of conditions faced in securing stocks.

Shoe Thread Climbs Higher

Winnipeg.

SHOE THREAD.—Jobbers all report a serious shortage of shoe thread. Supplies have been imported from Europe and shipments at all times since the commencement of the war being dependent, as they have been to a great extent, upon the demand in England, have been very erratic. The result has been a forcing of prices to very high levels. Further increases are registered during the week, although there is practically no stock to offer even at to-day's prices, which are given herewith: Barbours, No. 8, $3.15 per pound; No. 10, $3.25; Harp, No. 8, $3.05; No. 10, $3.15.

Wrapping Twine Holding Firm

Winnipeg.

WRAPPING TWINE. — Prices on wrapping twine continue firm and no immediate change is expected as all cotton lines are in good demand. Prices now ruling are confirmed as follows: Wrapping twine, cotton, 3-ply, in balls, 76c a pound; 3-ply, in cones, 72c; 4-ply, in balls, 79c; 4-ply, in cones, 75c.

Higher Prices on Hitching Rings

Winnipeg.

HITCHING RINGS.—Prices on hitching rings show a further revision during the week based on new lists issued by the manufacturers and are now selling as follows: Hitching Rings, 2½ inch, medium, $1.50 dozen; 2½ inch, heavy, $1.65 dozen.

Lock Faucets Move Upward

Winnipeg.

LOCK FAUCETS.—Gasoline lock faucets have undergone a further revision due to high prices ruling on brass and increase in production costs. These moved up to $15.50 dozen during the week.

Sand Paper, Emery Cloth Moves Up

Winnipeg.

SANDPAPER, EMERY CLOTH.—As predicted in a recent issue of HARDWARE AND METAL new prices were to be expected covering sandpaper and emery cloth. Quotations issued provide for an advance which is due to the increasing costs of numerous materials required in the manufacture. The new prices just announced show a substantial advance over former quotations ranging from 10 to 25 per cent. To-day's market prices are given herewith:

Sand Paper—

	Star.		B. & A.	
	Quire.	Ream.	Quire.	Ream.
Nos. 00 and 0..	38c	$6.75	42c	$7.50

No. ½	40c	7.20	44c	7.95
No. 1	45c	8.10	50c	9.00
No. 1½	50c	9.15	58c	10.50
No. 2	57c	10.35	66c	12.15
No. 2½	64c	11.70	77c	13.95
No. 3	72c	13.20	88c	15.90

Emery Cloth—	Quire.
No. 00	$2.25
No. 0	2.25
No. ½	2.35
No. 1	2.45
No. 1½	2.55
No. 2	2.75
No. 2½	2.95
No. 3	3.20

Linseed Oil Holds Unchanged

Winnipeg.

LINSEED OIL.—The market on flax seed for the past week has been very erratic with the result that reports from some of the Eastern points show a reduction in linseed oil while other points report firm markets. Prices on the local market show no change during the week and the following prices are still in effect: Raw linseed oil, $2.20 gallon; boiled linseed oil $2.23 gallon, in single barrel lots.

Fair Movement Glass, Firm Prices

Winnipeg.

WINDOW GLASS. — Local firms report a fairly good sale in window glass despite the high prices, while stocks are fairly well assorted and adequate to meet the present demand. Prices are reported firm on all markets and no immediate change is looked for. Prices now ruling on the local market are given herewith:

Window Glass—	Single.	Double.
Up to 25-inch	$15.50	$19.50 case
26 to 40-inch	16.50	22.00 case
41 to 50-inch	19.50	25.00 case
51 to 60-inch	20.50	25.50 case
61 to 70-inch	21.50	27.00 case

Turpentine Shows No Price Change

Winnipeg.

TURPENTINE. — Turpentine prices continue firm on the local market at former prices, while stocks are reported about normal. Reports from Southern markets point to an easing in prices, but as soon as space is available for export higher prices are looked for in some quarters. Prices locally in the meantime remain unchanged as follows: Barrels, $1.25 gallon; half-barrels, $1.28 gallon; 5-gal. lots, $1.30 gallon; 1-gal. lots, $1.30 gallon, plus the usual extras for containers.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Dec. 12, — The opinon expressed in last report that there will be no further price fixing is now confirmed and only the final formal announcement is needed to wind up the obituary of Government price control. The War Industries Board and the iron and steel industry independently reached the same conclusion, that price fixing should be discontinued. There appeared to be some weight to the idea of some measure of control of prices during the transitionary period, so as to avoid a slump in prices, but the War Industries Board found itself powerless to enforce minimum prices, to prevent sellers from shading, while the producers felt that in the long run they would be better off if the market were allowed from the very outset to take its own course. One cogent reason for the producers' attitude was that if the War Industries Board should set prices for the first quarter of the new year it would probably insist upon reductions as it would not be readjusting the market if it did not make at least a start, whereas the producers might be able to hold the old prices for a time.

Immediate Decline Improbable

While the situation created by the sudden disappearance of Government control—although, of course, the present agreement runs through December 31, which is not far off—appears to be an entirely new one it is not new after all. It is in substance the same situation that has always developed after there has been a rise in the market and the corresponding decline is in prospect. The market moves through cycles, which are very much the same in character, although differing in length and in the intensity of the movement. Starting with a period of low prices, demand develops, prices begin to ascend and buyers become confident. They buy more and more freely and thus encourage prices to rise further. When prices stop advancing the buyers find themselves well covered and cease buying. Then the producers hold prices as long as possible, shipping on old orders and booking such little additional business for early delivery as develops. No large sales can be effected on a declining market, hence the incentive to the producer is to hold prices, for there is more profit for him in the contracts he has on books than there would be in the little business he could pick up by cutting prices. When order books are pretty well cleaned out the sellers begin cutting prices and the decline occurs. Beginning with the boom of 1899 this cycle has been run through five times, the peaks of demand and prices falling in 1899, 1902, 1907, 1909 and 1912. Afterwards in each case, there was a period of sustained prices with little buying, but heavy shipments. After 1899 and 1902 the old pools and associations helped to sustain the market, and in 1908 the "Gary dinner" movement was a great help, but the underlying incentive to the individual producer, not to cut prices, was always present. The artificial assistance given, as by the Gary dinners, merely helped.

In its general form, the situation today is precisely similar to those experienced in the past. The furnaces and mills have a large volume of contract business on books, and there is a fair, though decidedly moderate, running demand in the aggregate for early deliveries, from buyers to whom price is no particular object because they expect to turn the material over at once. If the market is going to decline eventually, they do not wait, because then they can buy more material and turn it over also. In this class are the jobbers and automobile builders, for instance.

As to the contract business on books, some of the contracts are absolutely firm contracts when, for instance, they are for specific buildings or bridges, or specific lots of railroad cars. About this business there is practically no question; it must be carried out. Other contract business is not so firm, and the buyers under the contracts may be altogether unwilling to promise that they will take out the entire contract tonnage, which might involve a period of many months, but they are in many cases calling for immediate deliveries. They may be urgently desiring such and such tonnage deliveries for January, and perhaps also for February, and that affords business for producers even though there is no assurance as to whether these same buyers will want material in March at the contract price.

Little Construction Work

There is little construction work in prospect for the near future. There is practically nothing by way of entirely new projects, and as to old projects, set aside by the war, the buyers in many cases are at the mercy of the labor market and the market for other commodities, needed in conjunction with the steel. There is specific information as to several such projects, where large tonnages of steel have been under contract for months, and the buyers now tell the mills they will want the steel as soon as they can secure labor to utilize it. Just when that will be they do not know, but they are anxious to go ahead.

As to new projects, little can be expected for a time. Regular investment buyers, who would build factories, bridges, hotel and office buildings, cannot take hold now for they require assurance as to costs. They cannot make their investments at high costs if costs are shortly to be lower. It is not merely a question of the cost of steel, for the cost of utilizing the steel, by buying other construction materials and employing labor, is a large item in most cases, and if steel came down to an entirely satisfactory level at once these investors would still have to wait for their other costs to come down, or for assurance that costs were not going to come down. Accordingly, the iron and steel producers do not see that it would help matters in any way, while it would hurt the situation in several respects, for there to be an immediate and material decline in prices.

Market Prospects

It is barely possible, of course, that there will be declines immediately after January 1, but it is much more probable that existing prices will be held for a time, perhaps a few weeks, perhaps several months. Meanwhile the buyers who can afford to take the risk of buying

Continued on page 66

WEEKLY PAINT DEPARTMENT

Going After Business During Winter

Keep Stock in Good Shape, Clean and Well Assorted—Now is the Time to Make Any Rearrangement Necessary and Get Everything in Good Shape—How One Dealer is Planning to Boost His Sales

KEEPING your paint stock neat, clean and well ordered is an important matter. It saves time and trouble for the dealer when making sales and when a customer wants to be shown a can of paint or varnish it is far better to be able to hand out a can that is presentable than one that is dusty or on which the labels are torn or in bad shape. Put yourself in the customer's place and imagine the impression you would get if you went to his store and he handed you out goods that were badly in need of dusting or on which the labels were half missing. Clean, well kept stocks always create a favorable impression regarding your store and your service and this goes a long way with buyers.

GET STOCK ARRANGED

If your stock is not in first class shape and not as well arranged as it might be it would be a good plan to start now and decide what changes you will make just as soon as the holiday rush is over.

"I am going to rearrange all my shelving," said one dealer to HARDWARE AND METAL. "These shelves are too deep. A lot of cans of paint and varnish get stuck away at the back and get dusty and dirty and do not move. We have had a fairly good year as far as sales go, but I am going to do better next year and as a starter, everything is going to be kept so that it can be got at quickly and can be kept clean and attractive. I am certain that that will be one way of keeping the stock moving."

WILL PULL IT OUT

The paint stock he referred to was located under a stairway near the front of the store. He is going to have the paint department moved out from under the stairs altogether, as the shelves are too wide and the arrangement is not a convenient one either for selling or for keeping the goods in shape.

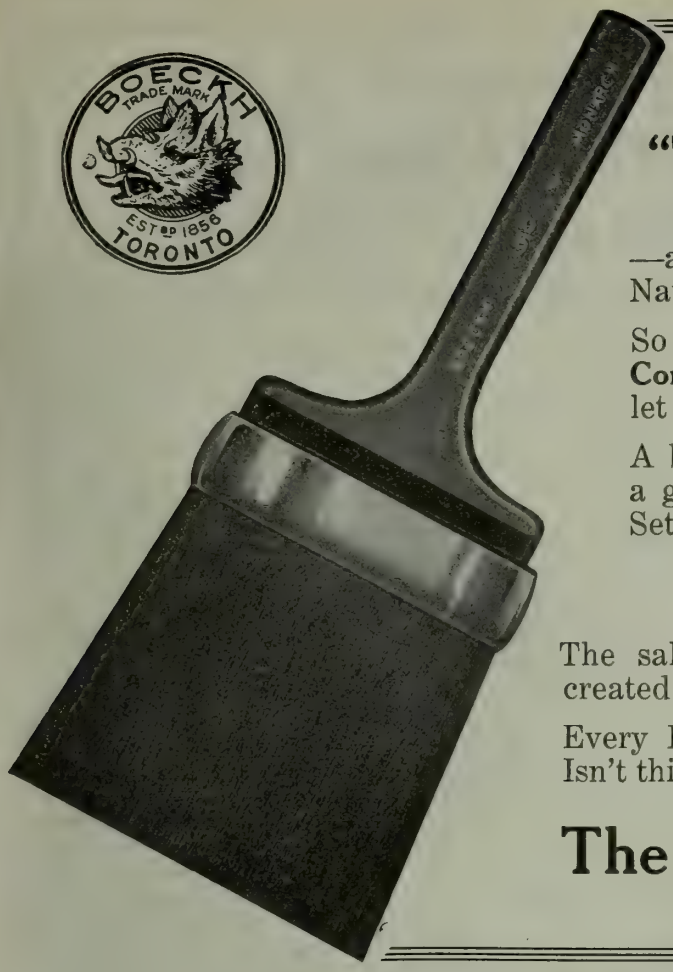
This dealer states that he has found that by putting other goods at intervals around the store on display tables he has made a lot of sales he would not have made otherwise and he is going to try this plan out with paints during the winter months. He will have paints and varnishes especially suitable for household work, brushes, color cards and so on, where everyone who comes into the store must see them. He will change these around frequently and vary the colors and the advertising material.

SENDING OUT CIRCULARS

This dealer makes a point of sending out circulars at least once a month. He features special lines of hardware goods and has found that the plan works well in spite of the fact that he has lots of competition in his district. On every circular he always reserves a space approximately about one-fifth of the whole, for a paint talk. He has found that by this method his paint sales are continually increasing and that where before business was more or less spasmodic, sales being at a maximum in the spring, and fair through the summer and fall and quiet in winter, he now has a more steady business all through the year. His sales of paint through the winter are for household work and he features these lines from December until February. He makes a special point of appealing to the women in the matter he sends out and urges that they make the most of the opportunities they have during the cold weather to touch up furniture and do other indoor work. The plan has worked well and his records show that a steady increase in sales of these goods is being made each winter.

SELLS FLOOR FINISHES

This winter in addition to boosting paints and varnishes for fixing up furniture, he is going to try and make new records in the sales of floor finishes. His experience through several years leads him to believe that if this line is pushed as he plans to push it from now on, he can add quite a nice profit to his winter paint business. He has been getting a lot of pointers along sales lines from the manufacturers and will launch his new campaign after the stock taking and stock re-arranging he plans has been finished.



All The World Said,---
"THEY CAN'T COME OUT"

—and the German ships didn't, because the British Navy wouldn't let them.

So with every Boeckh Brush the Bristles **"Can't Come Out"**—that Steel Grip—Rubber Set will not let them.

A brush always dropping bristles is a menace to a good paint job. A Boeckh Steel Grip-Rubber Set Brush makes the perfect job a certainty.

A stock of these brushes will be a credit to your store.

The sales to be made and customers' satisfaction created will surprise you.

Every Boeckh sale adds another satisfied customer. Isn't this worth while?

The Boeckh Company, Ltd.
Toronto, Ont.



Is This Your Experience?

When both **Customer and Retailer** are so thoroughly satisfied, what other recommendation do we need to offer?

We would welcome an opportunity to tell you **why Moore's Paints and Varnishes** are becoming so popular with the Canadian Trade.

A postal card will put us in touch with you.

More Prestige for MOORE'S PAINTS

A prominent **Hardware Dealer** was asked the other day why he sold **Moore's Paints and Varnishes** exclusively. He replied: "I could hardly do otherwise. My dealings with **The Benjamin Moore Company** have always been of a most pleasant nature, and there is an excellent **demand** for their products. In fact, it has become a problem with us how to keep our stock complete when the cans move off our shelves so rapidly."

Benjamin Moore & Company Limited
West Toronto

If interested tear out this page and place with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, December 12.—A ten cents decline is noted in this market for linseed oil this week, and is the big paint market feature of the week. The reason for this is generally assigned to the desire of some sellers to dispose of their holdings. Some assert that this is a good time to buy, and deliveries it is understood will be made in December, January and February on this basis. Turpentine still is scarce in some hand and holds quite firm. Spot markets of the South show an easier tendency, and sales there are reported to be limited.

There is a general quietness in the matter of present trading in paints, but orders for mixed paints have been freely passing in to the paint makers.

Linseed Oil Goes Lower; Raw is $1.56

Montreal.

LINSEED OIL.—The law of supply and demand has operated this week to produce a further decline in linseed oil totaling ten cents, and bringing the lowest price in this market down to $1.56 on one to four barrel lots. This is effected in the face of a firmer seed market for the present week than that obtaining last week. Lack of orders are directly responsible for the further drop, jobbers and crushers declare, and those who have oil for sale are, in some instances, anxious to get their money back. Whether this will bring in more business remains to be seen. One large paint maker thought there might be a decline still of a few cents, but did not expect this to be great. Spot stocks of seed are reported as fair but not at all excessive.

LINSEED OIL

Raw, Imp. Gallon—		
1 to 4 bbls.	$1 56	$1 73
5 to 9 bbls.	1 55	1 73
10 to 25 bbls.	1 54	1 73
Boiled, Imp. Gallon—		
1 to 4 bbls.	1 58½	1 76
5 to 9 bbls.	1 57½	1 76
10 to 25 bbls.	1 56½	1 76

Less Turpentine Here; Price is Firm

Montreal.

TURPENTINE.—Scarcer still does turpentine become, according to some sources, so much so that some are not making any offers and will name no prices. The quotations of a week ago are still holding, and lots available are confined to barrel quantities and less. There is naturally only a limited amount of trading in this commodity at present

Turpentine.	Per Imp. Gal.	
1 to 4 barrels	$1 15	$1 20
5 barrels and over	....	....
Small lots	1 21	1 30

(Packages extra)

Price to Hold on White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—The basis for white lead in oil is held without change and the general position is steady. The feeling of those handling this commodity in a jobbing way is that prices will hold steady, supplies of pig lead being none too plentiful. Five-ton lots are quoted at $17 per 100 pounds; ton lots at $17.50, and smaller quantities at $17.85.

Putty is Quieter; Basis Unchanged

Montreal

PUTTY.—The market is steady and without change. In view of the fact that the season is well along, sales have decreased a great deal, and while a good deal of glazing may still be done here and there, the bulk of the present year's activity is about concluded.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Little Sorting Now On Mixed Paints

Montreal.

MIXED PAINTS.—The season for active sales is now about over and all attention of the paint men is directed towards the making of next season's supplies. The bookings are very satisfactory as reported from various sources and a good season in the coming year is anticipated. All the tendencies are firm.

TORONTO

TORONTO, December 12.—Lower seed oil again in some quarters levels have been reached in lin- this week, even in the face of an advancing seed market. What may happen in the future is a little hard to determine, but the feeling is general that about the lowest point has been reached and the seed now swinging the upward way may stiffen oil values. Turpentine has come down in some quarters, too, in sympathy with markets in the south. Mixed paints are holding firm and without change.

Lower Levels For Linseed Oil

Toronto.

LINSEED OIL.—Lower levels have been named in some quarters on linseed oil this week and this in the face of a seed market which shows greater strength. The future seed prices have shown steady advances for the past ten days, and this may have a bearing on the trend of prices after the first of the new year. The demand is along very narrow lines just now and little activity is expected for another month, as far as retail demands are concerned. The range of quotations follows:

Linseed Oil—	Raw Imp. gal.
1 to 2 barrels, gal.	$1.58 -$1.75
3 to 5 barrels, gal.	1.57 - 1.74
	Boiled Imp. gal.
1 to 2 barrels, gal	$1.60½-$1.78
3 to 5 barrels, gal.	1.59½- 1.77

Add 10c gallon in smaller quantities.

Turpentine Records Decline This Week

Toronto.

TURPENTINE.—There has been a readjustment of values on turpentine this week, prices showing declines of from four to eight cents per gallon. There has been little interest in this co commodity for some few days, but better tone seems to be developing. The market in the South seems to have reached a firmer basis and all indications are that once a buying demand is again in evidence, prices will start on the upward trend again. Quotations to-day range as follows:

Turpentine—	Imp. gal.
1 barrel (barrel included)	$1.07-$1.15
2 to 4 barrels (barrels included)	1.06- 1.14
5 gallon lots	1.17- 1.25

Firm Prices In Mixed Paint

Toronto.

MIXED PAINTS.—The market remains very firm and there is no tendency towards any revision in values to lower levels. Letters received from United States paint concerns, which may be taken as a criterion of conditions

MARTIN-SENOUR
PAINTS AND VARNISHES

MADE IN CANADA—SOLD ON MERIT



PIONEERS
of
PURE PAINT
and
STILL FIRST
in the estimation of
PAINT USERS.

The Paints and Varnishes that fortify you against complaints and make a Big Advance in your turnover.

The exclusive Agency for this line is a most valuable asset to any merchant's business. Martin-Senour Paints and Varnishes are now so well known for their unsurpassed quality and from the fact that they are so extensively advertised, that more and more people are attracted to the store where they are handled, and consequently they are the easiest and most profitable to sell.

The high quality of each and every Martin-Senour Product is such as to retain and increase the demand of those who have once tried them.

Martin-Senour sales help and co-operation is the strongest, consisting of the most effective features of Interior and Exterior Displays, Mailing Campaigns, Follow-Up Systems, and direct help of Salesman.

This policy will not be curtailed.

It will be **continued** and **strengthened.**

Would you not like to be counted as one of our **satisfied** and **successful** Dealer Agents who is profiting by this policy?

Drop a line for our Proposition, but do it to-day.



The **MARTIN-SENOUR** Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX



If interested tear out this page and place with letters to be answered.

here, indicate that manufacturers face an acute shortage of raw materials and that supplies of tinplate are limited to such an extent that the container situation may prove serious. Prices for the early part of 1919 are considered attractive in the face of existing conditions. There is a feeling that prices will remain firm for the next four to six months at least, and buying now of supplies to carry through until June of next year would seem quite alright. By that time stocks should be reduced to a point where only absolute requirements are carried, and if this policy is followed, the future, whether higher or lower, should find the dealers in a position to meet the situation fairly.

Steady Market in White Lead in Oil

Toronto.

WHITE LEAD IN OIL.—There have been no new developments this week in the situation on white lead in oil. Prices have held firm, with the demand restricted to seasonable requirements. Pure white lead in oil is quoted at the unchanged figures of $17.80 per 100 pounds in ton lots and $18.15 in smaller quantities.

Glass Holds; Putty Unchanged

Toronto.

GLASS, PUTTY.—The market on window glass holds firm and unchanged at discounts shown in current market quotations. The demands are comparatively small just at the present time.

Putty remains in about the same position as last week. The demand is only fair and prices hold unchanged.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

Muresco Prices Revised Upward

Toronto.

MURESCO. — Revised prices have issued on Muresco which provide for a stiff advance. The new quotations represent an increase over former quotations of $1.20 per 100 pounds. On the new basis, prices to the trade are as follows: Tints, 5 lb. packages, per 100 pounds, $9.60; white, 5 lb. packages, per 100 pounds, $9.00, f.o.b., Toronto.

WEEKLY MARKET REPORTS

Continued from page 61

at present prices, because they can turn over the material promptly, will be over their rush and much of the contract business will be worked off. Production will doubtless decline, perhaps very materially. Finally, when prospects appear ripe that heavy buying for forward delivery can be induced, producers will be ready to meet buyers' ideas, by dropping the market, and there is likely to be a dip to such an extent that it will be followed promptly by a recovery, and then the period of prosperity, probably of several years' duration, will be upon the trade.

GIVE THE CLERK A CHANCE

The best way to interest the clerk is to let him do something to encourage business. If you have a clerk who has done good work for you in dressing windows do him the justice of letting a wider circle see his display than just the people who pass the store. Enter his display in the Christmas contest. If it earns a prize he will be that much the more enthusiastic in the work, and in any event he will appreciate the appearance of his display in the pages of HARDWARE AND METAL.

PORT ELGIN'S FINE RECORD IN THE VICTORY LOAN

Port Elgin outstripped most other communities in the Victory Loan campaign. Its objective was $34,000, but when the final results were tabulated it was found that the town had subscribed $175,500, or 516 per cent. of its objective. There were no very large subscriptions to swell this total, but one person in every four of the population bought bonds, and the total reached the record figures recorded. As an example of the way the result was obtained, the Stevens-Hepner Company were the first factory to secure an honor flag, 76 per cent. of the employees of the company bought bonds for a total of 22 per cent. of the pay roll. It was this spirit that made it possible for a comparatively small place to make such a record showing.

MAKING ELECTRIC PIG IRON FROM STEEL SCRAP

At the last meeting of the American Electrochemical Society in Atlantic City, Robert Turnbull, of Welland, Ont., read an interesting paper on the manufacture of low phosphorous pig iron from steel scrap in the electric furnace. After telling how the production in Canada had been stimulated by the war from 900 tons a month in 1917 to from 2,500 to 4,000 tons at present, Mr. Turnbull discussed the probable use of electric furnaces in peace time.

There has been some delay in the establishment by John Lysaght Ltd., of galvanized iron works at Newcastle, New South Wales, owing to the government asking too much for the dredging of a channel up to the site of the works. An understanding has been arrived at, however, with respect to the making of a channel deep enough to give lighters access to the wharf in front of the works. that the factory will be completed by the is expected shortly, and it is anticipated cent. of proof spirits permitted which

HAS BOTTOM BEEN REACHED ON LINSEED OIL?

LOWER prices have been recorded again this week in some quarters on linseed oil. This follows other declines during the past few weeks, and is primarily a reflection of lower flax seed prices, which have been noticeable during that period.

What the trend of the future market may be is somewhat uncertain. However, best-informed authorities are of the opinion that there will be little, if any, further recessions in values. During the past few days May flax seed has shown steady advances, and this may have a bearing on what to expect in the future.

It must be true, too, that the majority of the crushers are now operating on seed purchased at a considerably higher figure than the present market, bought prior to the close of navigation, so that the water routing of freight could be secured. This being the case it seems probable that there will be no desire to stampede prices to lower levels. There is no single condition in sight to warrant such action.

Reports indicate that the movement of flax seed this fall has been very good, perhaps somewhat better than last year. If this is the case, crushers will be in a better position to meet the demands of paint manufacturers and jobbers for supplies. This is not a condition to influence the markets particularly, and it is not fair to assume from any angle one can look at it that crushers will want to depress the market.

Indications are that business placed with the crushers by the paint manufacturers for their spring requirements is quite heavy. This would show that a good trade is looked for, and reports from manufacturers indicate that there has been a good booking business for mixed paints.

Altogether the outlook for 1919 is very good. It seems that the bottom has been reached or very nearly so in oil, and that some slight changes to higher levels may be recorded is quite within the realm of possibility.



Varnish Insurance

Berry Brothers' label bears the same relation to varnishes and their allied products as the sterling mark to silver. It is trusted by all classes of varnish buyers and users, because it is a sure protection against inferior varnishes, stains and enamels. It is also a safe guide to quality and efficiency in every varnish-using industry. The long record of all Berry Brothers' Finishes for complete dependability is a sales-making asset for the dealer.

PARTIAL LIST OF DISTRIBUTORS OF BERRY BROTHERS' PRODUCTS

Marier & Tremblay - - -	Quebec, Que.	Wood, Vallance & Co., Ltd. -	Winnipeg, Man.
Revillon, Ltd. - - -	Edmonton, Alta.	Hunter, Henderson Paint Co. -	Vancouver, B.C.
Frank A. Gillis Co. - - -	Halifax, N.S.	Dartnell, Ltd. - - -	Montreal, Que.
Sanderson, Pearcy Co., Ltd. -	Toronto, Ont.	Lariviere, Inc. - - -	Montreal, Que.
J. H. Ashdown Hdwe. Co. - -	Calgary, Alta.	L. Levasseur Co., Ltd. - -	Montreal, Que.
Hudson's Bay Co. - - -	Calgary, Alta.	L. H. Gandry & Co. - - -	Quebec, Que.
Wood, Vallance & Adams - -	Calgary, Alta.	Moose Jaw Hdwe., Ltd. -	Moose Jaw, Sask.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

WALKERVILLE, ONT.

(723)

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list. B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box) $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4 $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to $1.15 a lb.

BARS, CLOTHES

No. 4, dozen	$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb..$1.70-$1.90
Cut Lace Leather, lb...$2.00-$2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz.	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net lists.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. . .12-14c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 44
Rods, base ½ to 1 in., round	0 41
Tubing, seamless, base	53-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.	45½-50
Copper tubing, iron pipe size, base, ¾ in. up to 3 in.	0 57

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$14.50-$17
30-gal. Standard	14 00

BOARDS (Wash), Zinc List Doz.

Pony	$2 25
Improved Globe	4 90
Neptune	4 90
Standard Globe	4 90
Original Globe	5 40
Jubilee	5 50
Newmarket King	5 50
Western King (enamel)	7 00
Beaver (brass)	7 00

List plus 5%. F.O.B. Newmarket.
F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.B.

CHAIN

	Fire Proof Coil Mont'l	Fire Proof Coil Tor'to	Welded Mont'l	Welded Tor'to
5-16 in.	$22.75	$17.00	$.....	$.....
¼ in.	16.75	14.50	21.75	23.70
5-16 in.	14.15	12.50	19.00	18.35
⅜ in.	13.00	11.50	15.90	14.00
7-16 in.	12.75	11.30	15.65	13.80
½ in.	12.50	11.15	15.50	13.65
5/8 in.	12.35	10.95	15.25	13.45
¾ in.	12.25	10.70	15.10	13.20
⅞ in.	12.05	10.60	15.00	13.10
1 in.	11.90	10.50	14.85	13.00

	Electric Welded B.B.	B.B.B.
3-16 in.	$18.00	$19.00
¼ in.	14.95	16.00
5-16 in.	12.55	13.50
⅜ in.	11.35	12.25
7-16 in.	11.10	12.00
½ in.	10.95	11.80
5/8 in.	10.70	11.55
¾ in.	10.40	11.25

Montreal and Toronto

	American Proof Coil Chain B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
5/8 in.	12.25	.....

Electric Welded B.B.B.—Chain. ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 5, 10%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl. $2.80-$2.95 in car lots; $3.40-$3.50 bbl. in small lots. Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. Wood Drills, 37½%.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.
St. John, N.B., 20%.

CHOPPERS, FOOD Universal (doz.)

No. 0	$19 25
No. 1	23 30
No. 2	28 35
No. 3	36 45

F.O.B. Montreal, Toronto.

Russwin—	
No. 0	$19 20
No. 1	23 40
No. 2	28 20
No. 3	36 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft
17—7-strand, 100 ft. lengths	$6.85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 65
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$43 50	$43 00
Plain sheets, base, 16 oz. and heavier	48 00	50 00
Copper sheet, tinned, 14x60 in., 14 oz.	49 00	.....
Copper sheet, planished, base 16 oz. and heavier	58 00	50 00
Braziers' in. sheets, 6x4 base	46 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

	Montreal	Toronto
Prices nominal.		
Ordinary, 52 sheets.	$11 75	$ 9 50
Do., 60 sheets.	.....	9 65

	Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	.....
IX, 20x28 base (nominal)	...
IXX, 20x28 base (nominal)	..
IXXX, 20x28 base (nominal)	

F.O.B. Toronto

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	..
IX, 20x28 base, 112 sheets	..
IXX, 20x28 base, 56 sheets	..
IXXX, 20x28 base, 56 sheets	

(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C. 20x28, 112 sheets....$30 00
F.O.B. Toronto.

COKES, AMERICAN

Bessemer Steel—
20x28 IC. 112 sheets $28 00
F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London Hamilton

CROWBARS, $10.50 per 100 lbs

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.

WHY EVERY HARDWARE CAN RECOMMEND THE ARISTOCRAT OF BABBITT METALS

Harris Heavy Pressure and its Advantages



1. **A complete immunity from hot bearings is secured, HARRIS HEAVY PRESSURE** having a lower co-efficient of friction than any other known metal.
2. **A scored journal is impossible,** and if through any failure of lubrication a bearing should run hot, **HARRIS HEAVY PRESSURE,** owing to its special properties, will act as a lubricant, saving the journal from injury and preventing any delay to traffic.
3. It will stand the **heaviest pressures,** always running cool, even under the most trying conditions.
4. It will **wear** from 50 to 100 per cent. **longer** on general machinery bearings than any other Babbitt metal.
5. It effects **a saving in lubrication.**
6. It **preserves the journals,** and materially **increases their life.** A journal after running a short time with **HARRIS HEAVY PRESSURE** attains a perfectly smooth and highly polished surface.
7. It is easily applied and, if properly applied, no abrasive force will remove it.
8. **Its cheapness.** The first cost is moderate. It gives a longer life to the bearings, resulting in a great economy, as the number of renewals is thereby considerably reduced; its specific gravity is low in comparison with other metals; does not deteriorate with re-melting; and these advantages, together with its unequalled anti-friction properties, render it the **cheapest** as well as the **best metal** for all general machinery bearings.

ORDER A BOX FROM OUR NEAREST FACTORY

THE CANADA METAL CO., LIMITED

HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER

Write for Babbitt Stand—Sent Free with First Order

GLASS

Now is the time to sort up on

WINDOW GLASS

We can take care of your requirements from our branch warehouses and make prompt shipments.

We stock and manufacture Plate, Bevelled Plate, Mirrors, Window, Figured, Leaded, Wired and Prism Glass.

Catalogues and price lists will be sent free upon application.
WRITE, PHONE OR WIRE your wants.

HOBBS MANUFACTURING COMPANY, LIMITED

Montreal Toronto London Winnipeg

If interested tear out this page and place with letters to be answered.

DOORS,

See Screen Doors.
F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	25-27½%
Black Diamond	25-27½%
Delta Files	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 15-20%; cast bushings, 15-18%; unions, 30%; plugs, 10-15% off list. Net prices: Class B, black, 27-28c lb.; Class C, black, 18-19c lb.; galvanized, Class B, 37-39c lb.; Class C, 27-28c lb.
Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz. pairs.	Tee
4-inch	$2 70	$2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 25%.

F.o.b. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $10 50 11 00

HOOKS, GRASS

	English Canadian	Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heav yiron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Fetherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight(front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0. 1. 2. and larger, sharp and blunt. $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	$23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.
72x30 up to 24 gauge, case lots ....
72x30, 26 gauge, case lots ....
Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2.30-2.40
Mrs. Potts, handles, japanned, doz.	1.50-1.65
Sad irons, common, plain, 3, 4, and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton

LADDERS, Etc.

Step Ladders	Per ft.
Crescent	0 19
Household	0 19
Standard, 4-12 ft.	0 21
Electrician	0 20
Heavy duty	0 47
Extension	0 35
Perfect, 6 to 10 ft. only	$0 31
Hercules, 4 to 10 ft.	0 33
Hercules, 12 to 14 ft.	0 28
Faultless, 4 to 10 ft. only	0 29
Ontario, 4 to 10 ft. only	0 26
Shelf Lock, 4 to 8 ft. only	21

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Extension Ladders	Per ft.
Up to 32 ft.	0 23
36 to 40 ft.	0 26

F.O.B. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	7 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.z; 6 dozz. cases, 30c doz.

Cold blast, genuine ruby $4.75

F.o.b. Toronto, London, Hamilton, and Montreal.

LATCHES

	Per doz. Per doz.
Steel Thumb, No. 2	$1 90-$2 05
Steel Thumb, No. 3	2 50- 2 75
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	$10 00
Dowswell	10 00
Noiseless	15 50
Hamilton	12 00
Ottawa	10 50
Peerless	10 50
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	107 00
Seafoam, engine drive	49 00
New Idea, electric	134 00
Sunshine	9 50
Popular, No. 1	10 50
Popular No. 2	10 00
Economic	12 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	50 50
Do., do., electric	108 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	55 50
Perfection, engine drive	15 50
Gem	16 50
Winner, plain	13 50
Connor Improved	10 00
Jubilee	9 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 25
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, doz.	$38 10 39 60
No. 8, doz.	46 40 48 60

MOPS

O-Cedar, doz, net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 00 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	6 90

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1½ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.50 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.55 base.

Freight equalized on above points. Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $5.62½.

Sault Ste. Marie, Port Arthur, Fort illiam, $5.55 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.85 base; Toronto, $5.85 base; London, $5.85; Hamilton, $5.85; no equalization of freights.

Roofing Nails—American, large head, keg, $9.

F.o.b. Montreal, Toronto, Hamilton.

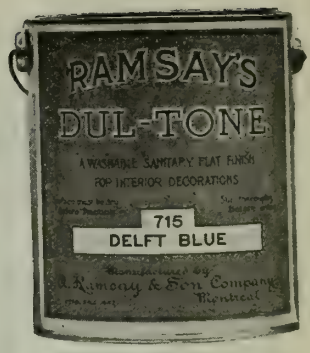
NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%.

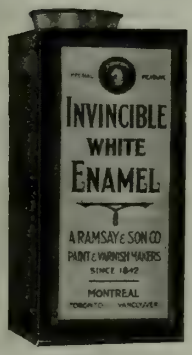




Now the War is Over

are you prepared for the reconstruction period? You will be deluged with orders for

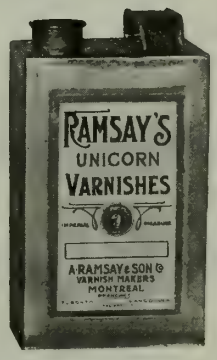
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Complete your stock

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Neglected painting will now have the attention of all. They will ask for

"THE RIGHT PAINT TO PAINT RIGHT."

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Makers of Paints and Varnishes since 1842

Toronto Montreal Vancouver

REVILLON WHOLESALE LIMITED
EDMONTON DISTRICT
DISTRIBUTORS





"M.B.M." BRAND

No.	Net Lengths	Price List	Per box of 25 lbs
4	1¾"		10 00

treal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal		
3	1⅝"	$20 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Monyards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch...	10 50	36 inch...	$15 00
30 inch...	12 75		

½ inch mesh and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invisible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	$21 00-	$22 00
U.S. Navy (unspun)		
Clipper (spun)	21 00	
Clipper (unspun)	19 50	
U.S. Navy (unspun)		
U.S. Navy (spun)	21 50	
Plumbers (spun)	$10 00-	10 50

F.o.b. Montreal, Toronto

OILS

	Montreal	Toronto
Royalite, gal.	0 19½	0 18½
Palacine, gal.	0 22½	021½
Gasoline, net, gal.	0 34	0 38

	List	Gallon
Black oil (Summer)	0 19½	0 18½
Black oil (Winter)	0 20½0	19½
Imperial Kerosene Tractor	0 55	
Capital cylinder	0 62	0 61
Machine oil, regular grades	33½-42½	32½-41½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 29	0 28

List, less 15% on above.

Polarine Oil, list	0	90
Polarine Oil, heavy, list	0	90
Gargoyle Mobiloil, list	1	33

List, less 25% on above.

Fuel oil, bbls. net	0 14½	0 12½
Fuel oil, tank cars, net	0 13	0 11

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 62- 0 65
Anchor Brand	1 20
Roain Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 77- 0 83
Surprise Fibre	0 67- 0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	0 15
Carpet Felt, 16 oz., per 10 lbs.	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—	
5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50
Rock—	
7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 37

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	$.....
¼ in..	5 22	7 35	5 52	7 65
⅜ in..	5 22	7 35	5 52	7 65
½ in..	6 63	8 20	7 06	8 71
¾ in..	8 40	10 52	8 97	11 09
1 in..	12 41	15 56	13 26	16 41
1¼ in..	16 79	21 05	17 94	22 20
1½ in..	20 08	25 16	21 45	26 54
2 in..	27 01	33 86	28 86	35 71
2½ in..	43 29	54 11	.....	.....
3 in..	56 51	70 76	.....	.....
3½ in	71 76	88 78	.....	.....
4 in..	85 02	105 19	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$81 82	$38 30	$33 70	$40 20
2½ in..	47 97	58 21	50 90	61 10
3 in..	62 73	76 12	66 66	79 90
3½ in..	78 20	96 14	82 80	100 00
4 in..	92 65	114 00	98 10	119 00
4½ in..	112 00	137 00	125 00	149 00
5 in.	130 00	159 00	145 00	174 00
6 in..	169 00	206 00	188 00	226 00
7 in..	219 00	268 00	243 00	292 00
8 L in..	230 00	281 00	255 00	306 00
8 in..	265 00	324 00	294 00	353 00
9 in..	317 00	388 00	.....	.....
10L in.	294 00	360 00	326 00	392 00
10 in.	379 00	464 00	420 00	505 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4¼" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

List plus 15%.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Medium and extra heavy pipe, 2 to 6 inch	15%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	Net list

F.O.B. Toronto, Montreal

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 40
McCombe So., 1-ply	1 75
McCombe So., 2-ply	2 00
McCombe So., 3-ply	2 25
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 35
Black Cat, 3-ply	2 65
Black Diamond tarred felt	4 10
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal. in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal

ROPE

	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ¼c: 9-16 to 7-16 in. inclusive 1c: ⅜ in., 1¼c: ¼ and 5-16 in., 2c: 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	48
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Italian rope basis	On application
Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	75 77½
¼-in. and up	74 76¼

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 25 to 45% on list.

B. & A. emery cloth, 25 to 37½% on list.

B. & A. sandpaper in rolls .... per cent. on list. F.o.b. Toronto Montreal.

SCALES

	Scale List	Stamping extra
Champion—		
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10 lb. Household	5 00	0 10
25-lb. Household	6 00	0 20

Champion list prices subject to a discount of 5%: Standard scales, 10% discount: Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	15 50

F.o.b. Toronto, London.

SCREEN DOORS

Kasement, No. 1, 2 ft. 8 in., $28.80; 2 ft. 10 in., $30.00; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS

	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	87½
Wood, R. H., brass	82½
Wood, O. H., brass	82½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs
10¾ oz.	$9 50
U.S. 28	9 20
U.S. 26	8 90
22 and 24	8 70
18 and 20	8 60
16	8 45
14	8 35

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge $12.55; 22-24 gauge, $12.75, 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

B.W. gauge	Apollo Brand Queen's Head	Montreal, Toronto Fleur-de-Lis	Gorbals "best-best"
14 gauge	$12 05		$8 35
16 gauge	11 20		8 45
18-20 gauge	11 20		8 60
22-24 gauge	11 40		8 75
26 gauge	11 60		8 90
28 gauge	11 90		9 20
10¾ ozs.	12 25		9 50
16	$12 55		$12 55
18-20	12 55		12 55
22-24	12 25		12 25
26	12 25		12 25
28	13 00		13 00

Add 25c for less than ton lots.

Less 25c in case lots. F.o.b. Montreal.

SHINGLES

	Per sq
Standard galvanized	$11 00

Shipping weight, 90 lbs.

Standard painted	8 50

Shipping weight, 80 lbs.

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$9 25
Standard painted	7 50

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64½ lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount 25% off list.

Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto.

Ottawa

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.

Freight allowed on shipments of 24 heaters.

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

The Ideal Christmas Present

Automobile Skates

The Only Skates With Aluminum Tops

SEASONABLE and attractive—appreciated by nearly every boy and girl and by most "grown-ups" as well.

It will pay to push them hard between now and Christmas.

A nice "Christmassy" skate window will draw lots of business which would otherwise go to jewelers and other stores.

Hangers, display cards, electros, etc., free on request. Write for them.

How's your stock?

Canada Cycle & Motor Co., Limited

Montreal Toronto WESTON Winnipeg Vancouver

WHAT DO YOU KNOW ABOUT VARNISH?

You'll probably be willing to admit that you don't know much beyond the fact that it is made by boiling various gums and that some varnish is good and some poor.

Your customers know less—most people look upon varnish as a transparent kind of paint and leave the selection to the dealer.

This puts a great responsibility on your shoulders. Don't let your customer, in his ignorance, purchase a cheap varnish that is not worth the low price it costs. Sell him

DOUGALL VARNISH

and you can rest easy that he has a product which will give him good service and entire satisfaction—full value for his money.

QUALITY DOUGALL VARNISHES FIRST

The Dougall Varnish Co., Ltd., Montreal

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	....
Hollow Back Scoops	25 and 25	....	25 and 25
Sand Shovels	25 and 25	....	25 and 25
Hollow Back Shovels	25 and 25	....	25 and 25
Hollow Back Coal Shovels	25 and 25	....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings. Cyco Ball Bearing	$51 00
Boudoir, Nic., Cyco B.B.	48 00
Club, Jap. Cyco Bearing	108 00
Champion, Nickeled Fittings	43 00
Champion, Japanned Fittings	36 00
Elite, Nic., Cyco B.B.	54 00
Grand, Nic., Cyco B.B.	64 00
Grand, Jap., Cyco B.B.	57 00
Grand Rapids, Nic., Cyco B.B.	48 00
Grand Rapids, Jap., Cyco B.B	41 00
Parlor Queen, Nic., Cyco, B.B.	54 00
Princess, Nic., Cyco B.B.	49 00
Standard, Nickeled Fittings	45 00
Standard, Japanned Fittings	38 00
Universal, Nic., Cyco Bearing	46 00
Universal, Jap., Cyco Bearing	39 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	$108 00
Household, Jap.	96 00
Superba, Nic.	126 00

F.o.b. factory Niagara Falls, Ont., Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b. Toronto, Hamilton, London.

TACKS

Discount

Wire Tacks .....60 and 10%

Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%

Double pointed tacks....60 10%

Shoe findings list adopted July 5, 1917—Net list.

List of Capped Goods adopted Jan. 1, 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty $4 50

Upright, with rack $6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List plus 15%	

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

	Doz. with chain
Victor, No. 1	$2 60
Jumo ,No. 1	3 45
Hawley & Norton, No. 1	4 05
Newhouse, No. 1	5 55

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER)

	Per lb.
500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots ¼c discount from above: 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 75-77-80¾

4-ply, wrapping, lb. 79-81¼-85

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES

	%
Ground work	40
Compression work, standard	45
High grade	41
Cushion work	40
Fuller work, standard	43
High grade	36
Basin cocks, No. 0 Standard	38
High grade	38
Bath cocks	48
Flatway stop and waste cocks, standard	47
High grade	45
Roundway stop and waste cocks, standard	45
High grade	45
Brass steam cocks, standard.	10% advance on list
Radiator valves, standard	10
D., removable seat	Net list
Patent quick opening valves.	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc, 5%	advance on list

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 40-10%.

Colonial, 27½%.

Imperial Ware, 27½%.

Pearl, 27½%.

Premier, net list.

Canada Ware, net list.

Diamond, net list. White Ware, 45%

Japanned Ware, list plus 30%.

Japanned Ware, White, list, plus 40%.

Plain and Jap Sprinklers, list plus 30%.

Barb $6.75

Stamped Ware, plain, 45%.

Stamped Ware, retinned, 40%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 45%.

Tinners' Trimmings, retinned, 40%.

Tinners' Trimmings, general, list plus 20%.

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list ,plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 70%.

Sheet Iron Ware, list, plus 20%.

Pieced Ware, ordinary, list, plus 50%. Fry Pans, 40%.

Spiders, steel, net list; cast iron, 10%.

Fire Shovels, Japanned, list, plus 20%.

Steel Sinks, painted, list plus 25%.

Steel Sinks, galvanized, list plus 25%.

Light Galv. Pails and Tubs, list plus 30%.

Heavy Galv. Pails and Tubs, list, plus 20%.

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 40%.

Galv. Coal Hods, list, plus 50%.

Paper Lined Boards, 30 and 10%.

Wood Lined Boards, 30%.

Stove Pipe, patent, per 100, 6 in., $22.38; 7 in., $23.87.

Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.

Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...

Stove Pipe Thimbles, 45%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London. Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼-in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.20; ⅞ in., $18.20; 15-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 33 1-3 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.35
Section, ½ lb. per 100 lbs.	5.50- 5.85	5.50	6.00
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	4.25

WHEELBARROWS

Navvy, steel wheel, doz. $58 20

Garden, steel wheel, doz. 67 20

Light garden, doz. 64.20

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton. Montreal

Cut Hay Baling Wire Per 100 lbs.

No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	9 00
No. 19	9 50

Hay Wire in Coils

No. 13	6 85
No. 14	7 00
No. 15	7 20
No. 16	7 45

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire.	Toronto
No. 9 pl. galv.	5.35- 6.75
No. 12 pl. galv.	5.50- 6.15
No 13 pl. galv.	6.00- 6.25
No. 9 coil sp.	5.50- 6.00
No. 12 coil sp.	5.80- 6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 75

Fence staples, galvanized 6 50

In 25-lb. boxes add 50c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.....10%

Brass wire, 3 to 24 gauge, add 40%

25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 25

In 50-ft .rolls 3 30

Galvanized, per 100 sq. ft. in 100 ft. rolls 4 75 5 50

Bronze, sq. ft. 0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	68 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report.

WRENCHES

Trimo— Doz. net		Doz. net	
8 in.	$15 60	18 in.	$35 00
10 in.	17 40	24 in.	50 60
14 in.	24 45		

Coes— Doz. net		Doz. net	
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		

Stillson—	Each	Doz. net
6 in.	$1 20	$14 00
8in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 35	50 60
36 in.	....	94 20
48 in.	....	139 20



Business Brightens When Jamieson's Arrives!

Sales are made easier when you give your customer, client and friends what is Best for his needs.

Get our line on your shelves quickly. They'll need our paint to-morrow.

There will be more paint sold in your locality if you stock "Jamieson's."

A post card will bring a paint and varnish proposition—profitable to you.

R. C. Jamieson & Co., Limited

Calgary Montreal Vancouver

Owning and Operating P. D. Dods & Co., Limited

If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID

Bronzing liquid, No. 1.$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	14-16

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 25
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100 lb. k..	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k..	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	3½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs	7-8c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	
1 lb. tins—	
Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5 lb. irons	0 20

F.o.b. Montreal, Toronto.

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs	$28 00
Case No. 8—100 ½-lb. pkgs	31 00
Case No. 9—200 ¼-lb. pkgs	38 00

Discount.

French medal (prices withdrawn)	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	24

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20-25%.
Sheet glass, 5-10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots.
Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 10 0lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure	$17 50	$17 80
Crown Diamond	17 50	17 80
Crown, pure	17 50	17 80
Green Seal	17 50	17 80
Ramsay's Pure	17 50	17 80
Moore's Pure	17 50	17 80
Tiger, Pure	17 50	17 80
O.P.W. Dec. Pure	17 50	17 80
Red Seal	17 50	17 80
Decorators' Pure	17 50	17 80
O.P.W. English	17 70	18 00
Elephant Genuine	18 00	18 30

B.B. Genuine lead, less than tons, $19.70, Toronto; $19.40, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	16 00	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Pound	Pound
Barrels, 600 lbs.	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 40
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 30
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 05
Moore's House Colors, colors	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 25
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 30
O.P.W. Flat Wall, white	3 30
O.P.W. Flat Wall, colors	3 10
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white	4 30
Martin-Senour, 100%, colors	4 05
Martin-Senour, Porch aint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams Floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros. H.S., colors	4 05
Lowe Bros. Hard Drying Floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	C.P. Berger's and Munro's Per lb.	
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250 In 50 lb. and 100 lb. drums	0 61¼	0 62
In 25 lb. drums	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY	Montreal	Toronto
Standard	Less than tons	
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk, 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c, Hamilton 30c London and Windsor 40c per 100 lbs over Montreal quotations.

ROSIN	
Barrels, 100 lbs.	$6 90
Less, per lb.	0 08

SHELLAC	
Pure White, gal.	5 15
Pure Orange, gal.	4 75

Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 80
B.H. Vanisher	3 00
Cumoff	3 30
Takof	3 25
O.P.W. Presto	3 00
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.45
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 20
Everlastic, Depend-on and Maritime Spar subject to discount of 40%	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 65
Sun Varnish	2 60
Sun Spar	4 63
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	2 65
Jasperite Pale Hard Oil	1 90
Jasperite Indestructo Floor Finish	2 65
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 86
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 47
Rexspar	4 62
Sear-Not	3 34
Kyanize Spar	4 95
Kyanize Cabinet Rubbing	3 35
Kyanize Interior	3 35
Luxeberry light	3 30
Luxeberry granite	3 52
Luxeberry spar	4 95
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS	
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto

WASTE	
Cream, Polishing	$0 21

WHITE	
XXX	0 20
XX	0 18
X	0 17
XC	0 16
Japanese	0 15
XXX Extra	0 21
X Grand	0 19¾
XLCR	0 18½
X Empire	0 17¼
X Press	0 16

COLORED	
No. 5	15
No. 1	14
No. 7	13
No. 1A	11½
No. 1B	10½
Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	10½

Above lines subject to trade discount for quantity.

WAX	Per lb
WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 35
Old English	0 53 0 62
Johnsons	0 57 0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls	$2 50

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls.	$3 00
WOOD ALCOHOL . per gal.	
In five gallons	$1.80-$1.90
In barrels	1.70

$4 extra for barrels
F.o.b Montreal, Toronto, London.



Does *"Warranted Pure"* *mean something to you?*

OUR LINSEED OIL CARRIES THIS UNQUALIFIED GUARANTEE

The Canada Linseed Oil Mills, Limited

MONTREAL AND TORONTO

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 27c per lb.; clip horn, 28c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Dougle Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.50 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. 27% extra.

"The "double" list is just twice the price of "single:"

BELT LACING

In sides, tanned, $1.65 per lb.; cut, $1.85 per lb.; rawhide, sides, $1.60; cut, $1.80.

Blue Stone (Vitriol), 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 20%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil,: 3-16 in., $18.40; ¼, $16.00; 5-16 in., $13.60; ⅜, $12.40; 7-16, $12.20; ½, $12.00; 9-16, $12.00; ⅝, $11.75; ¾, $11.50; 1 in., $11.25; Logging, 5-16 in., $15.40; ⅜, $14.20; ½, $13.80; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 75c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. bbls., 30c lb.; 100-lb. bbls, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

er 100 lbs., $3.25.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 10% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$12 00
28 Am. or 26 Eng.	11 50
26 Am. or 26 Eng.	11 20
24	11 05
22	11 05
18 and 20	10 90
16 Am.	10 75

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set $2 10

Mrs. Pott's No. 50, set 2 25

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25. Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $15.40.

LEAD WASTE, $16.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 30
3	2 95
4	5 25

Barn Door

5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 65
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.80 base; Winnipeg, $6.25 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $5.30; 36 in., $6.75; 48 in., $8.00; 60 in., $9.50; 72 in., $10.80.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 51½c; Prairie Harvester oil, 52c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.40; Silkstone, $3.40; Stephens' Barn Paint, $1.85.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)



Don't Underestimate The Importance of The Name Behind the Product!

THE name "Silkstone," when used in connection with wall coloring acts like magic in making a sale.

Silkstone is one of the few really good wall colorings that will stand washing.

Silkstone lasts longer, looks better, **is much cheaper than wall paper, and is more sanitary.**

Be sure and see that your customers are supplied with no other.

There's a reputation behind it, which will make it prove more profitable in the long run.

Write for our agency proposition to you.

G. F. STEPHENS & CO.,
LIMITED
Paint and Varnish Makers
WINNIPEG AND CALGARY

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 00	$ 8 35
⅜ inch	6 05	8 45
½ inch	7 85	9 60
¾ inch	9 95	12 30
1 inch	14 70	18 20
1¼ inch	20 00	24 70
1½ inch	23 75	29 35
2 inch	32 00	39 50
2½ inch	51 25	63 15
3 inch	66 20	82 60
3½ inch	86 85	.....
4 inch	103 00	.....
4½ inch	118 50	.....
5 inch	138 00	.....
6 inch	179 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $11; full polished $12.50; 18 x 24, half polished, $11; full polished, $12.50; 20 x 28, half polished, $11; full polished, $12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½ x 14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39¾c base; British Manila, 33¾c base; lath yarn, 28¼c base; African hemp, 33¾c base; cotton rope ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 38	$6 75
½	0 40	7 20
1	0 45	10 00
1½	0 50	9 15
2	0 57	10 35
2½	0 64	11 70
3	0 72	13 20

B. & A.—

00, 0	$ 42	7 50
½	0 44	7 95
1	050	9 00
1½	0 58	10 50
2	0 66	12 15
2½	0 77	13 95
3	0 88	15 90

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$111 00
Household, Jap.	99 00
Superba, Nic.	129 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 30
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 55 to 56.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $6.05 at Fort William, $6.45 Winnipeg; galvanized staples, $6.85 Fort William, $7.25 Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $8.00 base, other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $8.50; ¾ in., $8.75; ¾ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE—

20 x 28 I.C.	$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.C.	40 00
Terne plates	24 00

TRAPS, GAME—

Doz.	Victor	H.& N.	Jump
No. 0	$1 95	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 0% discount.

Premier, Canada, Diamond, plus 12½%.

Whiteware, 40% discount.

Japanned Ware, list, plus 40%.

Japanned Ware, white, list, plus 50%.

Japanned Sprinklers, list, plus 40%.

Stamped Ware, plain, 40% discount.

Stamped Ware, ret'd, 33 1/3% discount.

Pieced Tinware, ordinary, list, plus 65%.

Pieced Tinware, copper bottoms, list, plus 85%.

Sheet Iron Ware, list, plus 30%.

Light Galv'd Pails and Tubs, list, plus 40%.

Heavy Galv'd Pails and Tubs plus 30%.

Jap. Coal Hods, list, plus 50%.

Galv'd Coal Hods, list, plus 60%.

WASHERS—

Iron, small lots, 33% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $18.40; less than ton lots, $18.75.

WIRE, BARB—

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William $5.10 Winnipeg; Baker, 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized Ft. William, No. 9, $5.65; No. 12 $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William

Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 7 00
8 in.	8 40
10 in.	9 80
12 in.	12 60
15 in.	16 80
Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$ 1 10
8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45
Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

	Dozen	
Always Ready—	Black	N.P
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz.; Reliance, $73.70 per doz.; Emperor, $105.90. Royal Canadian, $57.95 per doz.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS, MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON, FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

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A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER — THE RETAILER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

Nonolio National Polish

KEEPS CARS NEW, CLEANS, POLISHES, PROTECTS FINISH. HAS NO EQUAL.

Auto Owners Want the Best. Give Them

NONOLIO NATIONAL

in the can with the RED, WHITE and BLUE LABEL

Note the Label





Be prepared for the demand. Write for our proposition, or send order for sample dozen cans. **A Real Leader for Live Dealers.**

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D. ACKLAND & SONS, LIMITED

WINNIPEG, CANADA

THE BUYERS' GUIDE

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Ware Mfg. Co., Oakville, Ont.

Ammunition
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Asbestos
Canadian Asbestos Co., Toronto, Ont.

Ankle Supports
Owen Sound Steel Press Works, Owen Sound, Ont.

Auto Accessories, Equipment and Supplies (Jobbers)
Auto Accessories Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Canada Sales Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Toronto.

Auto Accessories, Equipment and Supplies (Manufacturers)
Air-Tite Mfg. Co., St. Thomas, Ont.
W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
The Lockwood-Ash Motor Co., Jackson, Mich.
Line, Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinsinger, Bruce & Co., Niagara Falls, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties Co., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Carriage Factories, Ltd., Brockville, Ont.
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Liners
J. N. Warmington & Co., Montreal, Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Batteries, Flashlight
Dominion Battery Co., Toronto, Ont.
Usona Mfg. Co., Inc., Toledo, Ohio.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.
Haddow Brokerage Co., Montreal, Que.

Brass Goods
Haddow Brokerage Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Bolts and Nuts
Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., Ltd., London, Ont
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Butchers' Tools
Haddow Brokerage Co., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Lowe Brothers Paints

Are you prepared for this winter's demand for Lowe Brothers' paints?



THIS will be the first winter for four years during which the Canadian people can breathe easily and look forward to a cheerful, peaceful spring, and this feeling of buoyancy and hope is already beginning to be reflected in the demand for Lowe Brothers' Paints, particularly those for interior use.

The "spring offensive" next year will not be in France, but in Canada. There will be a general painting-up and building movement throughout the country. But between now and next spring people will devote a great deal of time to interior painting and decoration so that the returning soldier of the family will not find the home he has been away fighting for dull, dingy, unpainted.

Are you prepared to take advantage of the general paint-up movement? Are you ready to handle the trade who ask for Lowe Brothers' Paints?

"The Little Blue Flag Sign
Outside your door,
Will guide the new Customers
Into your store."



Have you these winter selling paints on your shelves?

High Standard Interior Paint
Mellotone
L-B Wagon Paint
Oil Stains
Graining Color Sets
Gold Paint
Oil, Japan and Distemper Colors
Dry Colors
L-B Drying Floor Paint
Seal-cote
Auto-Carriage Gloss
Vernicol Stains
Aluminum Paint
Enamels for Furniture and Interior Purposes
Paint and Varnish Remover

Lowe Brothers LIMITED
TORONTO

DAYTON BOSTON NEW YORK CHICAGO KANSAS CITY

THE BUYERS' GUIDE

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Blowers, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Canoes
Canadian Canoe Co., Peterboro, Ont.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville
The Toronto Lock Mfg. Co., Toronto, Ont.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpenters' Tools
Haddow Brokerage Co., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto

Ceilings and Walls, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
The Haddow Brokerage Co., Montreal, Que.
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Vol-Peck Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clocks
Western Clock Co., La Salle, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Canadian Woodenware Co., St. Thomas, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

Connecting Rods
Williams & Co., J. H., Brooklyn, N.Y.

Coopers' Tools
Haddow Brokerage Co., Montreal, Que.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corner Bead, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cornices, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Cultivators
O. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Clyde Cutlery Co., Clyde, N.Y.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Sons & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wilkinson Sword Co.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Diaphragms Rubber

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Doors, Fireproof, Metal
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.
The Toronto Lock Mfg. Co., Toronto, Ont.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

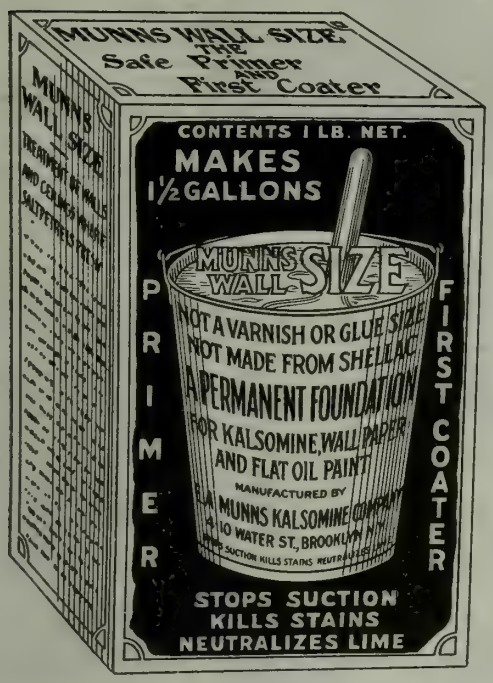
Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drills, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Many Uses—Many Sales



MUNNS Wall Size is one of the most convenient and useful products that a Painter could have. He can use it as a primer or first-coater under oil paint of any description, under Kalsomine, as a stain killer, as a wood stain or filler, or for sizing walls before handing wall paper.

Send for lowest prices on "Dealers' Boxes," which contain twelve one-pound packages, with advertising leaflets and show cards.

How much Paris Green will you require?

You will be well-advised to let us have your order for Munro's Pure Paris Green right away. During the past two seasons, owing to exceptionally large sales, we have been unable to fill all orders.

The large demand for Munro's Paris Green is due to the fact of its great strength, it being well over the Government standard.

All orders booked now will be delivered promptly on date specified. A delay now may mean the loss of sales next season. Get your order in to-day.

½ and 1-lb. papers, ½ and 1-lb. tins, 25 and 50-lb. drums, 250-lb. kegs, and 600-lb. barrels.

McARTHUR, IRWIN, LIMITED

Established 1842 MONTREAL



If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Factory Products Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man
Toronto Lock Mfg. Co., Toronto.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Superior Electrics, Ltd., Pembroke, Ont.
Usona Mfg. Co., Toledo, Ohio.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.
E. T. Wright Co., Hamilton, Can.

Engines
Cushman Motor Works, Ltd., Winnipeg, Man.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
Westwoods, Limited, Winnipeg, Man.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garanoque, Ont

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Flag Holders
International Sales Co., Winnipeg, Man.

Flashings, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto

Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary,

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forges, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary,
Record Fdry. & Machine Co., Ltd., Moncton, N.B.
Saunders & Co., Montreal, Que.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co, Winnipeg.

Garden Cultivators and Weeders
C. S. Noreross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Garages
Metallic Roofing Co., Ltd., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

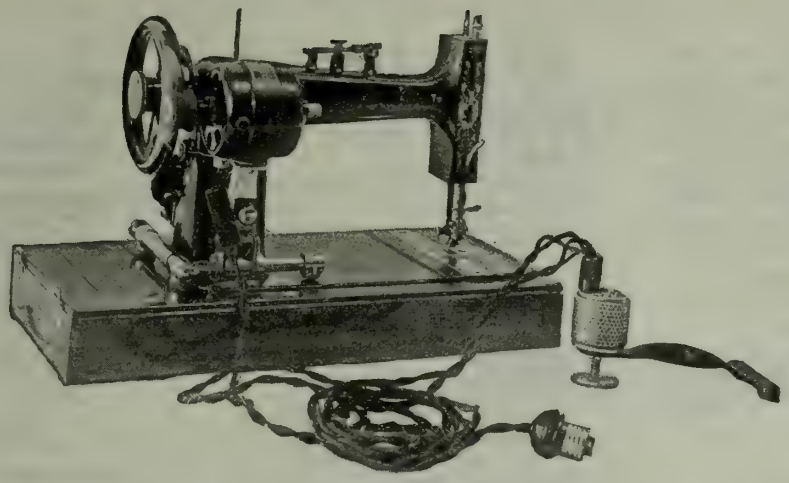
Galvanized Pipe
Canada Metal Co. Ltd., Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

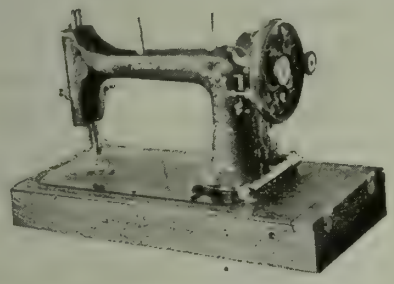
Glass Jars
Dominion Glass Co., Ltd., Montreal.

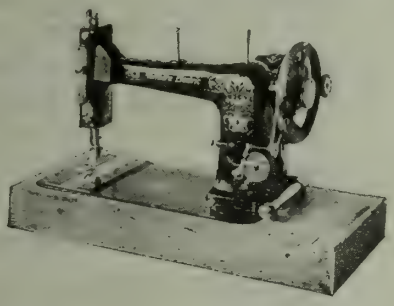
Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

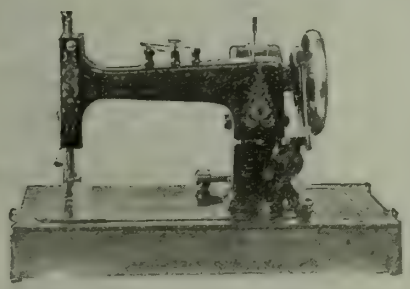


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—but when the fall buying season comes, will you be ready?







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Portable Sewing Machines NOW?

Remember the greatest need for sewing by electricity is now, when the women of Canada are so extensively engaged in doing their own as well as a large amount of patriotic sewing work at home.

The Northern Electric Sewing Machine eliminates the tiresome, back-aching treadle work of the old method, and enables the operator to do twice as much sewing without effort.

The Northern Electric Sewing Machines are of the highest grade in design and workmanship, and carry a guarantee of complete satisfaction in every way.

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THE BUYERS' GUIDE

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
J. H. Williams & Co., Brooklyn, N.Y.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
The Johnston Brokerage Co., Pittsburgh, Pa.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
Dominion Glue & Emery Co., Montreal, Que.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Granary Lining
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Gloves
American Pad & Textile Co., Ltd., Chatham, Ont.
Hamilton-Carhartt Co., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Barn Door
Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville
Haddow Brokerage Co., Montreal, Que.
Marble Arms & Mfg. Co., Gladstone, Mich
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Superior Electrics, Ltd., Pembroke, Ont.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., Ltd., St. Marys, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hubs for Ford Cars
McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Ingersoll Watches
R. H. Ingersoll & Bro., Montreal, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Insecticides
The McDougall Bros., Ltd., Manchester, Eng.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary,
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Satisfy customers and build up better business

TO the dealer who has the stock, the growing demand for "rubber-type" roofings means big money. And roofings that sell readily on their merit, and stay sold on their service, are the roofings that land the cream of the business.

These are conditions that the Johns-Manville line completely fulfills. The dealer who ties up with Johns-Manville can figure on every job that comes up, for the line includes types of roofing for every requirement of service and price. And to the selling value of the roofing itself is added the backing of an institution continent-wide in scope, which vouches for the service of its every product. This, too, is a genuine sales argument.

We make three grades of "rubber-type" roofings:

Regal Brand—made of high-grade selected wool felts and a combination of natural asphalts, processed in our own plants. Contains more water-proofing material per square than any other rubber roofing.

Service Brand—an excellent roofing for somewhat lighter service and at a lower cost.

Pilot Brand—made of cheaper materials, but designed to give a maximum of service for the money invested.

These three fabrics are made, from beginning to end, in our own mills. Carried in your stock, they mean bigger business on a better basis. Let us give you further facts about our sales plan.

JOHNS-MANVILLE SERVICE COVERS THE CONTINENT

CANADIAN
JOHNS-MANVILLE CO.
Limited
Montreal Toronto Vancouver
Winnipeg Hamilton London
Ottawa

JOHNS-MANVILLE
RUBBER TYPE ROOFINGS

TRADE MARBLE'S MARK

SPECIALTIES GO BIG AT CHRISTMAS

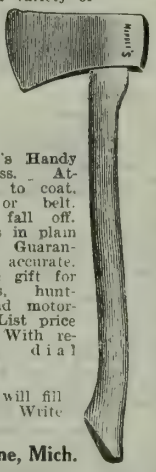


Hundreds of people who are not sportsmen buy Marble's Specialties for gifts to their sportsmen friends. Get your share of these extra sales by stocking and displaying the Marble Line—now.



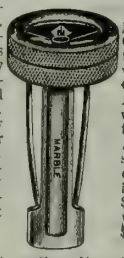
Marble's Woodcraft Knife

Marble's Hunting Knives are famous the world 'round and are good sellers everywhere. They are made in a great variety of shapes and sizes and retail at prices from $1.40 to $5.00. The Woodcraft, shown above, is splendid value. List price (sheath included), $1.65. Marble's Camp Axe No. 10 weighs 28 ozs. Has hickory handle 16 or 20 in. as desired. Blade 3¼x5¼. List price $1.95. With sheath $2.50. Other styles, including Safety Axes with folding guards, $1.10 to $4.00.





Marble's Waterproof Matchbox. Made of seamless drawn brass and heavily nickeled. Guaranteed water and moisture-proof. Needed by every hunter, camper and soldier. Should be included in every Christmas overseas box. List price 55c.



Marble's Handy Compass. Attaches to coat, vest or belt. Can't fall off. Always in plain view. Guaranteed accurate. A fine gift for soldiers, hunters and motorists. List price $1.40. With revolving dial $1.65.

Trade Supplied by Jobbers. Any Canadian jobber will fill your order promptly. Liberal discounts to dealers. Write for complete catalogue.

Marble Arms & Mfg. Co., 5350 Delta Ave., Gladstone, Mich.

Alex. McArthur & Co., Ltd.

TRADE AM MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND
TARRED FELTS
and SHEATHINGS

Made at our own Paper Mills.

SAVE COAL
BY USING
BUILDING PAPER

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extention, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal,

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal,

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungster. Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal
Vivid Electric Lamp Co., Toronto.

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.
Vivid Electric Lamp Co., Toronto.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lath, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Lawn Swings
J. E. Beauchamp & Co., Montreal.
Lumber Products Ltd., Winnipeg, Man.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Tayler-Forbes Co., Guelph, Ont.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Locks
Can. Yale & Towne, Ltd., St. Catharines. Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.
Toronto Lock Mfg Co., Toronto, Ont.

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Mantles, Gas
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mica
A. G. Martin, Ottawa, Ont.
Mica Co. of Canada, Ltd., Hull, Que.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal,
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.
Toronto Lock Mfg. Co., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motor Trucks
Ford Motor Co., Ford Ont.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.



Talk No. One Hundred and Seventy-seven

The fellow with the goods is the one who can land the business and make the money. Get ready now for the repair work and new jobs—order your "PREMIER" GALVANIZED STEEL SHEETS in good season.

TINKER TOM.

Look for Talk No. 178 next week.

DOMINION SHEET METAL CORPORATION, Limited
HAMILTON, CANADA

CARTER'S

The Best Quality of Genuine Dry Red Lead and Genuine Dry Powdered Litharge

Paper manufacturers want a Red Lead to protect their steam and water pipes, and a Litharge to reline their digesters. Rubber and Color Makers need them. Shipbuilding firms must have them. Railways and Ironworks use them. Are you ready to supply the requirements of such firms in your district. Also

YOUR PAINTER

must have Genuine Red Lead and Litharge to meet his requirements. Do not delay in putting in a stock or you will lose good business which is rightly yours.

The Carter White Lead Co. of Canada, Limited, 91 Delorimier Avenue, Montreal







JUST A REMINDER

that it's time to buy Trimmings for the

Christmas Trade

THE BRAINERD MFG. CO.
East Rochester, N.Y., U.S.A.



TO THE WESTERN CANADA DEALER

Does a connection with a progressive and aggressive, amply capitalized and fully equipped concern, grown to be the largest paint and varnish factory in Western Canada, appeal to you?

BRITISH AMERICA PAINT CO., LIMITED

Wants more live dealers in Western Canada. It co-operates with its dealers to make bigger and better business. Join up with a pushing selling organization that will help you put 'em over. Send for booklet "The Evidence." Tells the story in fac-simile letters from Bapco dealers.

DISTRIBUTING POINTS

Established at Victoria in 1900 the British America Paint Co., Ltd., has found ever-widening markets. To care for this trade branches have been opened at VANCOUVER, B.C., CALGARY and EDMONTON, ALBERTA, and REGINA, SASKATCHEWAN.

TO SELL AND RE-SELL

Paint MUST give satisfaction.

Bapco Pure Paint and Bapco Varnish are of the highest possible quality. To insure this the raw materials undergo chemical laboratory tests. Skilled makers see that the ingredients are perfectly proportioned and modern machinery insures proper grinding and blending. Rigid machine and chemical tests are made during process of manufacture and the completed mixtures are subjected to comparative tests with the fixed Standards. One big roof of the factory is devoted to weather tests.

The growth of the British America Paint Co. and its constantly expanding trade territory is convincing evidence, not only of the quality of its goods, but of its resourcefulness and enterprise as well.

BRITISH AMERICA PAINT CO., LIMITED

VICTORIA VANCOUVER CALGARY EDMONTON REGINA

THE BUYERS' GUIDE

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Iron and Wire Work
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Gtill Mfg. Co., St. Thomas, Ont.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.

Piston Rings
The Ever Tight Piston Ring Co., St. Louis, Mo.

Piston Rod Pocking
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Ivet Johnson's Arms & Cycle Works, Fitchburg Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co. Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conducter
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y
Channel Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Aylmer Pump Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Parmenter Bulloch Co., Gananoque, Ont.

Roofing, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Rope
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Eyre (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Siding, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Machinery Co., Ltd., Renfrew, Ont.

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Cake Turner	Large Pepper Shaker
Paring Knife	Child's Fancy Cup
Measuring Cup	Measuring Spoon Set
Collapsible Cup	Large Kitchen Pepper Shaker
Coffee Strainer	Large Kitchen Salt Shaker
Dipper or Ladle	Doughnut or Cookie Cutter

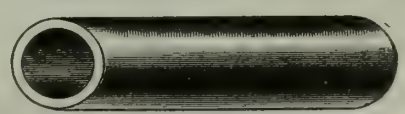
9-inch Pie Plate and Fruit Jar Filler

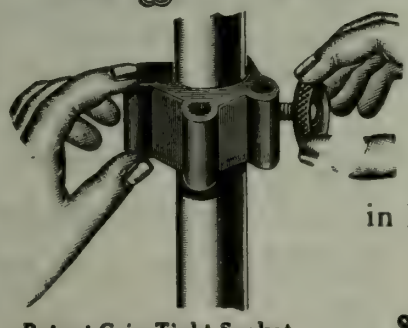
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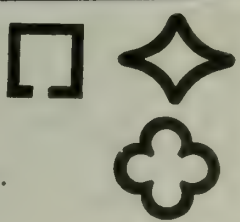




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If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Screen Doors
J. H. Williams & Co., Brooklyn, N.Y.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Gorden Seats
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Dominion Sewing Machine & Phonograph Co., Winnipeg, Man.
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
R. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Thos. Birkett & Son Co., Ltd., Ottawa, Ont.

Shingles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Shingle Stains
British America Paint Co., Ltd., Victoria, B.C.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Silver Plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Skylights, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Solder
J. E. Beauchamp & Co., Montreal, Que
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1634 St. Urbain St., Montreal
Hyslop Bros., Toronto
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Stampings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Gurney Foundry Co., Toronto
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary,
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves and Ranges, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
O-Rib-O Mfg. Co., Winnipeg, Man.
Safety Stove Pipe Co., Ltd., Toronto, Ont.
Sheet Metal Products Co. of Canada, Toronto.

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warmington & Co., Montreal, Que.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary,
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg Co., Ltd. Montreal.

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Steel Wagon Hardware
McKinnon Industries, Ltd., St. [illegible] Ont

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Cistern
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q.

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal,
Vokes Hardware Co., Ltd., Toronto, Ont.
Michelin Tire Co., Milltown, N.J.

Automobile, Aeroplane, Bicycle, Carriage, Motorcycle, and Motor Trucks

Tires and Tubes.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Kribs, Wm. A., Hespeler, Ont.

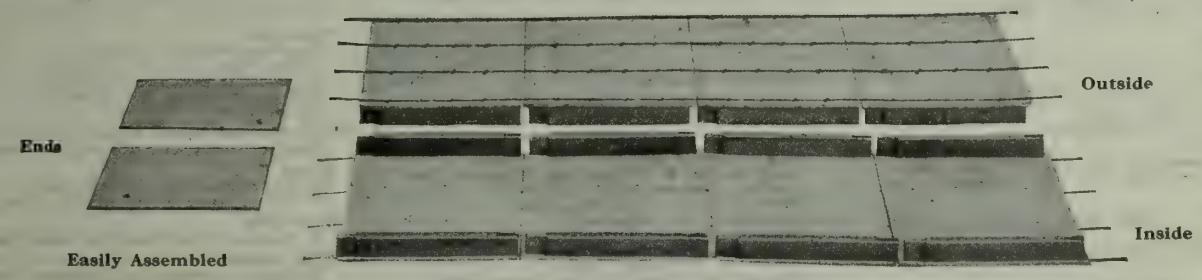
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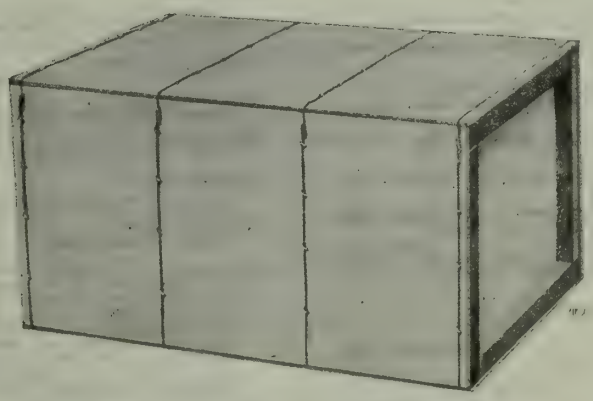


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Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal, Q

Toboggans
J. E. Beauchamp & Co., Montreal, Que.

Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng
B. J. Coghlin Co., Ltd., Montreal, Que
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Can. Blower & Forge Co., Ltd., The, Kitchener.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
J. E. Beauchamp & Co., Montreal, Que.
A. C. Gilbert Co., New Haven, Conn.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Towel Bars
Kinsinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont
The Veterans Mfg. Co., East Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
North American Hardware Co., Ltd., Montreal.
Vivid Electric Lamp Co., Toronto.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tuba
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Turpentine
Brown Corporation, Portland, Maine.
Fred Smith, Toronto.

Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Vaccuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Brass
National Brass Co., London, Ont.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Jenkins Bros., Montreal, Que.
Milwaukee Valve Co., Milwaukee, Wis.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.

Varnishes—Auto, Caoch, House, Marine
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Glidden Varnish Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Vehicles, Business
Canada Carriage Factories, Ltd., Brockville, Ont.
Canadian Pneumatic Tool Co., Ltd., Montreal, Q
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Veneer Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Ventillators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.

WALLBOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
The Toronto Lock Mfg. Co., Toronto, Ont.
Otterville Mfg. Co., Otterville, Ont.
Wilkinson & Kompass, Hamilton

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cushman Motor Works, Ltd., Winnipeg, Man
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Maytag Co., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Nineteen Hundred Washer Co., Toronto, Ont.
Northern Electric Co., Montreal
John Watson Mfg. Co., Winnipeg, Man.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont

Wash Tubs
E. B. Eddy & Co., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheelbarrows
Erie Iron Works, Ltd., St. Thomas, Ont.

Wheels, Well
J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whips
J. E. Beauchamp & Co., Montreal, Que.

Wholesale Hardware
Thos. Birkett & Co., Ottawa, Ont.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice, Lewis & Sons, Ltd., Toronto
White's, Ltd., Collingwood, Ont.
Vokes Hardware Co., Ltd., Toronto, Ont.

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Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
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Metallic Roofing Co., Toronto and Winnipeg

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wrapping Paper
Alex. McArthur & Co., Montreal, Que.

Wrenches and Accessories
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
Plewes Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y.

Wrench Sets
Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Connor & Son, Ltd., J. H., Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Nineteen Hundred Washer Co., Inc., Toronto, Ont.
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary, Alta.
White Mop Wringer Co., Fultonville, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

The Financial Post on Capital and Labor To-Day

"THE mission of representatives of organized labor and the manufacturing interests to the Government with a joint bill of recommendations is one of the most encouraging events which Canadian industry has seen. The idea of co-operation indicated is of greater importance than anything which the Government may be able to do in response to the petitions presented. More than ever during the period of readjustment, the interests of capital and labor will lie in the same direction.

"Largely because labor numerically has been more widely represented in the war than capital, the workers will demand more than in the past. In this demand there may be more of justice than economic common sense, but it must be given the consideration it deserves. It is only to be hoped that labor will be represented in any controversies which may arise with industry by men who will appreciate that the workers share in the manufacturers' success and that in making demands too great they may easily kill the fabled goose."

Besides the important article from which the above is quoted,

THE POST

THIS WEEK CONTAINS:

Ontario Government Would Shift Responsibility to Trust and Loan Companies.

Beck Didn't Make the Hydro; The Hydro Made Beck.

Outlook for Bond Business in West Satisfactory.

Regina Revenue Running Short of Estimate.

Efficiency in Organizing the Branch Staff.

Developments of Importance in Housing Field.

Lady's Plans for Drawing Women to New Branch.

Resignation of McAdoo A Shock to Big Business.

Canada to Show France What She Manufactures.

Montreal's Revenue Increased by a Million.

Cost of Living Cuts Hotel Profits.

London Rules in Financial World.

Savings Banks in Newfoundland.

Trade Mission Goes to Siberia.
Bank of Montreal to Open in Paris.
Bond Holders to Run Prince Albert.
Bond Market Still Short of Offerings.
Explosion Case in the Courts.
War Savings Stamps in the Stores.
A Question of War Indemnity.

Above mentioned are a few of the more important contents of this issue of THE FINANCIAL POST. Send a subscription to THE POST and note its business value to you. Use this form in sending subscription which is $3.00 per year.

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me THE FINANCIAL POST every week till further ordered. I will pay subscription price $3.00 per year on receipt of bill or you may draw on me for this.

Name .....

Address .....

.....



DU PONT POWDERS

The Choice of Experienced Sportsmen

Sportsmen are an exacting class of men. They know the value of reliable ammunition. Experienced sportsmen shoot DuPont loaded shells, and have done so year after year for generations.

Leading cartridge-makers load with DuPont Black and Smokeless Powders. You can secure all the popular makes and sizes, loaded with DuPont powder by simply specifying on your order.

For high velocity, low recoil, accuracy and dependable work under all conditions, DuPont Powders have the highest reputation —built and sustained for more than a century.

Carry DuPont loaded shells in stock. Your sporting customers cannot ask for better shells.

E. I. DuPont de Nemours & Company

Established 1802

Wilmington, Del., U.S.A.

BUR-NOR HATCHETS

WITH STEEL HANDLES

A Handle that doesn't break.
A Blade that keeps its temper.

15 Different Styles.

Make inquiries to-day about it.

BURGESS-NORTON MFG. CO.

GENEVA, ILL.

Representatives for Quebec and the Maritime Provinces:
HARDWARE AGENCIES, SOUTHAM BUILDING, MONTREAL

Are You Ready

for good business

BOOK your orders NOW
for
White Spruce Butter Tubs
N.B. Egg Carriers
H.D. Egg Crates
Brooms and Brushes
Fruit Jars
Paper and Twines

Walter Woods & Co.
Hamilton and Winnipeg

Refrigerators Screen Doors and Windows



NOW is the time to place your order for Spring delivery.

Our entire factory is devoted to the manufacture of high-grade refrigerators and best quality Screen Doors and Windows.

A profitable hot weather line for the Hardware Man.

Write for Catalogue and Price List.

Sanderson-Harold
Company, Limited
PARIS, ONT.

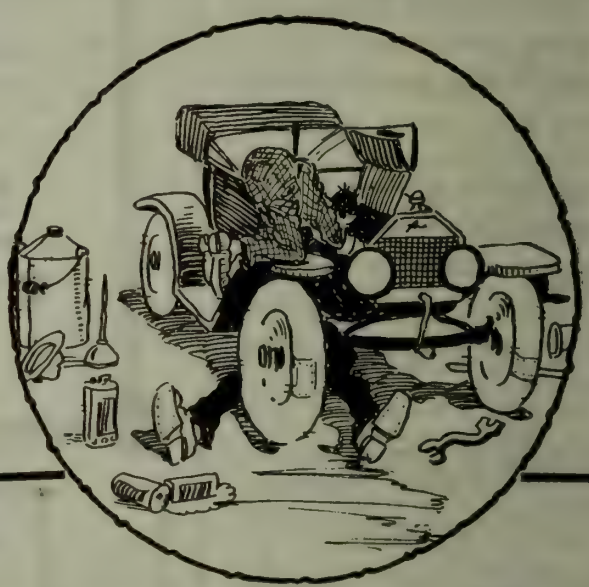
DOOR KNOBS
CHINA and GLASS

With Special Canadian Brass Mountings



Canadian Drawer Knobs

JAMES CARTLAND & SON
LIMITED
BIRMINGHAM
ENGLAND
Canadian Representative:
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You Will Find It PROFITABLE
TO STOCK THE

WILSON LINE
OF AUTOMOTIVE SUPPLIES AND ACCESSORIES

Send for your copy of our Fall and Winter Bulletin. It contains a very complete and seasonable line, including practically everything worth while on the market.

WILSON AUTO SPECIALTIES CO.
HAMILTON, CANADA

If interested tear out this page and place with letters to be answered.

Becoming a Bigger Man

WHAT is the difference between some men you know and others known to you? Why are some men earning $3,000 a year and some $30,000? You can't put it down to heredity or better early opportunities, or even better education. What, then, is the explanation of the stagnation of some men and the elevation and progress of others?

We are reminded of a story. A railroad man, born in Canada, was revisiting his home town on the St. Lawrence River. He wandered up to a group of old-timers who sat in the sun basking in blissful idleness. "Charlie," said one of the old men, "they tell me you are getting $20,000 a year," "Something like that," said Charlie. "Well, all I've got to say, Charlie, is that you're not worth it."

A salary of $20,000 a year to these do-nothing men was incredible. Not one of the group had ever made as much as $2,000 a year, and each man in the company felt that he was a mighty good man.

Charlie had left the old home town when he was a lad. He had got into the mill of bigger things. He developed to be a good man, a better man, the best man for certain work. His specialized education, joined to his own energy and labor sent him up, up, up. To put it in another way: Charlie had always more to sell, and the world wanted his merchandise—brain, skill and ability. Having more to sell all the time, he got more pay all the time.

Charlie could have stayed in the old home town; could have stagnated like others; could have been content with common wages. In short, Charlie could have stayed with the common crowd at the foot of the ladder. But Charlie improved himself and pushed himself, and this type of man the Goddess of Fortune likes to take by the hand and lead onward and upward. Almost any man can climb higher if he really wants to try. None but himself will hold him back. As a matter of fact, the world applauds and helps those who try to climb the ladder that reaches towards the stars.

The bank manager in an obscure branch in a village can get out of that bank surely and swiftly, if he makes it clear to his superiors that he is ready for larger service and a larger sphere. The humble retailer can burst the walls of his small store, just as Timothy Eaton did, if he gets the right idea and follows it. It is not a matter of brain or education so much as of purpose joined to energy and labor. The salesman or manager or bookkeeper or secretary can lift himself to a higher plane of service and rewards if he prepares himself diligently for larger work and pay. The small manufacturer, the company director, the broker—all can become enlarged in the nature of their enterprise and in the amount of their income—by resolutely setting themselves about the task of growing to be bigger-minded men.

Specialized information is the great idea. This is what the world pays handsomely for. And to acquire specialized information is really a simple matter, calling for the purposeful and faithful use of time. This chiefly.

One does not have to stop his ordinary work, or go to a university, or to any school. One can acquire the specialized information in the margin of time which is his own—in the after-hours of business. Which means: If a man will read the right kind of books or publications, and make himself a serious student at home, in his hours—the evening hours or the early morning hours—he can climb to heights of position and pay that will dazzle the inert comrades of his youth or day's work.

IF business—BUSINESS—is your chosen field of work, we counsel you to read each week THE FINANCIAL POST. It will stimulate you mentally. It will challenge you to further studious effort. It will give you glimpses into the world of endeavor occupied by the captains of industry and finance. With the guidance of the POST, and with its wealth of specialized information, you, a purposeful man, aiming to go higher in life and pay, will find yourself becoming enlarged in knowledge and ambition, and will be acquiring the bases and facts of knowledge which become the rungs of the ladder you climb by.

It is the first step which costs. But this cost is trivial—a single dollar. We offer you the POST for four months for a dollar. Surely it is worth a dollar to discover how right we are in our argument. If yoou have the will to go higher in position and pay, sign the coupon below.

THE MACLEAN PUBLISHING COMPANY, LIMITED,
.—143-153 University Avenue, Toronto.

Send me / us THE FINANCIAL POST for four months for one dollar.

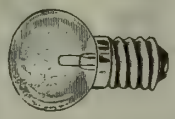
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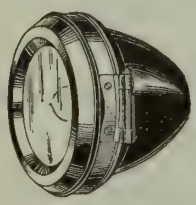
H.M. .....


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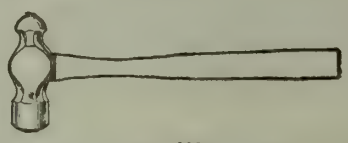


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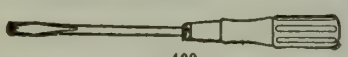
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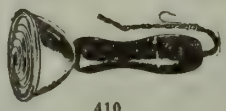

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THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 20c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE and METAL

Electro Department

143-153 University Avenue

TORONTO

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

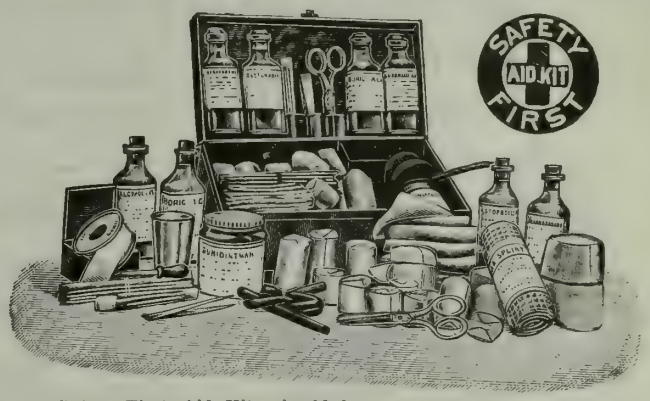
Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

Pyrene FIRST AID KIT

Pyrene Safety First Aid Kits Display Them—*Sell Them!*



Pyrene Safety First Aid Kits should be part of the equipment of every factory. They should be on each floor, in each department ready for any emergency.
Pyrene Safety First Aid Kits reduce your customers' Compensation Insurance premium and thus cost little or nothing to install.
Include this indispensable kit in your sales of Pyrene Fire Appliances.
Your nearest jobber will supply you or write direct to us for literature.

Pyrene Mfg. Co., of Canada, Limited
3 St. Nicholas Street
MONTREAL

Pyrene FIRST AID KIT

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

WANTED

Fall Orders for Hardware such as follows:

Snow Shovels,
Lanterns and Globes,
Weather Strip,
Axes, Mitts and Gloves

A good stock on hand, and orders promptly shipped.

Thos. Birkett & Son Co. Ltd.
Wholesale Hardware Merchants
Ottawa Ontario

If interested tear out this page and place with letters to be answered.

The Business Papers Got The Volunteers

EDWARD N. HURLEY, the clear-headed, resourceful Chairman of the United States Shipping Board —the man who induced Chas. Schwab to take the general management — puts a big rating on the national importance of the business paper. In the recent campaign for shipyard volunteers the business papers aided greatly in getting the required number of men.

Mr. Hurley, writing the Secretary of the Associated Business Papers, which includes a large number of the most progressive in North America, says:

"I WANT to tell you and those connected with the division of advertising that the services rendered the United States Shipping Board and the Emergency Fleet Corporation by the Business Papers in our recent campaign for shipyard volunteers, deserves our highest commendation.

"The editorials which these papers published and the advertisements bearing coupons and postcards to be filled in by those desiring to enrol in the shipyard volunteers, materially helped us in securing our full quota of volunteers.

"I recognize the great force of the Technical and Trade Press of the country, and particularly in these critical times, both with relation to business as well as to the war.

"Please accept this as a testimonial of my appreciation of your very valuable services and the assistance given us by the Associated Business Papers."

It is only since the beginning of the war that many have come to recognize the value and power of the Business Paper. Manufacturers who have subscribed for and used the Business Press in their own campaigns have long known its power in developing not only the business of its readers but the resources of the country. The Business Paper to-day stands high in the estimation of those executive heads connected with war endeavors, because they realize it is a mighty force in stabilizing business and in giving technical knowledge which cannot be secured in any other way.

Following MacLean Trade and Technical Papers and Magazines stand at the top for Service to readers:

Canadian Grocer	Marine Engineering	Sanitary Engineer
Hardware and Metal	Dry Goods	Financial Post
Canadian Machinery	Men's Wear Review	MacLean's Magazine
Power House	Bookseller and Stationer	Farmers' Magazine
Canadian Foundryman		Printer and Publisher

Send for copy of any in which you interested.

The MacLean Publishing Company, Limited

1207 Union Trust Bldg. Winnipeg — 143-153 University Ave. TORONTO — Southam Bldg., Bleury St. Montreal

London Bar Iron

Has a reputation in the Canadian market, thoroughly established for the last eighteen years.

Compares in quality with the best imported brands, but is considerably lower in price.

Copy of tests made by Strength of Materials Laboratory (University of Toronto) March 27th, 1918, prove our claims as to quality.

	9-16 Sq.	⅞ Rd.	1 Sq.	1½x⅜
Elastic Limit, per sq. in..	39.000	33.300	33.000	35.300
Ultimate Strength	54.600	54.300	52.000	50.000
Elongation in 8 in.	25%	27%	29%	26%
Reduction	47%	49%	50%	50%

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

All wholesale hardware dealers carry **London Bar Iron**

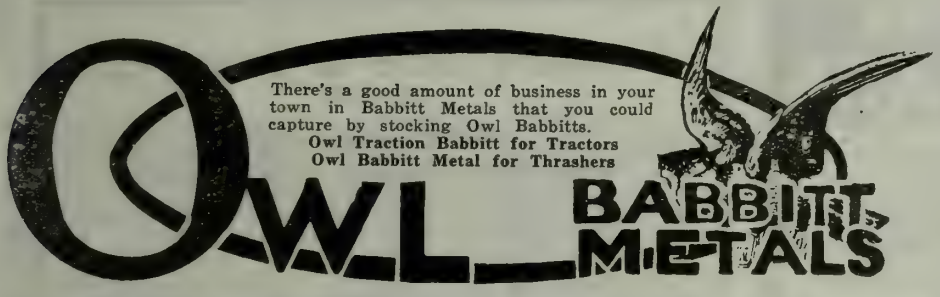
Drop us a line for full particulars and prices

Manufactured in Canada by

London Rolling Mills Co.

LIMITED

LONDON, CANADA





Electros?

YES, we have over 300 DIFFERENT ELECTROS

WRITE FOR CATALOGUE

HARDWARE and METAL

143-153 UNIVERSITY AVE. ∴ ∴ TORONTO, CAN

"Delta" Files



—we'll help you sell them

TRADE MARK
DELTA

If the "Delta" Dealer never said a word about these good files but just kept handing them across his counter day by day he would gradually build up an enviable reputation for the quality of files he sells. But we believe in hurrying up that good reputation by telling our agents' customers facts about "Delta"—facts which interest file users and induce them to buy "Delta."

If you want to take on the "Delta" File Agency in your district we will help you make it the most profitable line in your stock. We'll help you interest all the big users of files and show you how to close them up.

This is a genuine plan we want you to try, so write and get full particulars.

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto: Starke, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax; Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS.

If interested tear out this page and place with letters to be answered.

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

WHY have our sales increased 200% over last year?

BECAUSE our prices, quality equal, are 10% lower than others

OUR GRADES

Colored---1B, 1A, 7, 1, 5

White---Jap, XC, X, XX, XXX

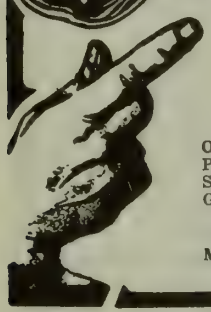
ACME WASTE MFG. CO.
LIMITED
482 WELLINGTON ST. W., TORONTO
5 Queen Street, Montreal 1206 McArthur Bldg., Winnipeg

BOLTS

Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers,** assures quickly filled orders and prompt shipment. **Our quality and price please everybody.**

LONDON BOLT & HINGE WORKS
LONDON, CANADA

GERMANTOWN LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.
Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

Standard Tube & Fence Co.
LIMITED

Manufacturers of

Woven Wire Fencing for Farm and Ornamental purposes, Farm and Ornamental Gates, Steel Tube Fence Posts, and a full line of fencing materials,

also

Butted and Welded, sizes 3/8" to 2", 14 to 20 gauge.

WOODSTOCK ONTARIO

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

Place Your Order To-Day

We represented the best American houses in each different lines.

L. & I. J. White Co. Buffalo, N.Y.	For Butchers' Tools, Carpenters' Tools, Coopers' Tools
Burgess-Norton Mfg. Co. Geneva, Ill.	Hatchets, etc.
American Grinders Co. Milwaukee, Wis.	Grinders, etc.

Hardware Agencies
Southam Building, MONTREAL

If interested tear out this page and place with letters to be answered.

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.

CHESTER, CONN., U.S.A.



The Xmas Rush Proves the Necessity of Gipe-Hazard Service In Your Store!

TIME and Labor saved is money earned. Absence of clerks from their posts when customers are waiting diverts many customers to other stores where service is better.

Gipe-Hazard service not only enables you to cut your staff of clerks, but enables every clerk to be always at his post. Watch your present system during Xmas rush. You will be convinced.

(To be continued in next number)

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach St., Toronto, Can.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our
CUTLERY

By seeing that thi exact mark is on each blade

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

JOHNSTON BROKERAGE COMPANY
WINDOW GLASS

Selling numerous Standard Brands.
Carloads and Contracts Only.
Also 29 oz., 32 oz., 34 oz. and 39 oz.

EXCELLENT SERVICE LARGE CAPACITY
GOOD PACKAGES AND QUALITY

FIRST NATIONAL BANK BUILDING
Pittsburgh, Pa.
Canadian Agents: Joseph Taylor & Son, 53 Yonge St., Toronto, Ont.

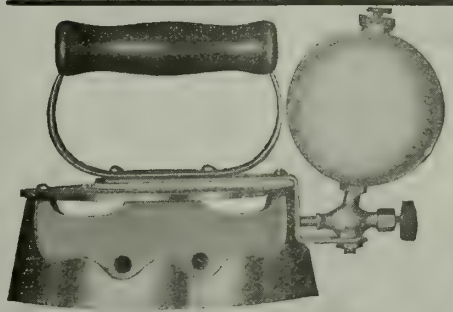
GLUE
IN PACKAGES

Put up in the way that best appeals to the people—that's "Brantford" **GLUE**

It's an all 'round glue and makes good profits for dealers.
In ¼, ½ and 1 lb. packages at your jobbers.

CANADA GLUE CO., Limited, Brantford, Ont.

Big Spring and Summer Seller



Every housekeeper — city or country—a likely purchaser of the

"Comfort" Iron

Makes its own gas, two-pointed, self-heating, self-cleaning. Operates easily at low cost. Looks good and makes good, guaranteed. Sells fast.

Ask your jobber for particulars or write direct.

Dept. 16.

National Stamping and Electric Works
410-424 S. Clinton St. - - Chicago, Ill.



HORSE BLANKETS are scarce but—after filling orders we have some for sale in almost every weight and width. ***Write for prices.*** Our travellers are out with samples for next year.—Place your orders early.

J. J. TURNER & SONS, LIMITED, Peterborough, Ont., Can.

When Writing to Advertisers Kindly Mention this Paper.

VOLPEEK
MENDS HOLES in POTS & PANS

Get a Share of the Vol-Peek Demand

Vol-Peek is a splendid little specialty that enables every housewife to mend leaky pots, pans, etc., quickly and easily and without the aid of any tools. At a cost of about ½ cent a mend!

Show Vol-Peek on your sales counter. There's a good profit on every sale and Vol-Peek always satisfies.

At your wholesaler or from us direct.

H. NAGLE & CO.
Box 2024 - - Montreal

fifteen cents

STEP LADDERS
Two Styles. All Lengths

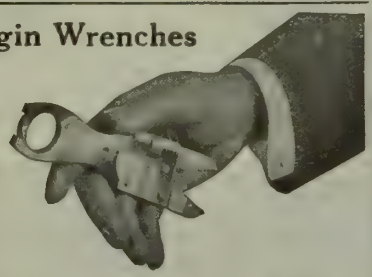
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Tub Stands Ironing Boards
Clothes Bars
Quilting Frames, etc.

Hand Corn Planters
Drive Well Points
Post Hole Diggers, etc.

Ask for Catalogue

Otterville Manufacturing Co.
OTTERVILLE

Elgin Wrenches



Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

YOUR Advertisement in this paper will get you results. TRY IT.



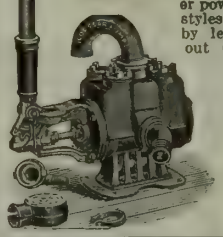
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Distributors for Eastern Canada:
Supplies, Limited, Kentville, N.S.
Distributors for Middle West:
Moncrieff & Endress, Ltd., Winnipeg, Man.

The Pump on the Threshing Tank should be a

MYERS

for in Myers Tank Pump is found pumping service of exceptional merit inasmuch as Myers Cog Gear Double Acting Low Down Tank Pumps operate 33 1/3 % easier, have larger capacity and last much longer than the ordinary every day tank pump.

Myers Tank Pumps are built for hand or power operation, in several styles, and are distributed by leading jobbers throughout Canada.



It's an easy matter for you to get them quickly, just as it is for you to sell them. Circulars and name of Jobber gladly supplied.

F. E. Myers & Bro.
Ashland, Ohio



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

"WELLINGTON"

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.
AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid Street, Winnipeg.

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

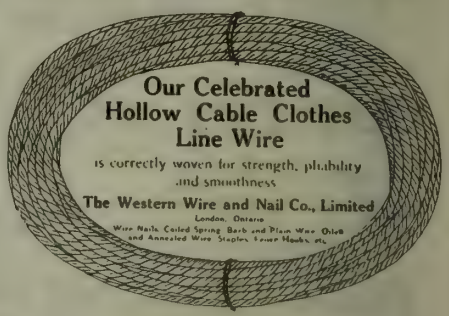
MILBRADT LADDERS



will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write to J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Marshall - Wells Co., Ltd., Winnipeg, or direct for catalog giving prices of a large number of styles we manufacture, suitable for all kinds of shelving.

John Calander Mfg. Co.
155 E. 13th Street,
St. Paul, Minn. U.S.A.



CUTLERS' COMPANY

SHEFFIELD ADVISORY COMMITTEE

A few years ago, the Sheffield Cutlers' Company, being aware of the great damage done to the City and Trade of Sheffield by the improper use by unscrupulous Manufacturers and Merchants in all parts of the World of the name *"Sheffield"* upon goods not manufactured there, established a Fund, with the assistance of the City generally, amounting to about £10,000, to enable action to be taken to suppress such frauds.

The Sheffield Advisory Committee, which administers this Fund, has already taken action through the Courts, and in other ways in various parts of the World, against Manufacturers and Merchants who have unscrupulously taken advantage of the reputation of Sheffield by using the name of Sheffield upon their goods.

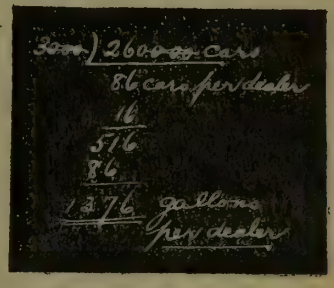
The Cutlers' Company desire to bring the existence of this Fund before the notice of Manufacturers and Merchants all over the World, and to say that they will commence proceedings, without hesitation, against anyone who illegally uses the name of Sheffield upon goods which are not manufactured in that City, upon proof being furnished to them of the perpetration of such fraud.

The Cutlers' Company will be grateful if anyone in doubt as to the honest origin of goods supposed to be of Sheffield manufacture, will at once communicate any information in their possession to the Law Clerk at the Cutlers' Hall, Sheffield, England, so that the matter can be fully investigated.

(By Order)
R. T. WILSON, Law Clerk

GET YOUR FULL SHARE OF BUSINESS

DID you ever figure out your share of the sales of lubricating oils and greases? Study these facts; they are from reliable sources.



There are more than 260,000 automobiles and motor trucks in Canada to-day, and they need upwards of 4,160,000 gallons of lubricants per year. This big market is open to you. There are approximately 3,000 hardware dealers. You should supply 86 cars and trucks, consuming over 1,375 gallons per year at least. Are you getting your share?

Then what about the tractor trade? There are more than 15,000 tractors being used in Canada. Every tractor needs annually at least 1½ barrels (63 gallons) of lubricating oils and greases. How much of this highly-profitable trade do you get?

Polarine
FRICTION REDUCING MOTOR OIL

Most car, truck and tractor owners use Polarine. Many insist on it because of its high, uniform quality. It gives every satisfaction in winter and summer alike. The markedly rapid increase in its sales is a sure sign of popularity.

Handle Polarine right and you are certain of big profits and quick returns. Seize the present opportunity to prepare for next year's business. The minimum profit is 33 1/3%; quantity orders being extra discounts. Stock the full line. Give every customer the right grade and he will return for more and for other goods, too.



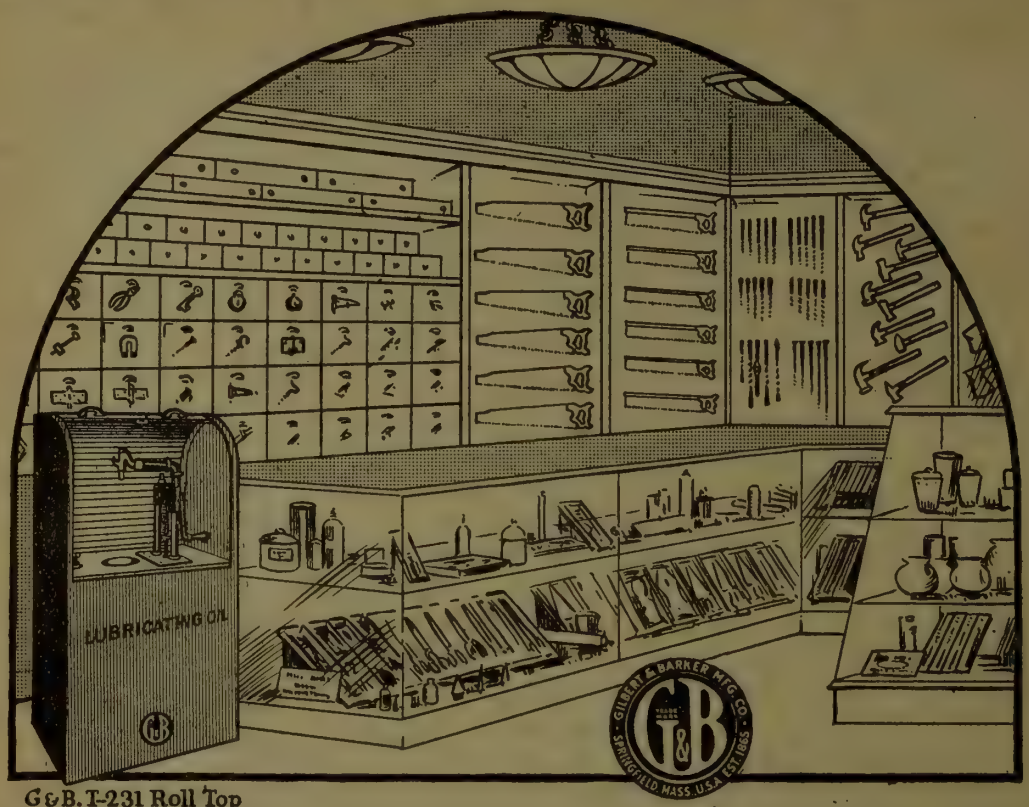
Polarine is widely advertised. Regular advertising campaigns are run in all the most popular newspapers and magazines of Canada. Watch this advertising and plan your own publicity in line with it.

Polarine comes in two grades, Polarine and Polarine Heavy. There are also Polarine Oils and Greases for effective transmission lubrication. Put up in attractive, lithographed, sealed cans — half-gallon, gallon and four-gallon. Larger quantities in 12½-gallon steel kegs, half-barrels and barrels.

Write for Polarine Booklet on Automobile Lubrication. Address us at 56 Church Street, Toronto, and get our dealer proposition.

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES
Marketers of *Gargoyle Mobiloils* in Canada
BRANCHES IN ALL CITIES



G&B. T-231 Roll Top
Cabinet-height 55in.

Keep Profits In---Shut Waste Out In Your Motor Oil Trade

Your motor oil profits can't drip away when you have a Gilbert and Barker T-231 Roll-Top Cabinet to handle the oil.

Leak-proof, dust-proof, dirt and fire-proof, it pays for itself by eliminating waste. And it's a time-saver, too; enables you to serve the trade with absolutely clean oil quickly as well as conveniently. This measuring pump gives a quart or less, as desired. The outfit is made in one and two-barrel sizes.

Dealers who need larger-capacity equipment will find a battery of G. & B. tanks suitable. Made in a variety of sizes and styles for oils, paints, varnishes, etc.

Gilbert & Barker Gasoline Pumps and Storage Systems give economical, safe and convenient handling of gasoline.

Write for catalogue or call at any branch of Imperial Oil Limited.

IMPERIAL OIL LIMITED

Canadian Distributors of Gilbert & Barker Gasoline and Lubricating Storage Outfits

BRANCHES IN ALL CITIES

Why You Should Be A Michelin Dealer

No. 35

You Can Build A Business Which You Can Leave When Necessary

Many a tire dealer is so tied down to his work that he never has a chance to leave his business and enjoy the vacations his friends manage to make life yield them ; nor can he honestly look forward to some day transferring the burdens of his business to other shoulders and taking things easy.

Things of this sort are not ordinarily discussed in considering the merits of a dealer-proposition, but they are oftentimes as vital as matters of dollars and cents.

Now, in order to leave a business to itself without loss, you must have it running smoothly—and unless the tire he handles is right, the tire dealer can never have a smooth running business.



Here is another advantage, Mr. Dealer, in taking up Michelin's Proposition.

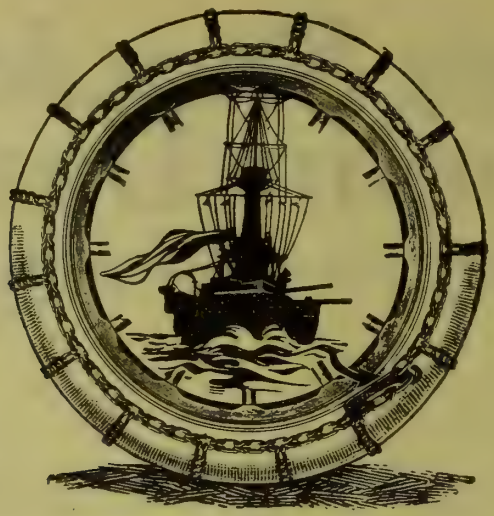
The quality of Michelin Tires, the liberal treatment and the prompt personal attention accorded every dealer by Michelin Headquarters, make for a business that runs smoothly and profitably—without the necessity of forever pacifying customers or straightening out some tangle.

For an all-around better proposition write today to

Michelin Tire Co.
of Canada, Limited
782 St. Catherine St. W.
MONTREAL



MICHELIN



Northern Electric
"DREADNAUGHT" TIRE CHAINS



Electric Welded

A season of showers and slippery roads; the time for **pushing** Tire Chains is NOW. What effort are **YOU** making to "land" this profitable business?

Northern Electric "DREADNAUGHT" Tire Chains, although not the most expensive, are made to a quality standard that cannot be excelled. The Electric Welded Cross Sections are inspected, tested, and carefully bone-hardened, assuring dependable service. The Rim Chain is rust-proof and the Cross Chains are copper-plated.

They are fully guaranteed as to quality, material and workmanship.

There is a NORTHERN ELECTRIC "DREADNAUGHT" TIRE CHAIN for every car and truck; any style or size.

For Light Cars, IMPERIAL GRIP CHAINS, although costing less than "DREADNAUGHT," are very satisfactory and of good value.

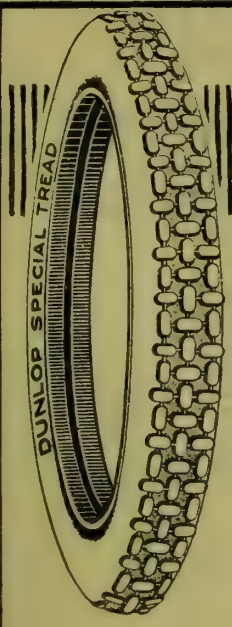
WHY NOT INVESTIGATE TO-DAY?

Write our Nearest House.



Northern Electric Company
LIMITED

Montreal	**Toronto**	**Regina**
Halifax	**London**	**Calgary**
Ottawa	**Winnipeg**	**Vancouver**



DUNLOP TIRES

SEAL OF QUALITY

AUTOMOBILE



"Traction"—The Tire Beautiful—

WE hear so much about the "lines" of an automobile that we are apt to forget the "lines of a tire."

* * *

Surely if beauty is an essential in automobile construction it is likewise an essential in tire construction.

* * *

Examine "Traction" for beauty—no unnecessary lines, no distorted "treadlets," no ugly, unsymmetrical gouges—just one powerful, resilient, beautiful balance. And all this is extra — extra over and above the greatest road mastery ever obtained in a rubber tire.

* * *

We also make Dunlop "Special" and Dunlop "Plain" — two tires that are in great favor with motorist in general.

* * *

DUNLOP SEAMLESS TUBES and DUNLOP ACCESSORIES likewise make lasting friends wherever used.

Dunlop Tire & Rubber Goods Co., Limited

Head Office and Factories: TORONTO

Branches: Victoria, Vancouver, Edmonton, Calgary, Saskatoon, Regina, Winnipeg, London, Hamilton, Toronto, Ottawa, Montreal, St. John, Halifax.

Makers of High-Grade Tires for Automobiles, Motor Trucks, Bicycles, Motorcycles and Carriages; and High-Grade Rubber Belting, Packing, Fire Hose and General Hose, Dredge Sleeves, Military Equipment, Mats, Tiling, Heels and Soles, Cements, Horse Shoe Pads, Mechanical Rubber Products of All Descriptions, Agricultural, Plumbers' and Railroad Supplies, and General Rubber Specialties.

If interested tear out this page and place with letters to be answered.

TAPLEX FOOT WARMER



The Only Foot Warmer That "Lights With A Match"

It is not necessary to heat up bricks or flax seed any more—in the cold weather. A **Taplex Foot Warmer** is put in the car. There is no smoke, no flame, nothing but a glow of generous heat that will make a car warm and comfortable from 6 to 8 hours without attention. We stock four sizes of

TAPLEX WARMERS

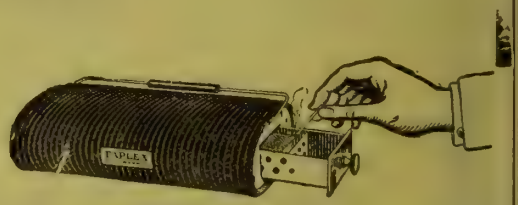
Two styles of "Handy Warmers" for slipping in the pocket, the "Body Warmer" for fitting against the body, and the Foot Warmer, illustrated below.

All Taplex Warmers are guaranteed to be satisfactory or money is refunded. Special Taplex Fuel is provided for each model—safe, inexpensive, efficient.

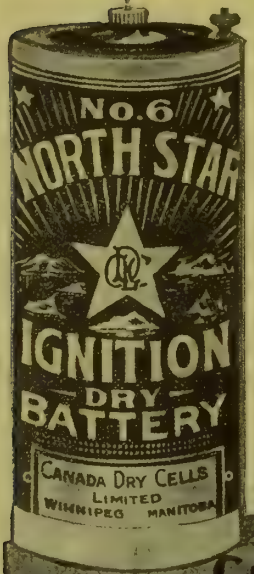
Great West Electric Co., Ltd.

WINNIPEG

Distributors Laco Tungsten and Nitro Lamps







Quality Batteries at Reasonable Prices and Good Profits

The superior construction and quality of North Star Batteries will steadily pull sales and increase business for *you* by the repeat order route.

All good jobbers sell them.

CANADA DRY CELLS, LIMITED. WINNIPEG, CANADA

Premier · Denby · Kissel Kar · Every Inch a Car · Hudson Super Six · Pilot · The Autocar · Russel · Lippard Stewart · Moon · White · Haynes · America's First Car · Gramm Bernstein · Cole 8 · Stephens · Bethlehem Motor Trucks · Sheldon · Marmon · Lexington · Republic · King "8" · Columbia Axle · Torbensen Axle · Apperson · Auburn · Empire · Trundaar Tractor · Pierce-Arrow · National

The choice of 51 leading engineers

When you recommend Thermoid Brake Lining to your customers your recommendation is baked by the endorsement of 51 of the leading automobile engineers of the country. They have selected Thermoid for their cars only after the most exacting tests.

Where Thermoid is used

Notice the varied types of cars in which Thermoid is used. High-priced heavy cars where service—not cost—is the prime consideration. Lower-priced popular cars whose makers are willing to pay a little extra for brake lining that gives the maximum safety. It is also used on the leading axles. The engineers designing these axles are particularly well qualified to weigh the merits of brake lining.

Why Thermoid was selected

There are three reasons why Thermoid has been selected by this critical body of competent judges:

1.—Over 40% more material and 60% more labor are used in Thermoid than in any woven brake lining. This gives longer wear.

2.—Thermoid Brake Lining is Grapnalized, an exclusive process which resists moisture, oil and gasoline.

3.—Thermoid is hydraulic compressed. It wears down slowly and can be used until it is cardboard thin.

Thermoid is recommended by these engineers for use on new cars because it gives dependable service and helps to build good will for their products. It should be recommended by you for relining jobs because it will help to build good will for you. Write to-day for information.

Every foot of Thermoid is protected by ***Our Guarantee: Thermoid will make good—or WE WILL.***

Thermoid Brake Inspection Chart

At speed of	A car should stop in
10 miles per hr.	9.2 ft.
15 " " "	20.8 "
20 " " "	37 "
25 " " "	58 "
30 " " "	83.3 "
35 " " "	104 "
40 " " "	148 "
50 " " "	231 "

Will your car do this?

Thermoid Rubber Company

Factory and Main Offices: Trenton, N.J.
Factory Branches:
New York Chicago San Francisco Detroit
Los Angeles Philadelphia Pittsburgh Boston
London Paris Turin
Canadian Distributor:
The Canadian Fairbanks-Morse Company Limited, Montreal
Branches in all principal Canadian Cities

Thermoid GRAPNALIZED WONT GRAB OR SLIP · Thermoid HYDRAULIC COMPRESSED 100% BRAKE LINING · Thermoid GRAPNALIZED WONT GRAB OR SLIP

Makers of "Thermoid Crolide Compound Casings" and "Thermoid-Hardy Universal Joints"

THE SPHINX MFG. COMPANY

BIRMINGHAM, ENGLAND

Canadian Representative:
W. T. EVANS
1684 St. Urbain St., Montreal



ANNOUNCING THE

H & R Self-Loading (Automatic) Pistol

Caliber .32 (7.65 M/M)



A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

LEADING HARDWARE AND SPORTING GOODS JOBBERS CAN SUPPLY.

HARRINGTON & RICHARDSON ARMS COMPANY

715 PARK AVENUE, WORCESTER, MASS., U.S.A.

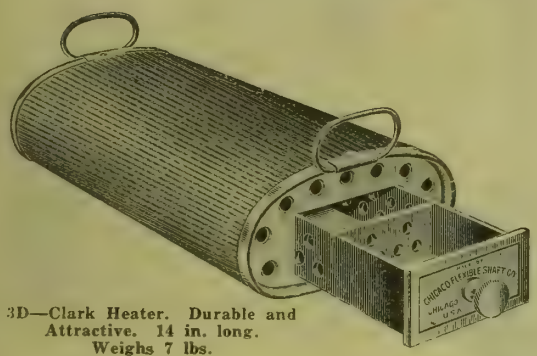
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Useful and Practical Christmas Gift

CLARK FOOT WARMERS

For Automobiles, Sleighs and Vehicles of all Kinds

Attractive Models Retail at $3.50 and $4.00



3D—Clark Heater. Durable and Attractive. 14 in. long. Weighs 7 lbs.

Some Special Uses

In offices where the floors are cold or drafty.

By Shipping Clerks.

In the home. Appreciated by old folks and invalids.

In sanitariums and hospitals. Convalescents find Clark Heaters a great comfort when sitting out of doors.

In hotel and school 'busses.

In florists' wagons.

It costs less than one cent per hour to operate a Clark Heater and get a dollar's worth of real comfort.

Sell the old reliable line—

Clark Heaters

and

Clark Carbon Fuel

Used for over 25 years and noted for efficiency and reasonable price.

Over 90 per cent. of all heaters and heater fuel sold in the past 25 years have been **Clark**, and the demand now is greater than ever.

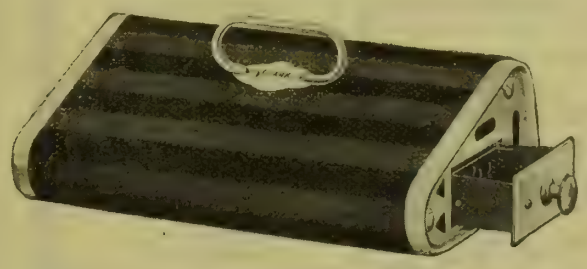
Don't sell untried heaters that are slow to heat up and do not get hot enough to be a real comfort.

A **Clark Heater** makes a practical and attractive Christmas gift.

Now is the time to show the line.

Your jobber can supply you.

Catalogue mailed on request.



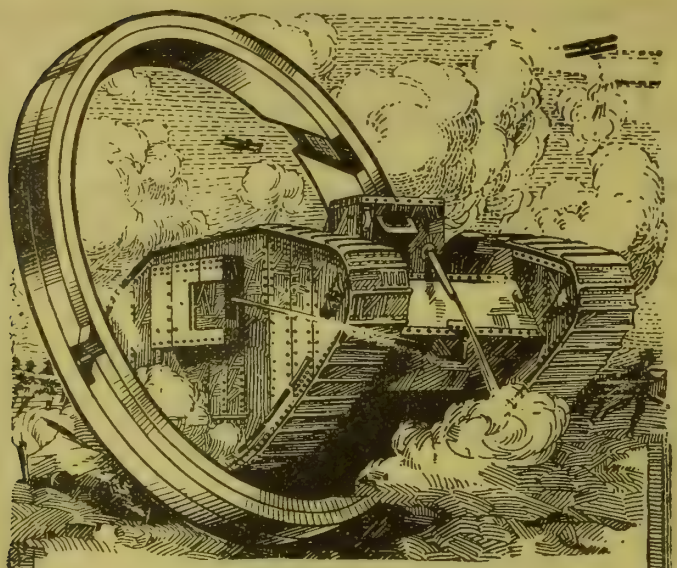
7D—Clark Heater. Slanting top. Has side and end heat regulators. Covered with high-grade material. Metal parts nickel-plated and polished. A very attractive heater and a big seller. 14 in. long. Weighs 9 lbs.

Chicago Flexible Shaft Company

Twelfth St. and Central Ave.

Chicago, U.S.A.

If interested tear out this page and place with letters to be answered.



Ever-Tyte

PISTON RINGS

SAVE GAS AND OIL, AND STOP 90% OF MOTOR TROUBLES

Power saving is imperative. Duty and sound sense both demand "Stop that waste in leaky cylinders".

Show your customers the 15% to 25% saving effected by fitting Ever-Tyte Piston Rings. They are gas-tight, oil-tight, elastic.

Conform precisely to out-of-round cylinders; insure perfect compression and effective suction; prevent power loss, carbon deposits and smoky exhaust.

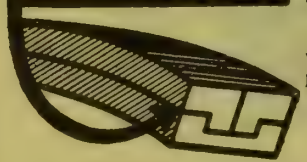
Ever-Tyte Piston Rings satisfy your customers and pay you a good profit.

MANUFACTURED BY

The EVER TIGHT PISTON RING Co.

SAINT LOUIS, MISSOURI

The right-angle interlock is your safeguard



F. G. Maxwell & Co.

Canadian Agents

WINNIPEG, MANITOBA

FOR SALE BY

MICHAEL ERT, Ltd.

TRAVELLERS BUILDING

Winnipeg, - Manitoba

MILLER-MORSE

Hardware Co., Ltd.

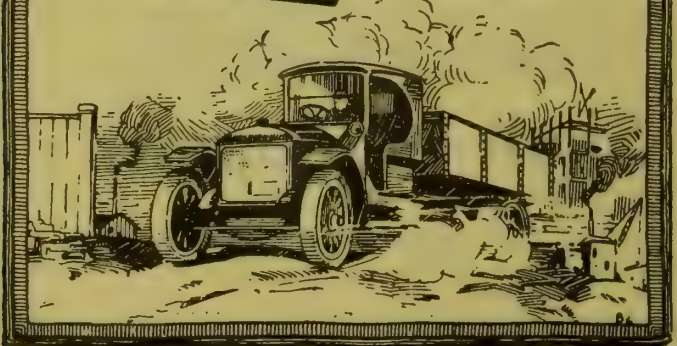
Winnipeg, - Manitoba

MERRICK-ANDERSON CO., Ltd.

Winnipeg, Manitoba

REVILLON WHOLESALE, Ltd.

Edmonton, Alberta





Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins



"Oil Cup"



"Ratchet"





"Dirt"





"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.

WINDSOR, ONT.

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

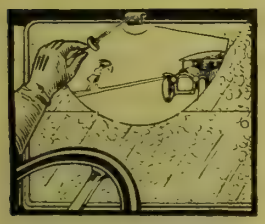
CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

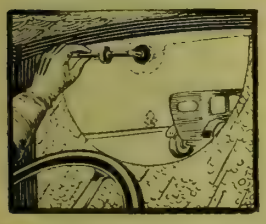
FORD CITY, ONTARIO



"That's It, I Want the OutlooK"



Outlook Regular—Attaches to windshield frame.



Outlook Special—Attaches through the glass.

TWO TYPES

$2.15

"We're going to have bad weather, and I'm not taking any chances on running into somebody. I want a clear windshield whether it rains, snows or is just misty. I want this *OutlooK* because it's got the goods in it."

That's the way automobile owners believe in the *OutlooK* Windshield Cleaner. And why shouldn't they, with its incomparable length of life, ease of operation and convenience? The *OutlooK* actually sells itself—it's that good. Severe weather is at hand, so right now is the time to stock up to meet *OutlooK* demand.

The *OutlooK* Fits Every Make of Car

There's an *OutlooK* Windshield Cleaner for every make of car. One style—*OutlooK* Regular—attaches to the windshield frame in two minutes. The other style—*OutlooK* Special—attaches through the glass. It's made expressly for closed cars and fits open cars as well.

Here's Why the *OutlooK* Sells Itself

The *OutlooK* Windshield Cleaner is absolutely guaranteed. It has (1st) a spring steel tension bar assuring uniform rigidity; (2nd) an adjustable exclusive rubber roller which insures ease of operation; (3rd) an adjustable wiper made of high-grade rubber so firmly held that a clean sweep of the glass is always made; (4th) a close-fitting bracket which won't rattle, and (5th) *OutlooK* Regular can be attached to the windshield in two minutes. *OutlooK* Special requires a slightly longer time.

Stock Up NOW to Meet This Demand

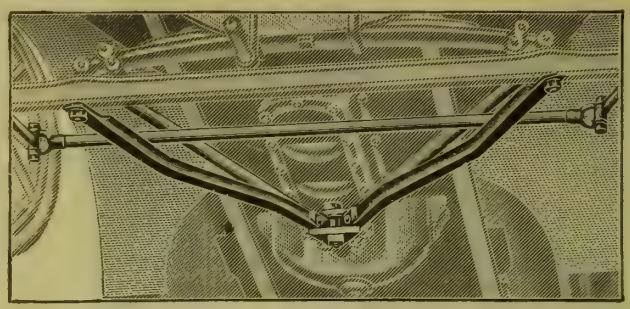
OutlooK Windshield Cleaners are big winter sellers. The demand exists NOW. The *OutlooK* is well known and well advertised. Absolutely guaranteed to give satisfaction to every user. Let your customers try the *OutlooK* for 10 days, and then if they feel they want to get along without it, refund their money. But there won't be any returns—the *OutlooK* always makes good.

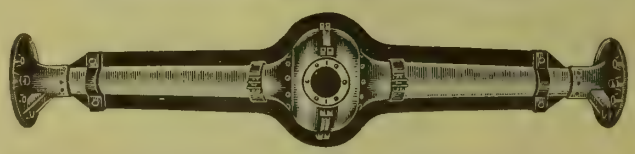
If your jobber cannot supply you, write us direct for full details.

The Outlook Co., 5528 Euclid Ave., Cleveland, O.

OUTLOOK
WINDSHIELD CLEANER
WITH THE RUBBER ROLLER—A TYPE FOR EVERY CAR

If interested tear out this page and place with letters to be answered.





Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

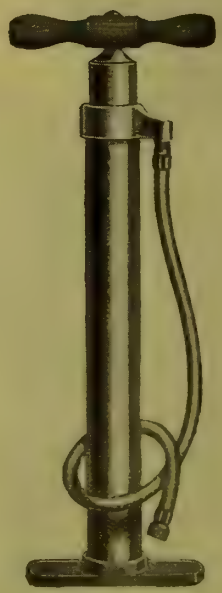
LINE & KIMBALL CO.

Manufacturers of Auto Accessories

Moose Jaw **Saskatchewan**

Tallman Double Action Pump

Easy on Your Back



Saves Your Tires

Tallman Brass & Metal Limited

HAMILTON, ONT.

MADE IN CANADA

BUFFALO OILS

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machines Oil (for general use).

Automobile Oil and Transmission Greases.



These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG



Entirely Different from Others

And Sell Quickly

PERFECTION STEEL ANKLE SUPPORT

Patented in Canada and United States.

The Perfection Ankle Support is the only perfect support on the market.

It does away with all old-time cumbersome devices, and also the fatigue which prevents many from indulging in this healthful pastime.

The "Perfection" is something entirely new that will surely prove a popular seller this winter in your sporting goods department.

Made from the best quality Steel. Order from

OWEN SOUND STEEL PRESS WORKS

OWEN SOUND, ONT.

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

Cold Weather Made Profitable

At this season of the year the dealer should have in stock such articles as make suitable Christmas gifts. There is nothing a car owner appreciates more than something useful for the automobile. A few suggestions are:—

Engine Hood Covers



With Fan Front

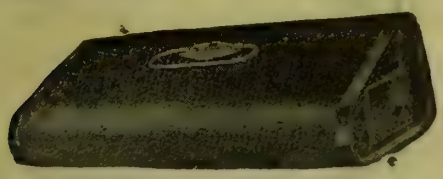
This is without question the best appearing and most serviceable two-piece outfit on the market. The circular front design is very attractive, and at the same time provides a simple method of ventilation.

Made of waterproof material, extra heavy felt lines, padded and quilted. This cover will retain the heat of the motor while standing, and furnish ample ventilation when in motion. Does not interfere with raising the hood.

No.	Price
9006—Ford, 1917-18-19	$12.50
9007—Chevrolet "490," "490A"-"490B"	12.50
9008 Gray Dort	12.50
9009—Dodge	12.50
9010—For other 4 cylinder cars	15.00
9011—For 6, 8 and 12 cylinder cars	18.00

Always specify make, year and model of car when ordering.

High Grade Foot Warmers



For automobiles, wagons, carriages, sleighs, etc. Gives cold weather comfort for less than one cent per hour. It provides a warm foot rest, and when placed underneath lap robe radiates heat which warms the entire body.

No. 9014 Price $3.50

Fleming Windshield Cleaner





The most practical cleaner ever offered the motoring public. Insures safe driving in rain, fog and snowstorms.

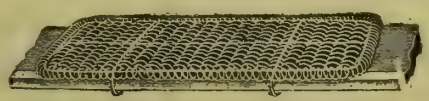
Will not injure the frame or scratch the glass.

Operates on rubber rollers. Fits any windshield.

No. 9031 Price $2.25

The Sanitary Wire Running Board Mat

Adds Class and Distinction to Any Car



Showing Mat Attached to Running Board

No. 9025 ..... $1.75



Price, $5.50 pair.

Utility Junior Heater For Fords



For use in open or closed cars.

No noise, no odor, no escaping gas, no back pressure on motor or loss of power. No operating cost. No cold draughts from outside. Installed in half an hour. Impossible to burn clothes or shoes. Cannot get out of order.

No. 9013—Price $12.50

Champion "Priming" Spark Plugs



Will start any motor on first quarter turn.

Brings gasoline right to the sparking point.

A great winter seller. The ½-inch thread size is especially recommended for Fords.

No. 9200—Price, ½-inch thread $1.50
No. 9201—Price, 7 8-18-in. thread 1.50
No. 9202 Price, Extra Porcelain 0.65

The items shown on this page are only a few among hundreds of "live" articles shown in our Fall and Winter Bulletin. Send for a copy to-day.

HYSLOP BROTHERS, LIMITED

TORONTO :-: ONTARIO

SAMUEL TREES & CO., LIMITED

TORONTO ESTABLISHED 1866 WHITBY

We manufacture the highly advertised Imperial Brand Buggy and Team Harness, the Canadian Standard for Quality



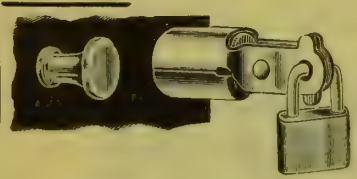
This describes one of our most popular numbers of Imperial Brand Strap Harness.

We solicit enquiries when you are in the market for Harness, Halters, Horse Blankets, Sleigh Bells, Motor Rugs

WESTERN HOUSE:

THE TREES SPRIGGS CO., LIMITED

312 Ross Ave. - WINNIPEG



Sell this Vest Pocket Lock for Chevrolet Cars

Every Chevrolet owner will want this lock. Easy and simple to operate. Inexpensive.



Dealers, write us.

Manufactured by

HOMER & WILSON

1-5 Lancaster Street, HAMILTON

BIG

RESULTS

from small investments. Read Hardware & Metal's Want Ad. Page.

Good Men

DO you need the services of a good retail salesman, traveller, or manager. The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.

BRING the JUNKERS to JUDGMENT!

"IF William Hohenzollern and the German butchers who engineered the war are not brought to trial and the lesson driven home that the world brooks no license in the name of Kultur, then our Canadian soldiers have died in vain. No peace," declares MACLEAN'S MAGAZINE, "will be satisfactory to Canada that leaves them at large."

Read this powerful article in the December issue of MACLEAN'S, in which it is declared that Canada is a unit in demanding stern measures. "There is no mawkish sympathy here, no tendency to grant dangerous favors to a foul-fighting opponent who has taken the count."

It is asserted that Canadians as a whole want:

1. **No softening of armistice terms.**
2. **Canadian representation at the Peace Conference.**
3. **Banishment of all Hohenzollerns from Germany that the seeds of autocracy may be uprooted.**
4. **The punishment of the criminals who started the war and conducted it so ruthlessly.**
5. **The payment of an indemnity to Canada to cover our war bill.**

It is an unsparing, outspoken expression of Canadian opinion—an article that deals hammer-blows at the tendency abroad to shield Germany.

An All-Star Line Up This Month

Other features in this issue are as follows:

Baker's Message to Canada, by ***Private Peat***

Now That the War is Won, by ***Lieut-Col. J. B. Maclean***

The Wife, by ***Robert W. Service***

The Strange Adventure of the Dummy Chucker, by ***Arthur Stringer***

Greetings to Canada, by ***Charles M. Schwab***

The Rank and File (political article), by ***J. K. Munro***

The Three Sapphires, by ***W. A. Fraser***

Chronicles of the Klondyke, by ***E. Ward Smith***

The Minx Goes to the Front, by ***C. N. and A. M. Williamson***

An Unsolved Mystery, by ***Lieut. C. W. Tilbrook***

Buy an *Extra* Copy for Husband, Brother, Friend, and Send Overseas

Over 65,000 Canadian Families Buy

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

DECEMBER ISSUE *Now On Sale At All News Dealers*

20c Per Copy. $2.00 Per Year.

Dealers who have not been handling MACLEAN'S should secure copies at once from their nearest Wholesaler.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

METAL STAMPINGS

Drop a card for prices and particulars.

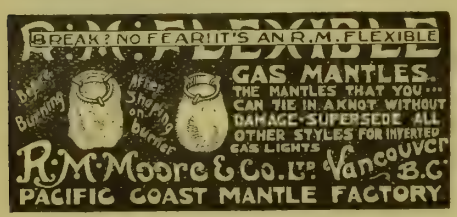
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

ADVERTISE A "MEND-UP" WEEK

Lay in a stock of Allen non-acid sodering fluxes and lots of good 50-50 soder and announce a mend-up week, during which you will call for and deliver anything that needs sodering and fixing. It will pay; and the Allen fluxer will make you work quick and easy. Send for samples and circulars. Bissett & Webb, Ltd., 126 Lombard St., Winnipeg, Man.

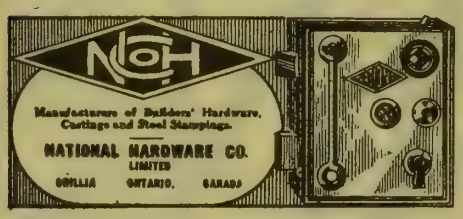
TRADE **SAWYER** MARK
Registered

STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG
A good concern to do business with



The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

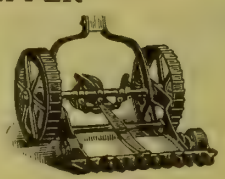
STERLING

Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.



THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO., Dixon, Ill.



NORCROSS
Garden Cultivator-hoe

"Used the World Over"
Send for Catalog
C.S. Norcross & Sons, Bushnell, Ill.



STOVE & ELECTRICAL
MICA
Stove mica in assorted sizes for the trade
A. G. MARTIN
234-236 Besserer St.
OTTAWA, ONT.



STOVE MICA

All sizes of Clear Mica in stock for immediate shipment.
Price List on Application
Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

TENTS, AWNINGS
FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

Send Postcard for Catalogue

GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA

GLUE

For all purposes, none better made, all qualities. Send for list prices and samples.

DOMINION GLUE & EMERY CO.,
268 Centre St., Montreal.



Getting Results

A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

Wanted

HELP WANTED

HARDWARE CLERK—A SPLENDID OPPORtunity for a live man. Apply stating age, experience, salary and references. The Nelson Hdwe. Co., Windsor, Ont.

FOR SALE

SHOW CARD WRITER'S OUTFIT, CONSISTing of Paasche air brush E2, air tank, hose, seven bottles color, stencils and brushes, $25.00. Apply Box 643, Hardware and Metal.

FOR SALE—TAYLOR SAFE, GOOD CONDItion. 3 wheel, height 41, width 34, depth 29, for $100.00. Because we have vault now. Market price $250.00. Carter Bros., Picton, Ont.

FOR SALE—GOOD HARDWARE, IN GOOD farming district, in Western Ontario. Stock about $3,500; fixtures about $250. Store can be bought or rented, or stock can be removed. 450 gallon gasoline tank in connection; also a good motor truck. Stock is all in good shape and goods that are moving every day. Box 641, Hardware and Metal.

POSITIONS WANTED

YOUNG, EXPERIENCED HARDWARE MAN desires position as travelling salesman for manufacturer or wholesale house. Previous road experience and good Western Canada connection. Apply Box 130, Hardware and Metal.

RETAIL HARDWARE CLERK, TEN YEARS' Western experience, wants position, manager or travelling salesman. First-class salesman, stock-keeper and buyer. Can furnish first-class references as to ability, etc. Disengaged Jan. 1st. State salary paid. Box 136, Hardware and Metal.

SITUATIONS WANTED

A1 SALESMAN DESIRES POSITION AS traveller to call on retail trade. British Columbia territory preferred. Box 120, Hardware and Metal.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

STOVE REPAIRS FOR GARLANDS, PEN Esthers, Acmes, Sunlights, Silver Kings, Souvenirs, Welcomes, Crown Hurons, Peninsulars, Jewels, Pandoras, Favorites, Imperial Oxfords, and all kinds of Ranges and Heaters. Write for list and prices. Grundy Bros., Strathroy.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314 Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

Hockey Stick Specialists

Our hockey sticks are made in the largest factory in Canada. They are manufactured out of select 2nd growth air-seasoned Rock Elm.

Write for latest price list

St. Marys Wood Specialty Co. Ltd.
ST. MARYS, ONT.

2 cents

per word for the first insertion is the rate charged for an advertisement on this page. Each figure is counted as a word, and a charge of 5c extra is made when a box number is required.

When more than one insertion is ordered the cost is one cent per word for each subsequent insertion, providing the copy is not changed.

Write your message legibly and state the number of times you wish it to appear.

HARDWARE AND METAL "Wanted" ads get results.

Say You Saw It In Hardware and Metal

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

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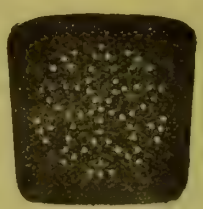
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BRASS VALVES

National Brass, Limited

LONDON - CANADA



J.E.B. Quality Co.

Ideal Veneer Chair Seats

Of all sizes and styles. Write for our Catalogue A.

J. E. Beauchamp & Co., Montreal

Agents at Vancouver, Winnipeg, Toronto, Quebec, St. John, New York



ACME

PATENTED

Box Strapping of All Kinds

ACME BOX STRAPPING means more business and more money to you on account of its quality. Write for prices and catalogues.

Acme Steel Goods Company of Canada, Limited

MONTREAL

Get Ready for Official Peace Celebration

All Wool Bunting FLAGS Write for Prices

OF ALL NATIONS NOW IN STOCK

FINNIE & MURRAY, LTD.

WINNIPEG, MANITOBA

Manufacturers of Tents and all Canvas Goods



Rain and Snow cannot hurt it if protected with

Sun Varnish on your Furniture.

Sun Floor Varnish on your Floors.

Aero Spar Varnish on your Front Door.

3 ABSOLUTELY WATERPROOF VARNISHES

These are the strongest trio of Varnish finishes on the market to-day. Every merchant should see that a good stock of these Varnishes are on hand. It is easy to satisfy your customers when you can supply them with the right goods.

3 VARNISHES YOU CAN RECOMMEND

Don't delay.

Write us for particulars about our agency proposition.

THE CANADA PAINT CO.

Limited

Montreal **Toronto** **Winnipeg** **Halifax** **Calgary**

McKinnon Industries Limited

St. Catharines, Ontario



Improved No. 1 Valve Spring Lifter

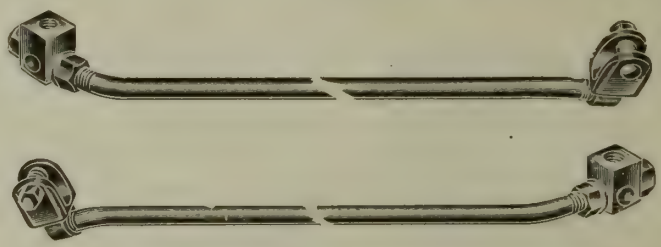
For Ford Cars

A FEW FACTS:

1. Specially designed for Ford Cars.
2. This Lifter is made of strong, tough, malleable iron.
3. Can be folded together, occupying very little space in tool chest or roll.
4. The improved ratchet holds the lifter in any desired position when compressing a valve spring.
5. You have the free use of both hands.
6. The springs are made from selected spring stock.
7. The slot at the end of arms is **WIDE** and the stock heavy.
8. Length overall, 8¾ inches.
9. Weight for mailing, approximately 1 lb.
10. Carefully packed in carton properly labelled.

LIST PRICE

No. 1 .....65 cents each



Auxiliary Radius Rod

for Ford Cars and Ford One-Ton Trucks

You will add 100% to the strength of Axle and Radius Rod already on Ford Cars.

The Clamps are Solid and of Selected Malleable Iron. The Bar is **SOLID** ⅝-inch, carefully selected material and machine threaded. The finish is black Japan, properly baked on.

NOTE, **Mr. JOBBER:**

All "Ford" One-Ton Trucks should be equipped with McKINNON HEAVY RADIUS RODS.

WEIGHT .....8 lbs. per Set

LIST PRICE.....$3.90 per Set

McKinnon Industries Limited

St. Catharines, Ontario

CHRISTMAS GREETING NUMBER

HARDWARE AND METAL

Vol. XXX
No. 51

PUBLISHED EVERY SATURDAY SINCE 1888

December 21
1918

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA





To our many friends and customers throughout Canada we wish

A MERRY CHRISTMAS

May the shadows and sorrows of the past four years be forgotten in the Happy, Joyous days to come, and the coming Peace year bring you Health, Happiness and Prosperity.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX

Canadian Tube & Iron Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BOLTS AND NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, etc.

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

Canadian Rolling Mills Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BAR IRON AND STEEL (rounds, squares and flats).

TWISTED STEEL BARS FOR REINFORCING.

CANADIAN TUBE & IRON CO., LIMITED

MONTREAL

Colonial Wire Mfg. Co., Limited

Manufacturers of

SMOOTH STEEL WIRES (Bright annealed, solid and annealed).

TINNED MATTRESS WIRE, BROOM WIRE, FINE WIRE (plain and galvanized).

FENCE STAPLES — WIRE NAILS — WOOD SCREWS.

PUMP RODS (plain and galvanized.

CANADIAN TUBE & IRON CO., LIMITED

MONTREAL



TRADE MARK



Priest's Toilet Clippers

Making Clippers for fifty years has given us an experience that reflects in the quality of our line. Ask your jobber about Priest's Clippers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents



DIES—Dies designed for accurate threading and easily sharpened or adjusted for wear are numbered among—

"P. & W. CO." SMALL TOOLS

also

Taps, Milling Cutters, Reamers, Punches, Drills and Miscellaneous Tools. You can't go wrong on a "P. & W. Co." Tool. They are made of High Grade Materials, by Expert Workmen and Absolutely Guaranteed.

PRATT & WHITNEY CO.
of Canada, Ltd.

Dundas, Ontario, Canada. Montreal, 723 Drummond Bldg. Vancouver, 609 Bank of Ottawa Bldg. Winnipeg, 1205 McArthur Bldg.



Yale Products made in Canada

Padlocks *Door Closers*

Night Latches *Builders' Hardware*

You have the right to look to the manufacturer for satisfaction. And your customer has the right to look to you. When you stock and sell the Yale line you have done the utmost in guaranteeing your own interests and your customer's.

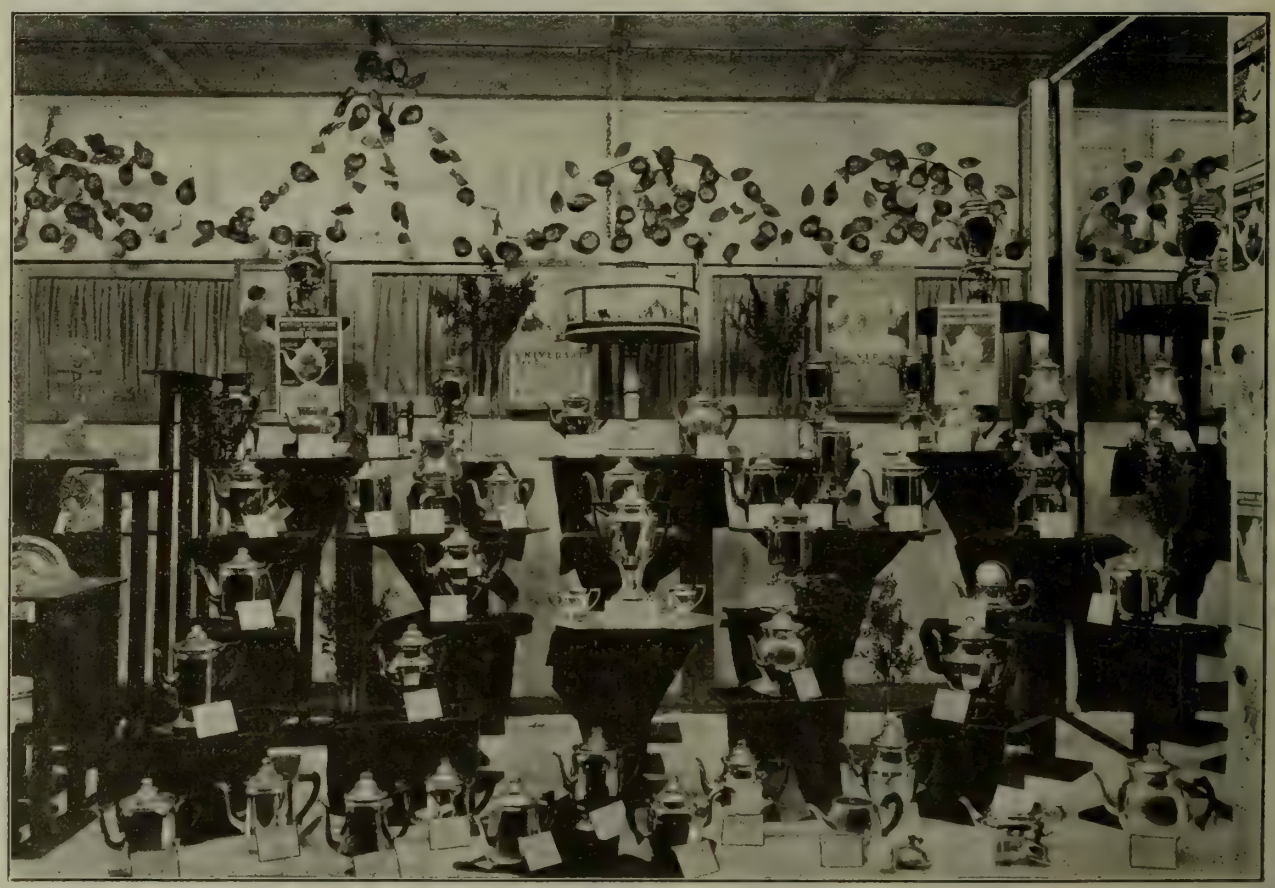
The name "Yale" helps make the sale.

Canadian Yale & Towne Limited, St. Catharines, Ont.

If interested tear out this page and place with letters to be answered.

UNIVERSAL

Home Needs for the New Year



Economy and utility mean more this year to the Christmas buyer than ever before.

Display the UNIVERSAL line in your windows and your store will become the center of attraction in your community, because customers will see UNIVERSAL Advertising in the national magazines, and when they see the goods in your windows you will make our National Advertising your Advertising.

UNIVERSAL Home Needs have features of design, construction, finish and operation that cannot be found elsewhere. That's why they are readily sought and bought by all classes of gift-givers.

LANDERS · FRARY & CLARK

NEW BRITAIN CONNECTICUT

If interested tear out this page and place with letters to be answered.

Christmas Greetings

TO OUR CUSTOMERS

From the Management and Staff of

LEWIS BROS. LIMITED

MONTREAL



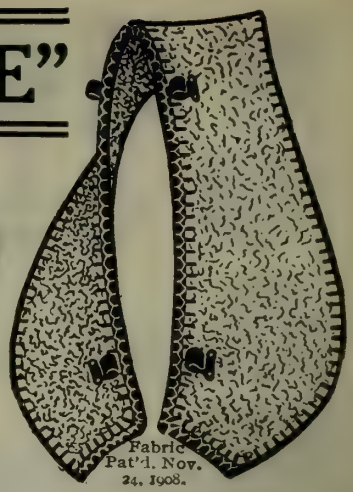
It is your good will and generous patronage that have made possible the success of our strictly wholesale hardware organization.

We thank you cordially for your generous support, and extend to you our

VERY BEST WISHES AND APPRECIATION.

If interested tear out this page and place with letters to be answered.

"LOVE ME-LOVE MY HORSE"



That expresses more than anything else the respect a **Real Horseman** has for his horse.

You let him see that you have an interest in the welfare of his horses and immediately he is your friend—and possibly a customer, too.

He will be, if you sell him

TRADE MARK Ventiplex PADS Sweat Pads

Ventiplex Sweat Pads, Housings and Saddle Blankets cure and prevent **Gall Sores.**

Made of a patented fabric—very durable and easily washed. Retain their shape and comfort qualities, no matter how often washed. Will not bunch up under the saddle or collar.

When **Ventiplex products** are used no money or time losses are experienced through disabled horses. Insist on **Ventiplex** in your next order.

Burlington Windsor Blanket Company, Ltd.

793 King West, TORONTO

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

PRESIDENT OF THE SUPERIOR JURY

DIRECTOR OF EXHIBITS

SEC'Y OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



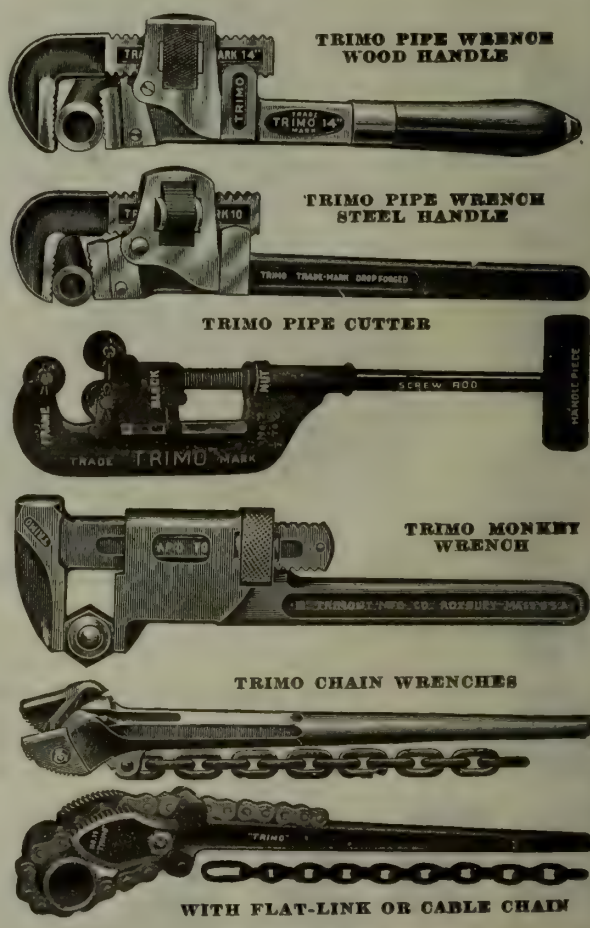
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



If interested tear out this page and place with letters to be answered.

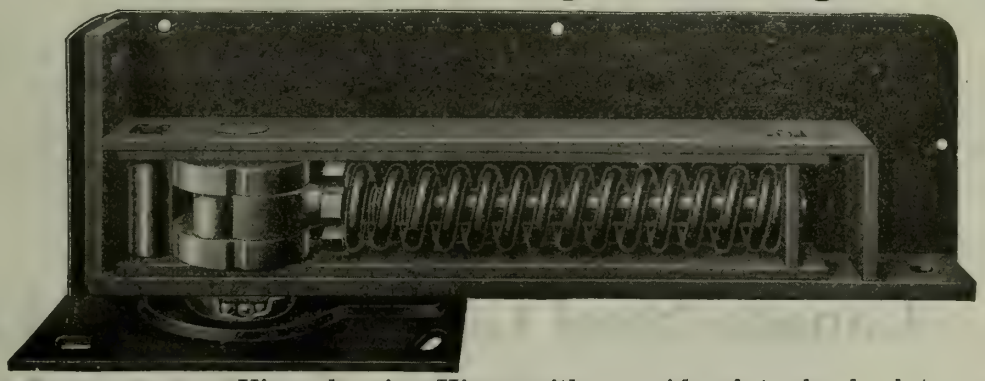
Something New!

Write for Prices, Details and Selling Particulars

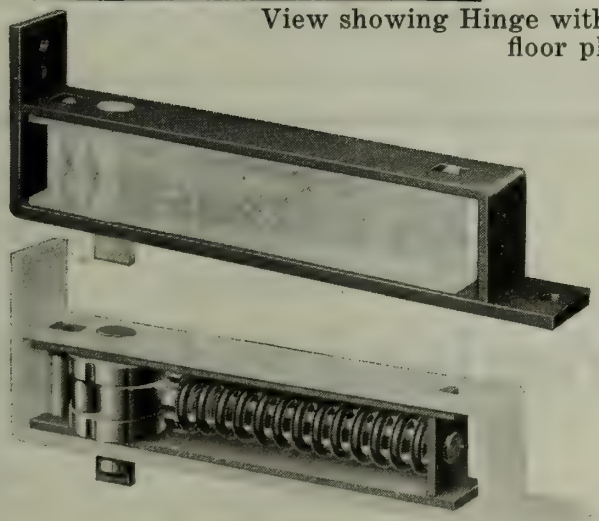
National Manufacturing Company

STIRLING, ILLINOIS

No. 240 Ball-Bearing Floor Hinge

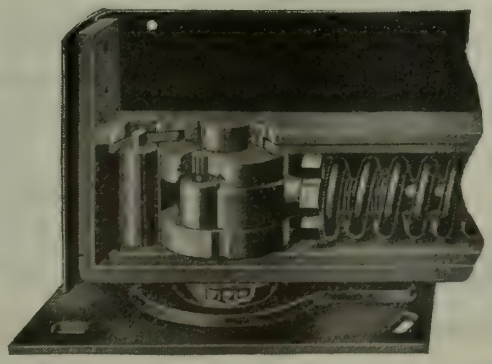


View showing Hinge with one side plate, back plate and floor plate attached.



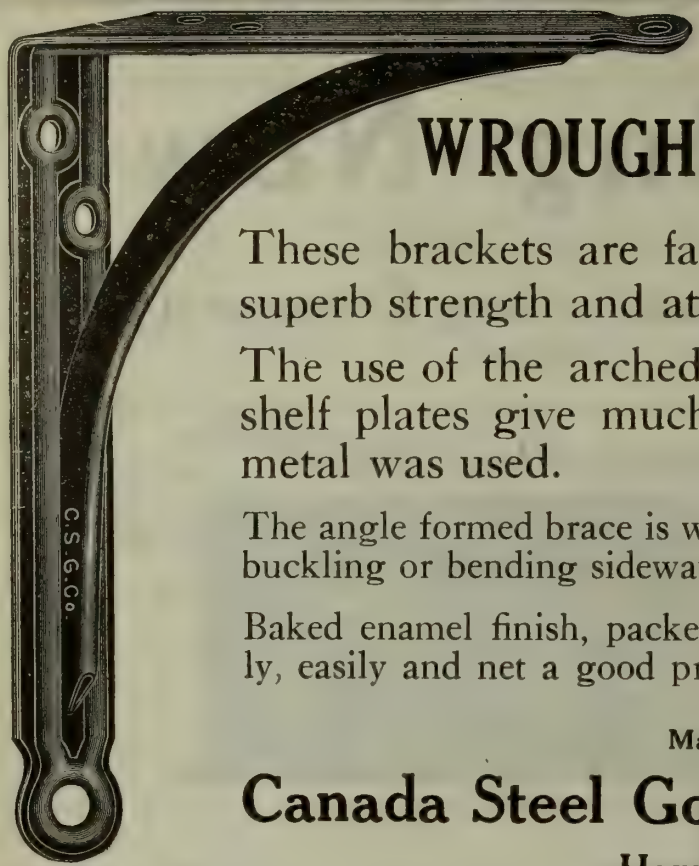
Dark part carries the weight of the door independent of the spring closing feature.

Dark part shows the spring closing feature independent of the part which bears the weight of the door.



View with parts broken away to show roller bearings and the pin which stands the wear and tear.

If interested tear out this page and place with letters to be answered.



No. 140

No. 140
WROUGHT STEEL BRACKETS

These brackets are famous for their correct design, superb strength and attractive finish.

The use of the arched forms of steel in the wall and shelf plates give much greater strength than if flat metal was used.

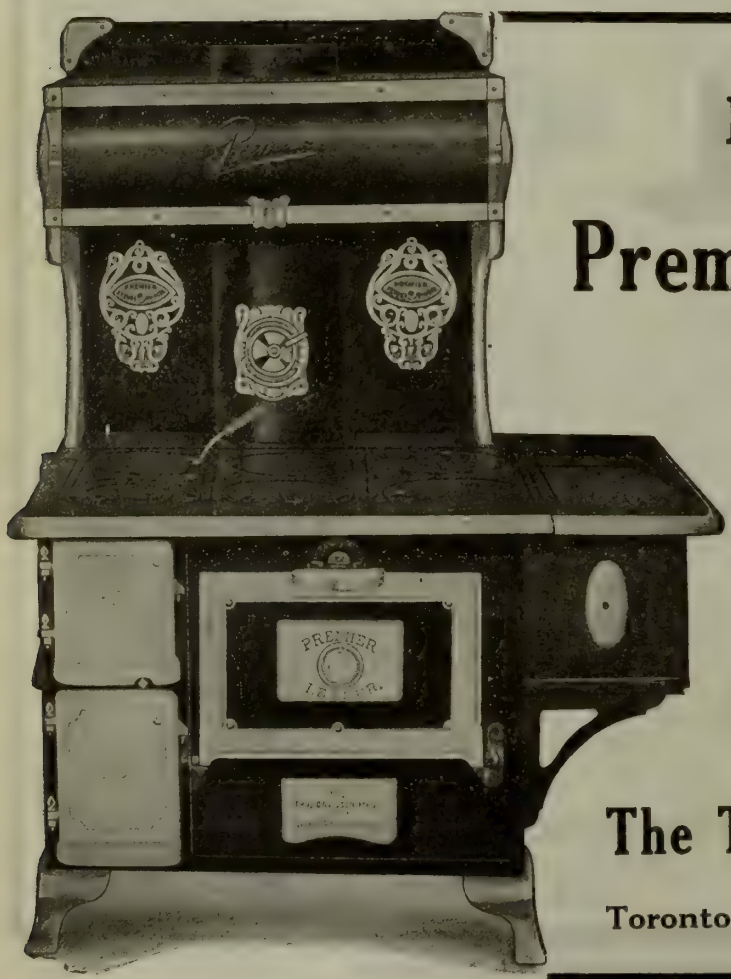
The angle formed brace is well riveted and renders it secure against buckling or bending sideways under the severest strain.

Baked enamel finish, packed half dozen in a box. They sell quickly, easily and net a good profit to you.

Manufactured by

Canada Steel Goods Company, Limited

Hamilton, Canada



DAVIDSON'S
POPULAR
Premier Leader Range

is a range that is built to supply the demand of a high-grade steel range at a popular price.

It is just as fully guaranteed, as to its baking and economical operating qualities, as our higher-priced ranges.

There is a "Premier" to meet every demand, whether for a steel or cast range, one fully dressed or strictly plain. The "Premier Leader" is made square or with reservoir.

The Thomas Davidson Mfg. Co.
Limited

Toronto Montreal Winnipeg

If interested tear out this page and place with letters to be answered.

Why You Should Be A Michelin Dealer

No. 36

Co-operation in Solving Your Individual Problems

One important factor in the success of many Michelin Dealers has been the co-operation they have received from Michelin in solving their individual problems.

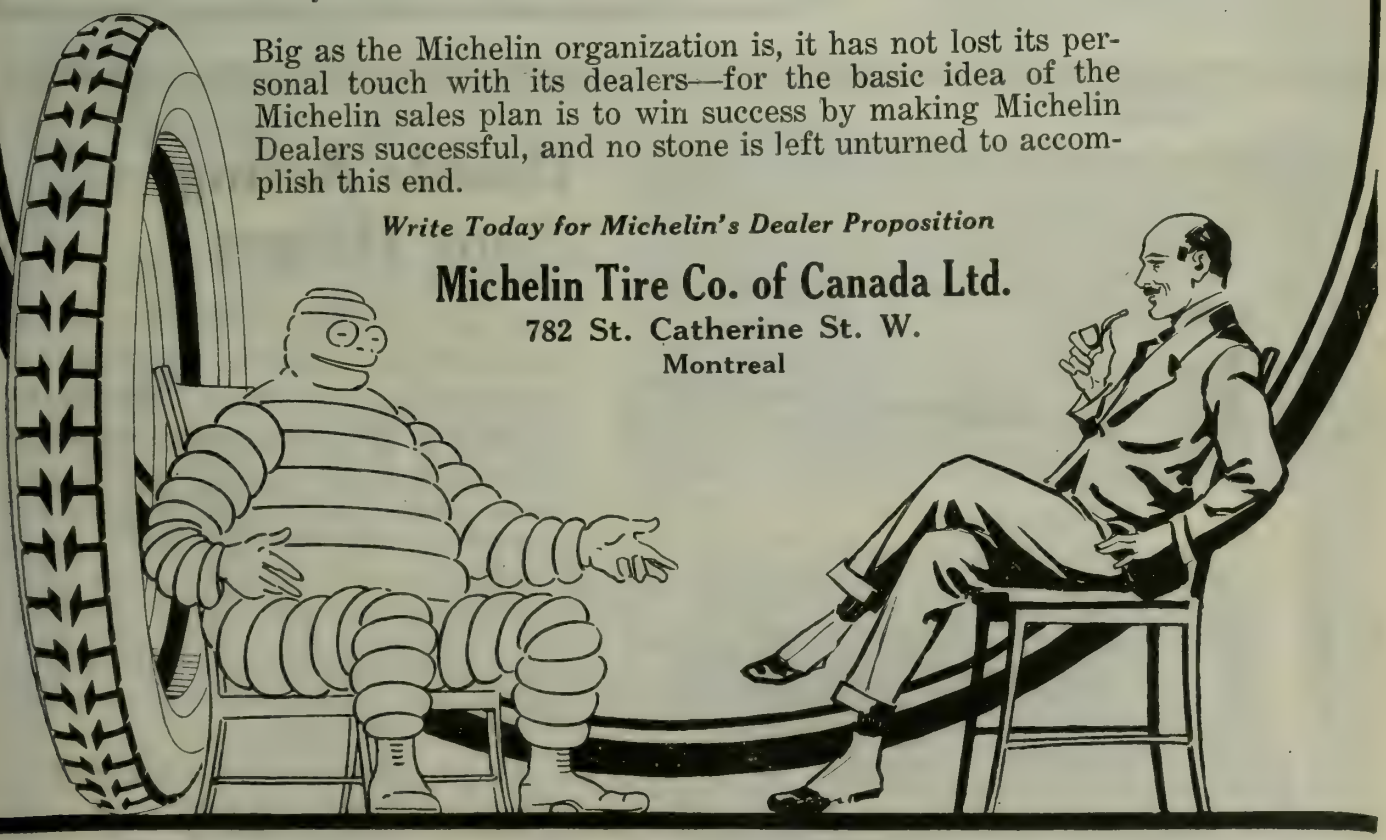
Chances are, Mr. Dealer, that you, too, have problems of your own—problems that are peculiar to your local conditions, and hence cannot be solved by machine-made, standardized advice.

Problems of this sort require individual study and personal attention. You get these from tire-selling experts if you are a Michelin Dealer.

Big as the Michelin organization is, it has not lost its personal touch with its dealers—for the basic idea of the Michelin sales plan is to win success by making Michelin Dealers successful, and no stone is left unturned to accomplish this end.

Write Today for Michelin's Dealer Proposition

Michelin Tire Co. of Canada Ltd.
782 St. Catherine St. W.
Montreal



MICHELIN

Time to Order
FREEZERS





All of the three, LIGHTNING, GEM or BLIZZARD, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible —their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.





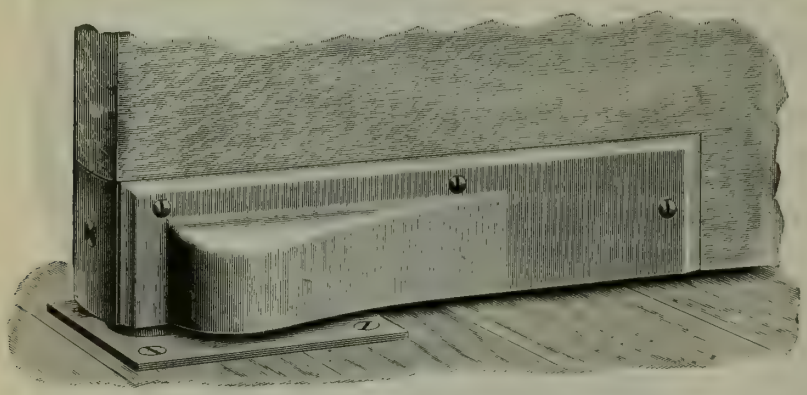
The Blizzard, being simpler in construction and cheaper in price, makes it a good running-mate with either the Lightning or Gem. They sell themselves and stay sold! No come-backs or complaints.

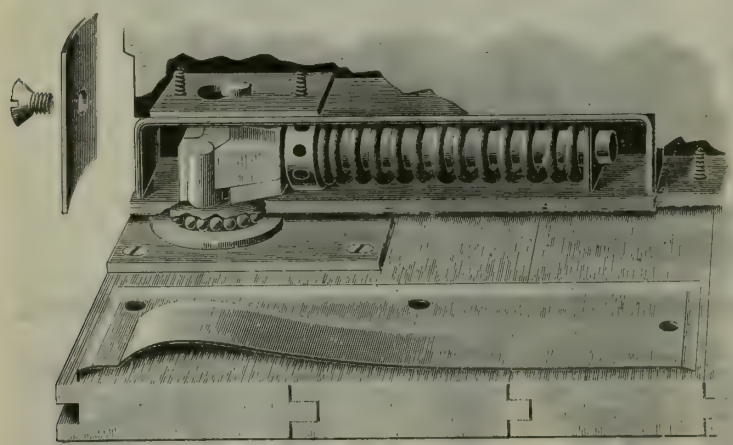
This means easy net profits for you.

Your Jobber Can Supply

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.





Double Acting Floor Hinges

There is no item in the Hardware Line that needs more careful selection than double-acting floor hinges. The service required of them makes this necessary.

We believe we make in the **T.-F. Floor Hinge** just the article to meet your most exacting requirements.

Strong and durable, an easy, smooth-running, ball-bearing hinge. Made of Wrought Steel in but three main parts. We have other makes of double-acting Floor Hinges, too. If your jobber cannot supply you, write us for information.

Taylor-Forbes Co. Limited

Head Office and Works:

Guelph, Ontario

Taylor-Forbes Co., 246 Craig St., Montreal; H. G. Rogers, Limited, 147 Prince William St., St. John, N.B.; Canadian United Mfrs. Agency, London, Eng. Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.; H. F. Moulden & Son, Travelers' Bldg., Winnipeg, Man.

If interested tear out this page and place with letters to be answered.



If interested tear out this page and place with letters to be answered.



Carborundum Has Done—and is Doing Its Bit

PRACTICALLY the entire output of Carborundum has been pledged to Uncle Sam and his allies for war work. Therefore, there will be no Carborundum Scythe Stones for some months to come.

Fortunately, we have a worthy substitute in the Scythe Stone that last year met with wonderful success, and so we again offer to our trade for immediate delivery for Spring Trade

Carboxite Scythe Stones

Clean, fast cutting stones that will not glaze. That give the scythe just the edge it should have.

They are made by the same process as are Carborundum Scythe Stones, which insures a free-cutting stone that shows long life and such remarkable durability as to reduce breakage to a minimum.

Hundreds of thousands of them gave wonderful service to farmers and gardeners everywhere last year.

They are ready now for immediate delivery.
You will do well to order now—Today

THE
CARBORUNDUM COMPANY
NIAGARA FALLS, N.Y.

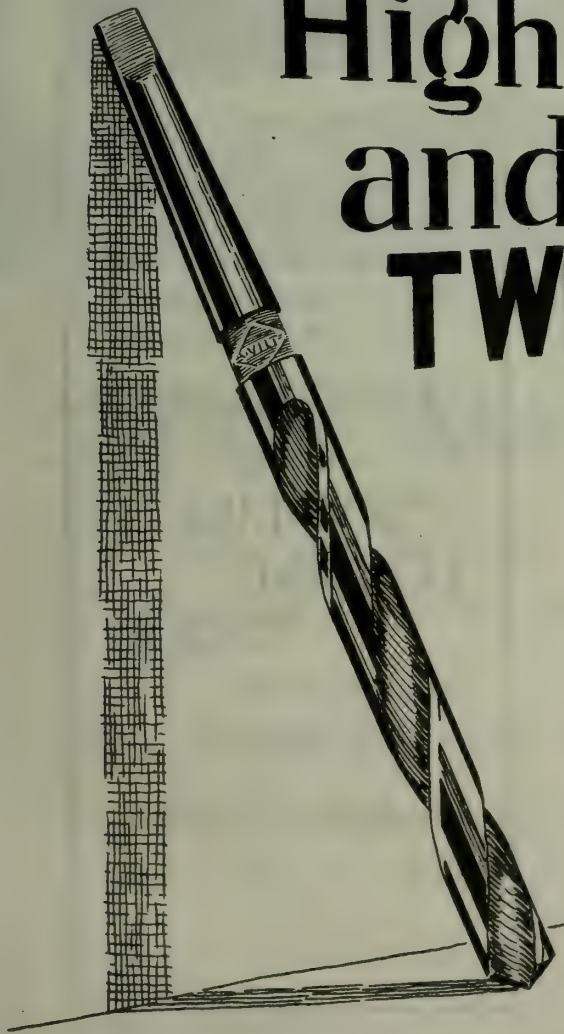
If interested tear out this page and place with letters to be answered.

"Where There's a WILT—
There's the Way"

WILT

High Speed and Carbon TWIST DRILLS





WILT Products are manufactured with the sole purpose of meeting the demand for an absolutely dependable drill of unquestioned high quality.

Every WILT Product you sell is absolutely guaranteed to make good on the job, and to be free from defects in workmanship, material or design.

WILT drills are put up in neat and convenient packages for the trade and each order is carefully looked after to see that it reaches you on time and in perfect condition.

Wilt Twist Drill Co. of Canada, Limited, Walkerville, Ontario

London Office: **Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England**

If interested tear out this page and place with letters to be answered.

The quickest way to win the respect and permanent trade of customers is to carry standard grade tools.

Men don't want you to SELL them tools. They want to come in and buy them by the maker's name.

They know as well as you do, those that have the quality reputation.

In files, they want the "Famous Five," because they are the standard File and give satisfaction.

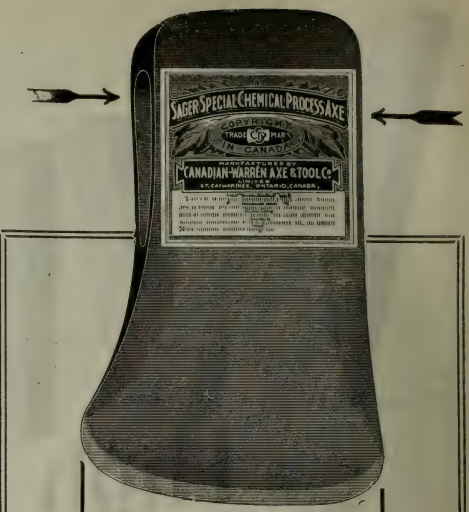
So specify "Famous Five" Files when ordering from your jobber.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

NICHOLSON FILE CO.
PORT HOPE
ONTARIO

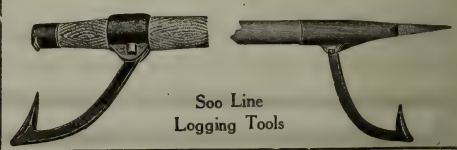


WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian Warren Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

If interested tear out this page and place with letters to be answered.

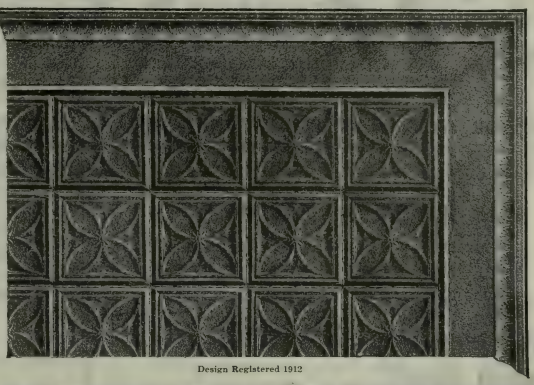
"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

The Labor Cost is Light

"Metallic" ceiling and wall jobs are profit-makers for you and satisfaction-givers to the customer from first to last. Send us a list of prospects and watch us get busy on them in your interests. We've been 32 years at the business and our service will get you big results.

Write to-day for catalogue and full particulars.

Stock carried by
GEO. W. REED & CO., LTD
37 St. Antoine Street, Montreal



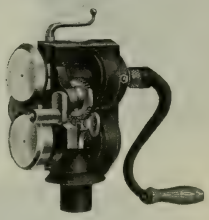
Design Registered 1912

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

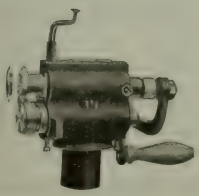
SMALL MACHINES

Are Made for Service. They Combine Durability, Speed and Accuracy



No Tinshop can afford to be without a set of these machines

We manufacture a full line of Tinners' Tools



Drop us a line for full particulars and prices

The Brown-Boggs Co., Limited
Hamilton, Canada

If interested tear out this page and place with letters to be answered.

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man



4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

Here's How—

—you can become acquainted with a **High Quality** line of **Furniture Trimmings** and **Builders' Hardware.**



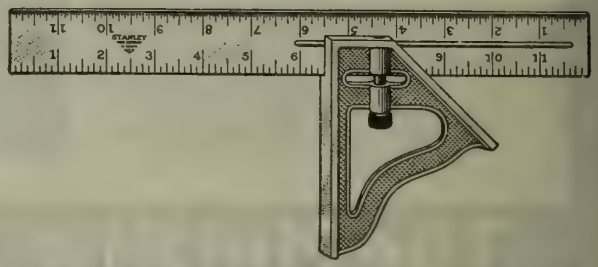
Stratford Brass Furniture Trimmings enhance the appearance of all classes of Furniture.

Stratford Builders' Hardware have a reputation for **strength, durability** and **service.**

- Sash Locks
- Sash Lifts
- Casement Fasteners
- Door Pulls
- Hat Hooks
- Transom Catches
- Key Plates
- Flush Bolts
- Sash Push and Pull Plates
- House Numbers
- Door Knockers
- Casement Adjusters, etc.

THE STRATFORD BRASS CO.
LIMITED
Stratford, Ontario

Stanley Tools



STANLEY ADJUSTABLE TRY and MITRE SQUARE No. 21

The Blade is adjustable, and as it can be reversed, provides any size of try or mitre square within the capacity of the tool. In reversing, it is not necessary to remove the blade from the handle, consequently the tool is always assembled and ready for use.

The Edges of the Blade are machined, graduated in 8ths, 16ths and 32nds of inches, and the tool is square inside and out.

Both Handle and Blade are nickel-plated. Made in three sizes—6, 9, 12-inch blades.

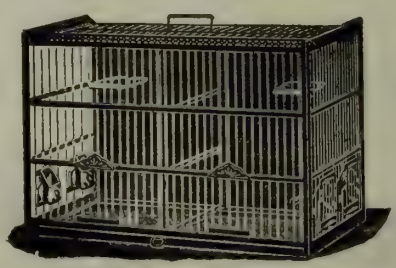
Send for special circular.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

"HENDRYX" BREEDING CAGES

are absolutely necessary for the scientific and hygienic raising of canary birds.

All metal—White Enameled—Green trimmed—Closed back—Two partitions—Two nests and nest holders—Four cups—Six perches—Sliding drawer.



No. 86S—17¼ x 8¾ x 13¼".
No. 86—20 x 10 x 14".
No. 87—22 x 11 x 15¾".
No. 88—24½ x 12¼ x 16¼".
No. 113—26¾ x 10 x 13⅞".

The breeding time extends from January through April, and the increased interest in raising birds requires a stock of these cages.

THE ANDREW B. HENDRYX COMPANY - NEW HAVEN, CONN.

If interested tear out this page and place with letters to be answered.

More Heat Units To The Dollar!

Every pound of coal will give off only a certain number of **Heat Units. Coal costs money** to-day, and the **Hot Water Heating System** which captures the biggest percentage of these **Heat Units** and converts them into useful heat of radiation, is in big demand.

That's exactly the purpose of the

KNICKERBOCKER AUTOMATIC HEAT GENERATOR

It Increases Radiation 25% to 50%.

In a great many cases a **Knickerbocker Automatic Hot Water Heating System** costs no more to install than a regular system.

On the old installation the first cost is soon offset by the saving in fuel, and there is the added comfort incident to a properly working system.

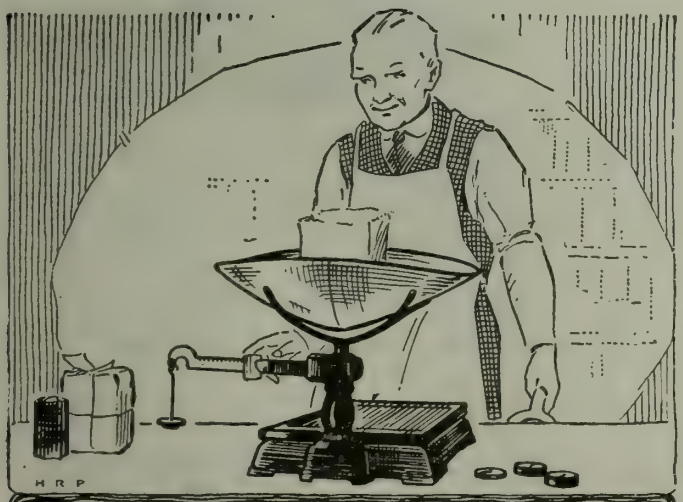


The only Automatic Hot Water Heat Generator which operates on either an open or closed system.

Write for prices and particulars. Guaranteed and sold by—

James Morrison Brass Mfg. Co., Ltd.

93-97 ADELAIDE STREET WEST, TORONTO



Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.



"TALLMAN'S SPECIAL" ARCTIC METAL

a medium-priced babbitt specially adapted for Saw Mill and Woodworking machinery.

Will remain cool under exceptionally high speed.

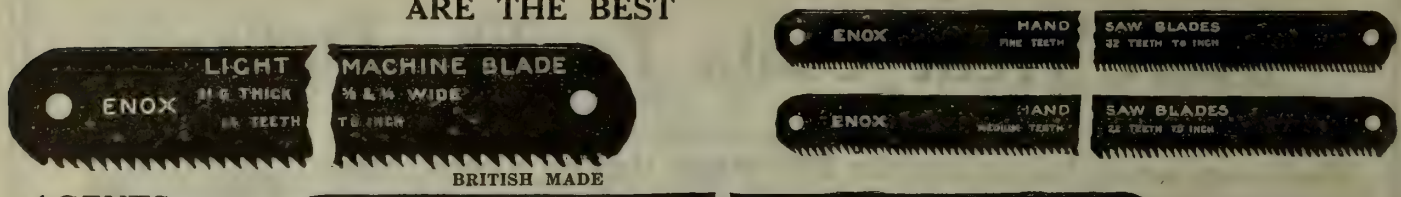
Its long life proves its efficiency.

Tallman Brass & Metal Limited

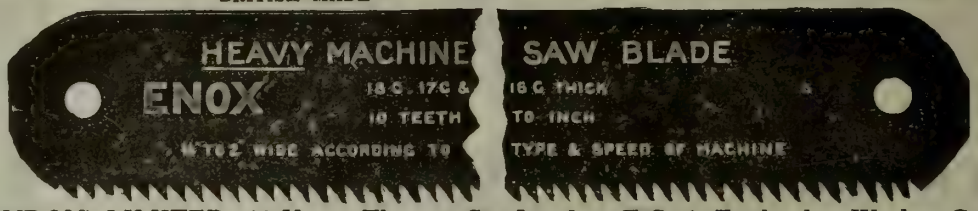
HAMILTON, ONT.

ENOX HACKSAW BLADES

ARE THE BEST



BRITISH MADE



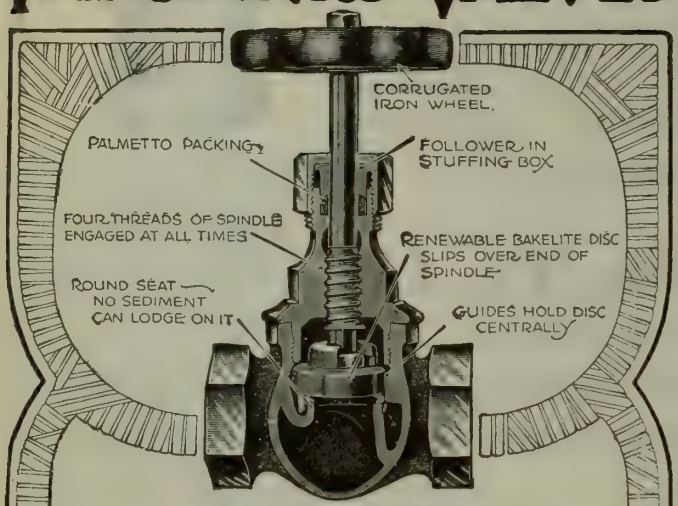
AGENTS IN CANADIAN TOWNS WANTED

AN ENTIRELY BRITISH COMPANY

Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto: Hamilton, Windsor, Winnipeg, Saskatoon, Calgary Vancouver, Victoria.



Canadian Rivet Forges are built to last.

Easy running blower, powerful uniform blast, rigid steel plate construction.

Write for Catalog 100-16.

Canadian Blower & Forge Co.

Kitchener, Ont.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

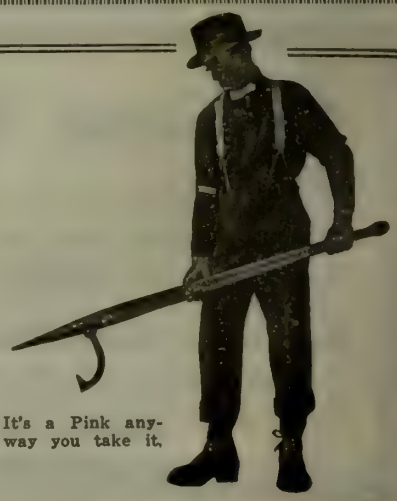
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

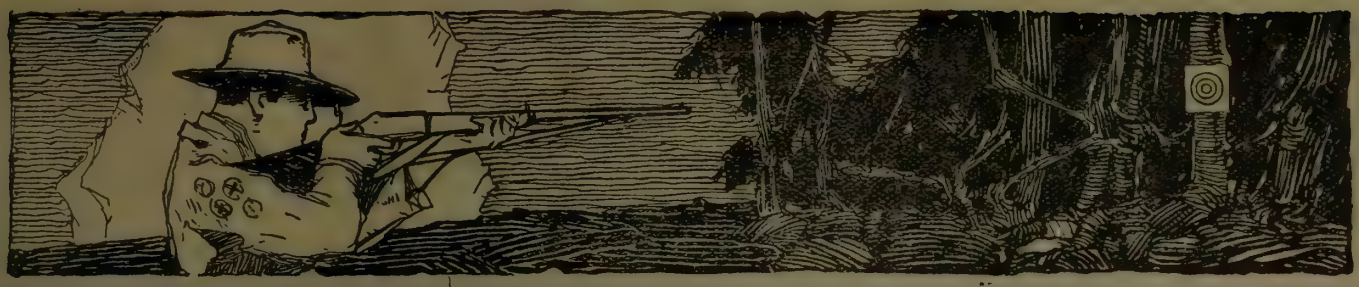
THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO



It's a Pink anyway you take it.



Get the Boys

The quality of Dominion 22's has been demonstrated by their use by members of rifle clubs in Canada and by cadet teams that competed successfully abroad.

22's that stand tests like these, where accuracy, positive operation and penetration are not only necessary but essential, will go over your counter easily.

Thousands of boys are shooting in Marksmen's Clubs throughout Canada. Every marksman is using

Dominion 22's

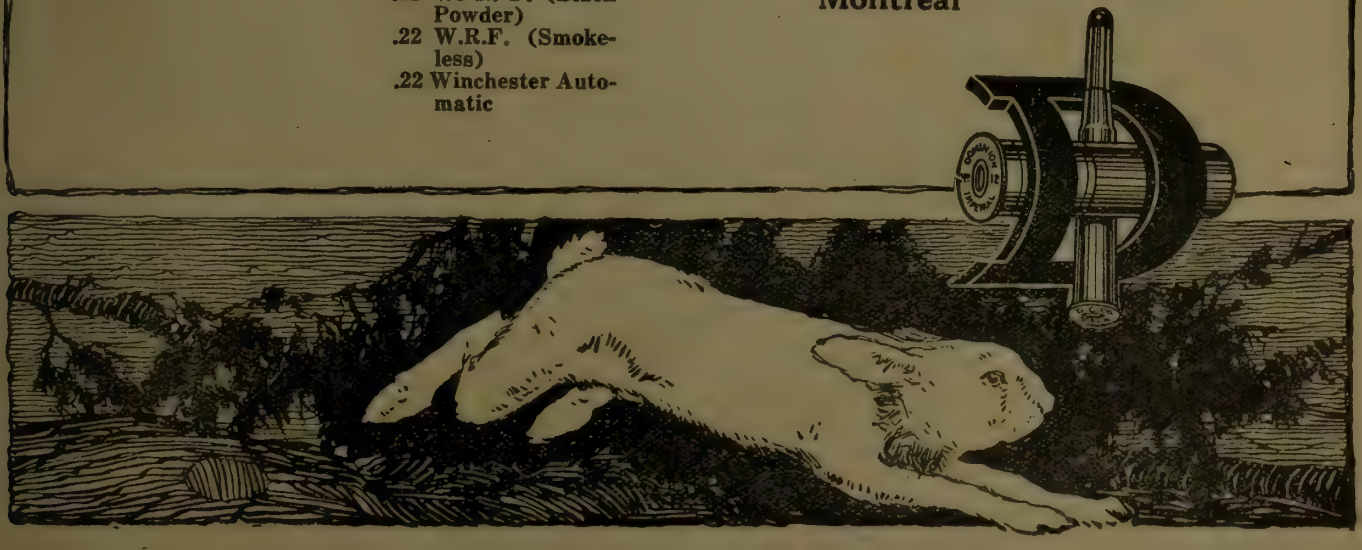
If you haven't a rifle club in your town let us help you develop one. It will mean new customers for you—the boys of to-day, who are the big buyers of to-morrow.

Write for our Handbook on Rifle Shooting and Club Organization.

This, and a full stock of all Dominion 22's, will be a means to new ammunition profits to you.

B. B. Caps
C. B. Caps
.22 Short
.22 Long
.22 Short Mushroom
.22 Long Mushroom
.22 Long Rifle
.22 Extra Long
.22 W. R. F. (Black Powder)
.22 W.R.F. (Smokeless)
.22 Winchester Automatic

Dominion Cartridge Co., Limited
120 St. James Street, Montreal



BRING the JUNKERS to JUDGMENT!

"IF William Hohenzollern and the German butchers who engineered the war are not brought to trial and the lesson driven home that the world brooks no license in the name of Kultur, then our Canadian soldiers have died in vain. No peace," declares MACLEAN'S MAGAZINE, "will be satisfactory to Canada that leaves them at large."

Read this powerful article in the December issue of MACLEAN'S, in which it is declared that Canada is a unit in demanding stern measures. "There is no mawkish sympathy here, no tendency to grant dangerous favors to a foul-fighting opponent who has taken the count."

It is asserted that Canadians as a whole want:

1. **No softening of armistice terms.**
2. **Canadian representation at the Peace Conference.**
3. **Banishment of all Hohenzollerns from Germany that the seeds of autocracy may be uprooted.**
4. **The punishment of the criminals who started the war and conducted it so ruthlessly.**
5. **The payment of an indemnity to Canada to cover our war bill.**

It is an unsparing, outspoken expression of Canadian opinion—an article that deals hammer-blows at the tendency abroad to shield Germany.

An All-Star Line Up This Month

Other features in this issue are as follows:

Baker's Message to Canada, by ***Private Peat***

Now That the War is Won, by ***Lieut-Col. J. B. Maclean***

The Wife, by ***Robert W. Service***

The Strange Adventure of the Dummy Chucker, by ***Arthur Stringer***

Greetings to Canada, by ***Charles M. Schwab***

The Rank and File (political article), by ***J. K. Munro***

The Three Sapphires, by ***W. A. Fraser***

Chronicles of the Klondyke, by ***E. Ward Smith***

The Minx Goes to the Front, by ***C. N. and A. M. Williamson***

An Unsolved Mystery, by ***Lieut. C. W. Tilbrook***

Buy an *Extra* Copy for Husband, Brother, Friend, and Send Overseas

Over 65,000 Canadian Families Buy

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

DECEMBER ISSUE

Now On Sale At All News Dealers

20c Per Copy. $2.00 Per Year.

Dealers who have not been handling MACLEAN'S should secure copies at once from their nearest Wholesaler.

A NOVELTY FOR YOUR XMAS TRADE

WENTWORTH WELL WORTH

OCTAGON JARDINIERE



Retails at $2.00

Body drawn from one piece of heavy sheet brass, stamped legs. Write for prices of full line of brass and nickel goods.

WENTWORTH MFG. CO., LIMITED

HAMILTON, CANADA

Are You Ready

for good business

BOOK your orders NOW

for

White Spruce Butter Tubs

N.B. Egg Carriers

H.D. Egg Crates

Brooms and Brushes

Fruit Jars

Paper and Twines

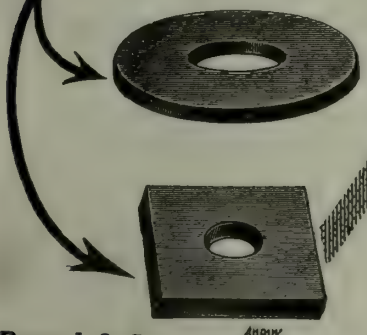
Walter Woods & Co.

Hamilton and Winnipeg

Wrought and Steel Plate

WASHERS

of all descriptions



Annealed Rivet Burrs, Felloe Plates, Sheared and Punched Plates.

Malleable Washers and Cast Iron Washers.

Round & Square Plain or Galvanized

Prompt Shipment

Wrought Washer Mfg. Company

Milwaukee, Wis.

Manufacturers

OF

WIRE

HEADQUARTERS FOR

Wire Bale Ties

LARGEST CAPACITY AND STOCK IN CANADA

Prompt Shipment

LAIDLAW BALE TIE COMPANY, Limited

HAMILTON, CANADA

Winnipeg Toronto Montreal

London, England



There is a steadily increasing demand for ELECTRIC WASHERS!

A multitude of Household duties that were formerly a drudgery have become a pleasure to perform, through the introduction of Electricity into the Home.

Everywhere you hear the slogan—
"Do it Electrically."

Now is the opportune time to start into the Electric Washer business.

Do you realize what an **interesting** and **attention creating** display an **Electric Washer** would make in your window?

Put the tub bench in the window with a couple of tubs, water and clothes. Set it going and watch the crowds gather.

There is nothing attracts a crowd quicker than machinery in operation.

The Housewife sees clothes cleaned as if by magic. It creates a desire with her to be rid of the old-time drudgery. A desire created means sales for you.



Write us for agency and free advertising matter. We have a special plan to start sales in every town with free consumer advertising copy and electros for your local newspaper.

Beatty Bros., Ltd., Fergus, Ont.

ST. JOHN, N.B., MONTREAL, LONDON, WINNIPEG, EDMONTON



Utility is the great selling factor in ELECTRIC WASHERS!

If you are not now selling a line of **Electric Washers** you little realize how easy it is to sell them and the **splendid profits** to be made.

Their usefulness creates a desire with the housewife to own one, and you do the rest.

She appreciates the hours of **drudgery to be saved** with an **Electric Washer.** It enables her to get through a big wash-day and keep up with her other work at the same time. It wrings the clothes without any tiring effort on her part so that wash-day is over before she knows it, and she is not all tired out, either.

An Electric Washer soon pays for itself—**in saving time and work— in saving laundry bills or washer woman's wages and in saving clothes,** which are ruined in laundries by careless handling.

Right now is the time for the dealer to make a start in the **Electric Washer business.** Their upkeep is so little and their usefulness so apparent that they are rapidly becoming as popular as the sewing machine.

May we send you information about our fine agency proposition?

We have plans, advertising copy, electros, etc., all ready for your local advertising, which will bring you sales right away.

Let us hear from you.





Beatty Bros., Ltd., Fergus, Ont.

ST. JOHN, N.B., MONTREAL, LONDON, WINNIPEG, EDMONTON

Build Up Your Business—

by handling the BEST.

MADE IN CANADA BY CANADIANS.

Sold All Over the World



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD.
St. Catharines, Ont.

Did You Receive Stockdale's Lectures?

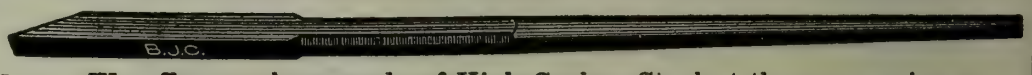
HARDWARE AND METAL has reprinted an additional supply of the four Stockdale lectures, as follows:

"Many Businesses Wrecked by Details"
"How to Make Figure Facts Earn Profits"
"How to Measure the Value of Turnover"
"How to Get the Information the Customer Wants"

We have had these printed for our readers and will gladly supply copies free upon request, so long as our supply lasts. Send for your copy now.

HARDWARE AND METAL 143-153 University Ave., Toronto, Canada.

CROWBARS



No. 102-A—CHISEL POINT

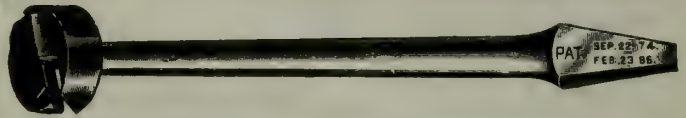
We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.



HORSE BLANKETS

are scarce but—after filling orders we have some for sale in almost every weight and width. *Write for prices.* Our travellers are out with samples for next year.—Place your orders early.

J. J. TURNER & SONS, LIMITED, Peterborough, Ont., Can.

P✕H

TRADE MARK

ONE of the largest buyers of tools in the Dominion said to us the other day, "After the war we shall sever many business connections we have been obliged to make in order to keep our stock in shape for our customers. The manufacturer who has in these past four years kept up the quality of his product in spite of the temptation to sacrifice quality for quantity output is the only man with whom we shall maintain business relations."

Which is sound "Hoss Sense"

Confidence is the basis of all trade, and a buyer can only place reliance on the product which has stood up under the war strain.

P.H. and Imperial Files have been and will be marketed solely on the basis of service.

"THEY CUT FASTER AND WEAR LONGER"

Port Hope File Mfg. Co.
LIMITED
PORT HOPE - - ONTARIO

"Ask Your Jobber"

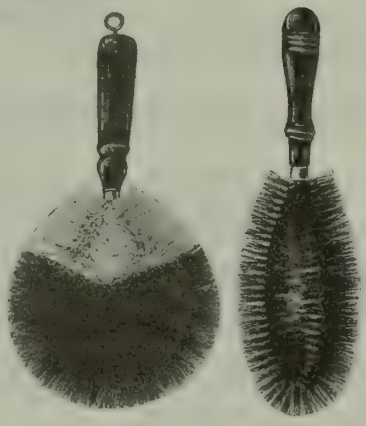
IMPERIAL

TRADE MARK

SANITARY TWISTED WIRE BRUSHES
of all kinds for
HOUSEHOLD AND AUTOMOBILE USE

Original Makers in Canada

Perfection Sanitary Brush Co.
1118 Queen St. West Toronto, Ont.
PHONE PARKDALE 250



MOPS
DUSTERS
HAIR BROOMS
and
BRUSHES

Send for Catalogue and Prices

MANUFACTURERS TO THE TRADE ONLY

AGENTS:
Richardson & Bureau, Montreal, Que.; Pacific Agencies, Limited, Vancouver, B.C.; W. B. Morrow, Manchester Bldg., Toronto

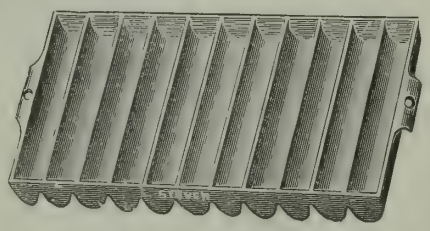
MADE IN CANADA

Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

CORN BREAD PANS



Fast Selling Hardware Specialties

The use of corn meal as a substitute for wheat has created a large demand for these pans.

Every dealer should have them. Be sure you get the STOVER brand. It is a guarantee of clean, smooth castings.

This is also the time of year to lay in your waffle irons. STOVER waffle irons keep on the move and do not lay in stock. Send for our special waffle iron circular.

Some of the Stover Hardware

Waffle Irons
Mop Sticks
Lemon Squeezers
Ice Picks and Shaves
Saw Vises
Door Latches
Chest Handles
Door Pulls
Foot Scrapers
Cast Pliers
Fire Place Fixtures
Stove Pokers and Lifters
Stove Pipe Dampers
Pulleys (All Kinds)
House Numbers
Cast Hammers
Harness, Coat and Robe Hooks
Wind Mills
Feed Mills
Gasoline Engines

Stover Mfg. & Engine Co.
709 East Street
Freeport, Ill.

Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.
Send undersigned information regarding your
Name .....
Business .....
Address .....

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

Get Ready for Official Peace Celebration

All Wool Bunting **FLAGS** *Write for Prices*

OF ALL NATIONS NOW IN STOCK

FINNIE & MURRAY, LTD.
WINNIPEG, MANITOBA
Manufacturers of Tents and all Canvas Goods

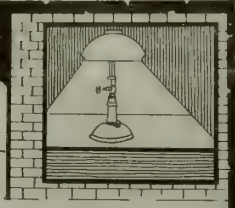
JOHNSTON BROKERAGE COMPANY
WINDOW GLASS

Selling numerous Standard Brands.
Carloads and Contracts Only.
Also 29 oz., 32 oz., 34 oz. and 39 oz.

EXCELLENT SERVICE LARGE CAPACITY
GOOD PACKAGES AND QUALITY

FIRST NATIONAL BANK BUILDING
Pittsburgh, Pa.
Canadian Agents: Joseph Taylor & Son, 53 Yonge St., Toronto, Ont

Dixon Safetee Lamp



DIXON'S SAFETEE LAMP
—a real home light for Rural Canada.
Safe, practical, efficient. Operates with gasoline. Lights with ordinary matches.
A money-maker for the hardware dealer. Order your stock now.
The Hamilton Gas Mantle Company, Limited
TORONTO Head Office and Factory: HAMILTON, CANADA MONTREAL

Place Your Order To-Day

We represented the best American houses in each different lines.

L. & I. J. White Co. Buffalo, N.Y.	For Butchers' Tools, Carpenters' Tools, Coopers' Tools
Burgess-Norton Mfg. Co. Geneva, Ill.	Hatchets, etc.
American Grinders Co. Milwaukee, Wis.	Grinders, etc.

Hardware Agencies
Southam Building, MONTREAL

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

BUR-NOR HATCHETS
WITH STEEL HANDLES

A Handle that doesn't break.
A Blade that keeps its temper.

15 Different Styles.

Make inquiries to-day about it.

BURGESS-NORTON MFG. CO.
GENEVA, ILL.

Representatives for Quebec and the Maritime Provinces:
HARDWARE AGENCIES, SOUTHAM BUILDING, MONTREAL

Look for the full name

Russell Jennings

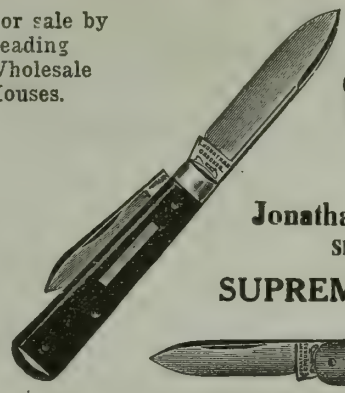
stamped on the round of our

Auger Bits

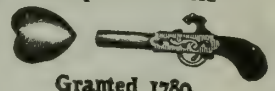
The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY



JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our
CUTLERY
By seeing that this exact mark is on each blade

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL



Entirely Different from Others

And Sell Quickly

PERFECTION STEEL ANKLE SUPPORT

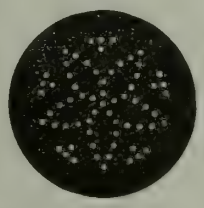
Patented in Canada and United States.

The Perfection Ankle Support is the only perfect support on the market.
It does away with all old-time cumbersome devices, and also the fatigue which prevents many from indulging in this healthful pastime.
The "Perfection" is something entirely new that will surely prove a popular seller this winter in your sporting goods department.

Made from the best quality Steel. Order from

OWEN SOUND STEEL PRESS WORKS
OWEN SOUND, ONT.

Chair Seats---In Three Ply Veneer Staple Patterns



Every C.V.C. chair seat is made of best material, well glued, nicely formed and carefully bored; corners of seats well rounded, edges smoothed, sandpapered and finished with real church pew varnish.

Ask for samples, and compare with any other make.

Canadian Veneering Co. Inc.
Acton Vale, Quebec.
Distributors: Richardson & Bureau, 55 St. Francois-Xavier St., Montreal

LOOK FOR THE **FLAG & CROWN** MARK



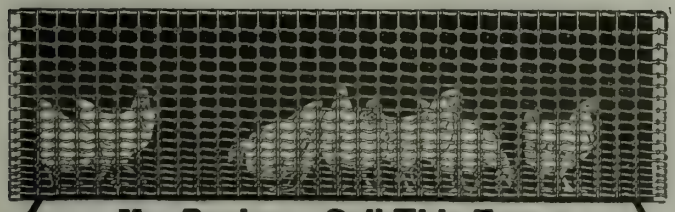
H.R.S & Co.

SHEFFIELD CUTLERY

Henry Rogers, Sons & Co. Limited

Established 112 Years

SHEFFIELD & WOLVERHAMPTON, ENG.



Mr. Dealer: Sell This Fence

Establish a trade that will stay with you and at the same time will show a substantial growth. Compare this strong, rustless, unyielding fence alongside flimsy netting, and every poultry raiser will flock to your store. Note the close spaces at bottom that turns the small chicks and keeps out intruders.

PEERLESS FENCE — THE ALL RECORD

SEND FOR LITERATURE

Get our catalogue of fencing for all purposes. Every foot of it guaranteed. Write today for agency in open territory. Our fence in every instance backs up our advertising.

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg Man. Hamilton, Ont.



Live Salesman

You will find that live retail salesmen, invariably read Hardware and Metal each week. You can reach the best retail salesmen in Canada through the "Wanted" page of HARDWARE AND METAL.

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

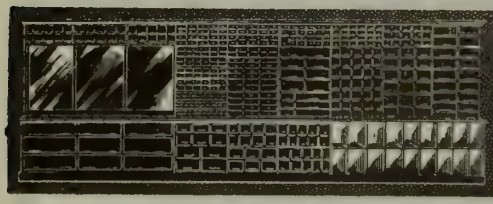
London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS

Manitoba — Bissett & Webb, Limited, Winnipeg

British Columbia—McPherson & Teetzel, Vancouver

Reliable QUALITY



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

CAMERON & CAMPBELL, Toronto, Canada

15 cents **VOLPEEK**

MENDS POTS & PANS



Show the housewife how easy it is to make leaky kitchen utensils good as new in an instant by means of Vol-Peek.

Vol-Peek can be applied with the finger—no tools necessary. And the mended article is ready for use in two minutes or less.

Vol-Peek is put up in attractive display stands that make sales easy. Order from your wholesaler or from us direct.

H. NAGLE & CO., Box 2024, Montreal



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

"WELLINGTON"

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid Street, Winnipeg.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

The Financial Post on Reconstruction and Government

THAT the Government should lift controlling restrictions and allow industry and business to readjust themselves to whatever conditions arise—exercising intelligent supervision through competent persons, but avoiding paternalism and class legislation, as well as public ownership—was the keynote of the great Reconstruction Conference at Atlantic City, attended by four thousand delegates representing the United States Chamber of Commerce War Service Committees. The views on the problems of the day and of the immediate future of such industrial captains as Charles W. Schwab, of Bethlehem Steel; John D. Rockefeller, Jr.; James A. Farrell, of United States Steel; Alba B. Johnson, of Baldwin Locomotive, were heard, together with many lesser notables in the American field of manufacturing, while in the group meetings there were many opportunities provided for discussion of the practical details of the questions which directly apply to the various industries.

Throughout the congress and the big convention of hardware manufacturers held later there was a note of confidence in the ability of industry to pass successfully through the period of reconstruction with intelligent regulation and co-operation by the Government, reasonable taxation and aid rather than hindrance in consolidation of interests for the reduction of overhead in the production of increased output. These various questions represent to-day the problems of Canadian manufacturers as well as those of the United States. Business and economic conditions in the two countries are very similar.

These are the opening sentences of an important article by a POST staff representative who attended the conference. Besides this leading article

THE POST
THIS WEEK CONTAINS

Business Needs an Intelligent Tax Programme
Royal Bank Also Likely to Open a Paris Branch
Price Question Has Puzzled Bond Market
Montreal Strike Does Not Annul Fire Policies
Little Building Improvement is Indicated Yet
Selling Agency to Build Trade With Far East
Imperial Tobacco Earned Nearly 12 Per Cent.
Finances of Victoria, B.C., in Good Shape
Surpluses are Shown by City of Saskatoon
Gary Speaks on Relation of Wages and Prices
Canada Added to Adverse Trade Balance in October.
Should Bank Manager Have Handling of His Own Advertising?
Toronto Bond Sale Sets a New Standard
Arguments for Trade Optimism
Hamilton Electric to Stop Operating
Ontario's Housing Plan Announced

Above mentioned are a few of the more important contents of this issue of THE FINANCIAL POST. Send a subscription to THE POST and note its business value to you. Use this form in sending subscription which is $3.00 per year.

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me THE FINANCIAL POST every week till further ordered. I will pay subscription price $3.00 per year on receipt of bill or you may draw on me for this.
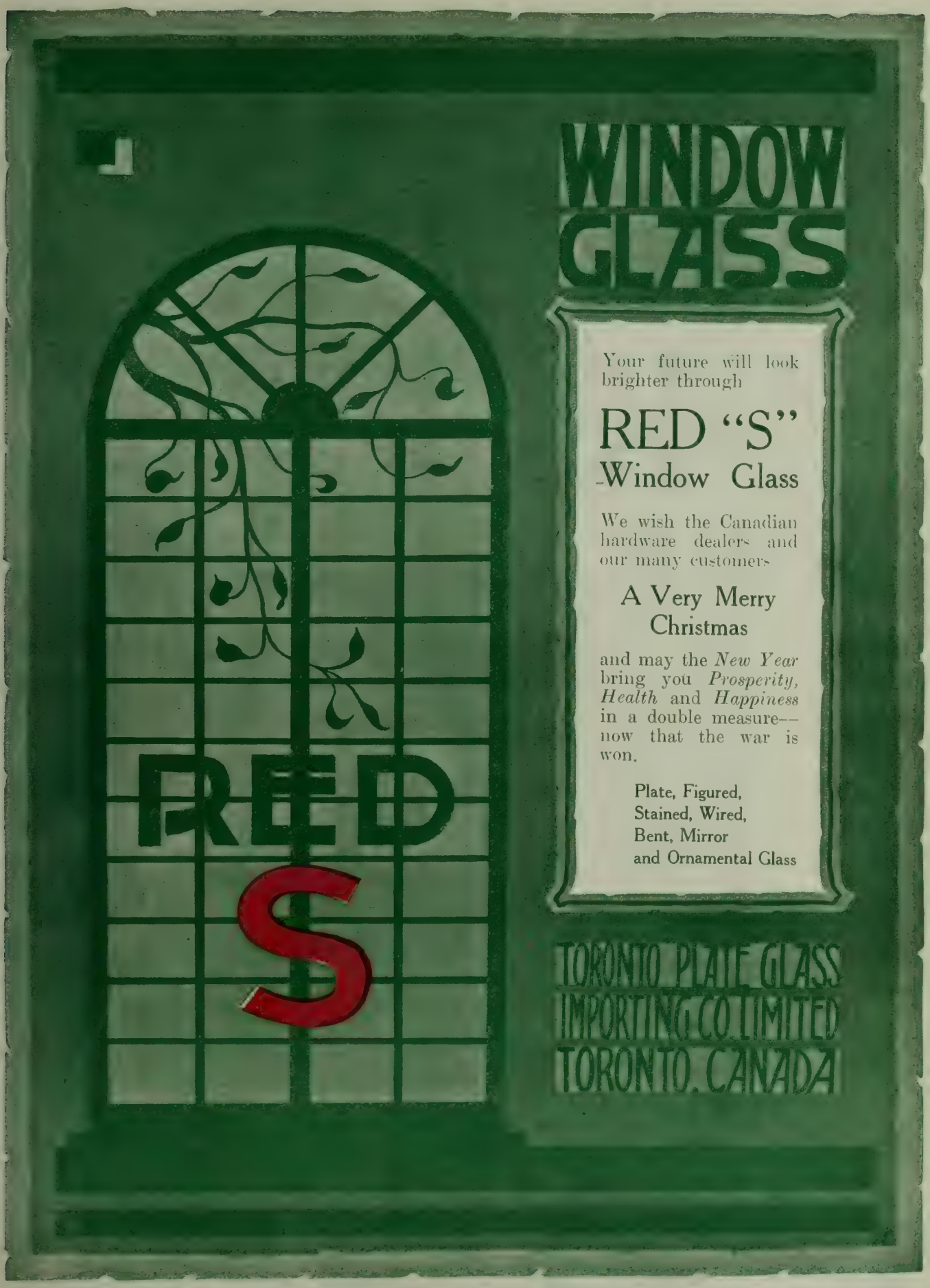
Name .....

Address .....

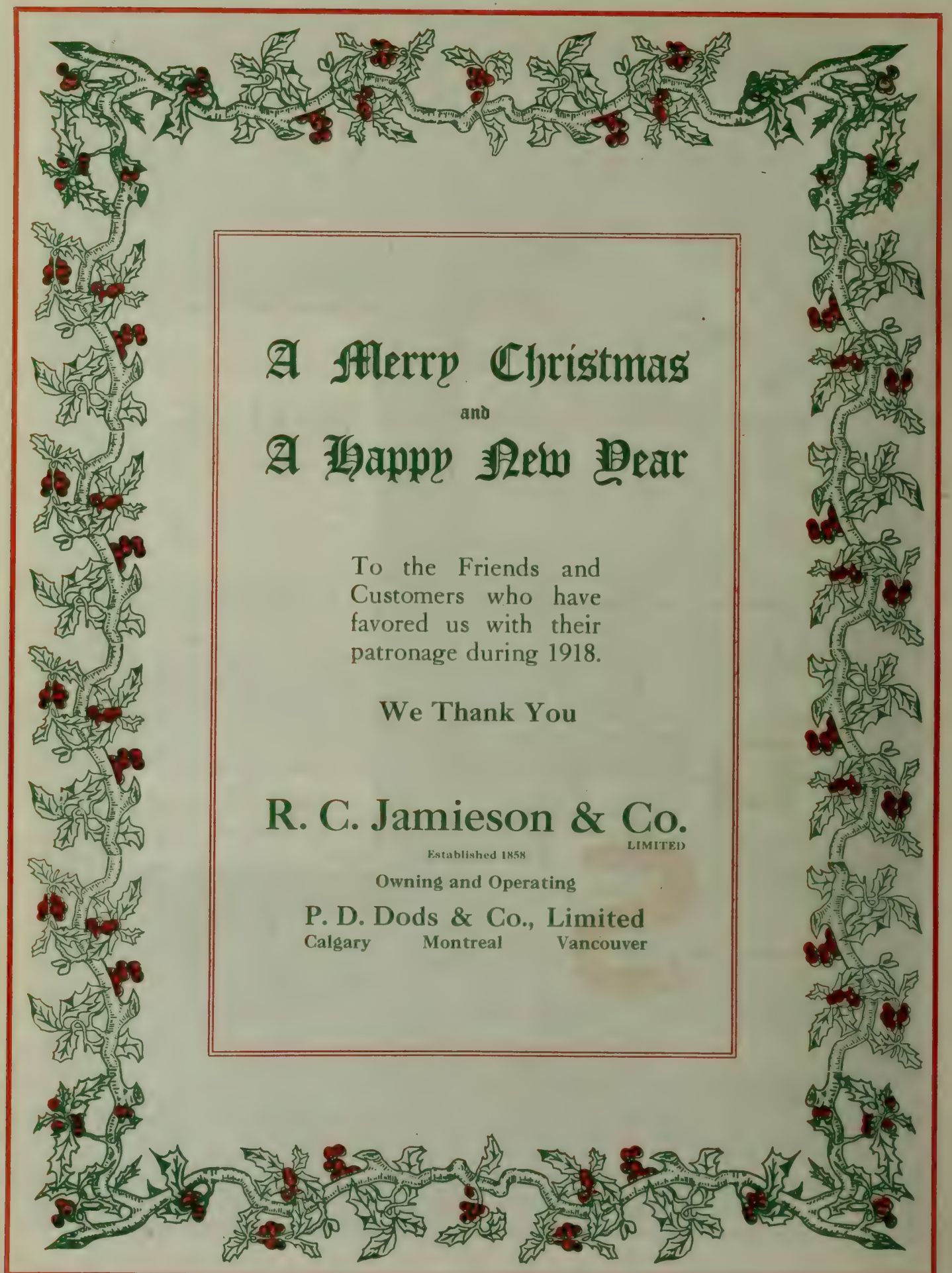
.....

H.&M.

When answering Advertisements in this paper please Mention Hardware and Metal



If interested tear out this page and place with letters to be answered.



A Merry Christmas

and

A Happy New Year

To the Friends and Customers who have favored us with their patronage during 1918.

We Thank You

R. C. Jamieson & Co.
LIMITED

Established 1858

Owning and Operating

P. D. Dods & Co., Limited

Calgary Montreal Vancouver

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED



Here's a Greeting–

across the space that separates us; taking to you our best wishes at this Christmas time,

We hope that all the shadows of unhappiness which have come to you during the past four years will be blotted out with the sunshine of good things which will be yours in the peaceful days to come.



THE JAMES SMART PLANT
Brockville, Ont. Winnipeg, Man.



Peace on Earth Goodwill Toward Men

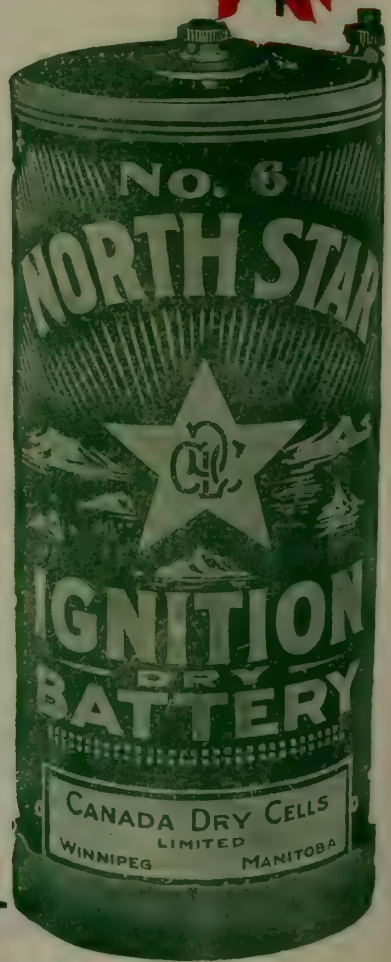
A Merry Christmas and A Happy New Year

To our many friends and customers who have made 1918 so pleasant and successful a year.

North Star Ignition Batteries

Canada Dry Cells Limited

Winnipeg, Manitoba



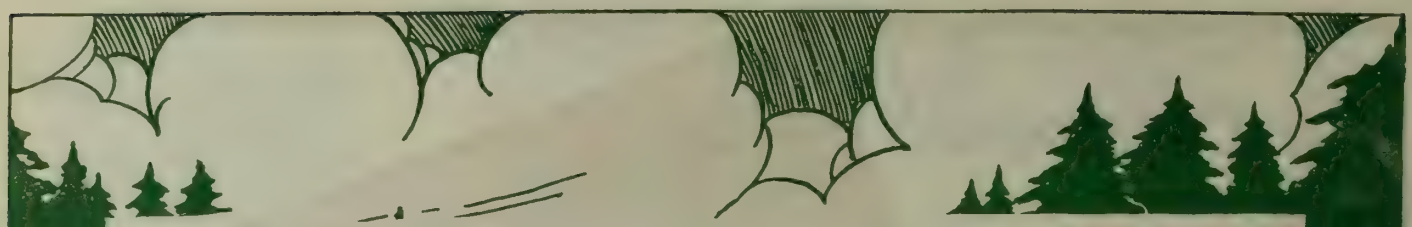
Our Catalogue!

CONSULT it often during the coming year. You will find it a paying proposition during 1919 as it has been in previous years.



WE take this opportunity of extending to the iron, steel and metal and marine supply merchants of Canada and our many many friends our sincere wishes for a merry Xmas and prosperous New Year.

The
Manitoba Steel & Iron Co.,
Limited
WINNIPEG, MANITOBA



LONDON
NEW YORK
ST LOUIS

G F ALLEN,
MANAGER

HOYT METAL COMPANY

EASTERN AVE & LEWIS ST

TORONTO

December 21st.1918

TO THE TRADE -

Dear Sirs -

In the Christmas Holiday Season now approaching, we have great cause for extreme thankfulness, and owe to those who have risked their lives and to those who have made the Supreme Sacrifice, an undying pledge of gratitude.

We, who live in Canada, can have great pride in our young men in the wonderful effort they have made to free the World of the greatest menace of all time. With this in mind we, of all people, should find this Holiday Season one of great joy.

With our past efforts so satisfactorily concluded we can view the future with great hopefulness.

Wishing you a very Happy Christmas and a Prosperous New Year, we remain,

Yours truly,

G. F. Allen.

GFA/N.

Manager.

If interested tear out this page and place with letters to be answered.



Never a Christmas morning
Never the Old Year ends
But somebody thinks of somebody
Old days, Old times,
Old friends.

OTTAWA PAINT WORKS LIMITED

TORONTO OTTAWA CANADA VANCOUVER



OUR NEW OFFICES AND FACTORY, VAN HORNE AND DUFFERIN STS., WEST TORONTO

—to the trade

Greetings

With Every Good Wish For A Very Merry Christmas and All Happiness and Prosperity Throughout The Coming Year

SANDERSON PEARCY & CO., LIMITED

Van Horne and Dufferin Sts., West Toronto

If interested tear out this page and place with letters to be answered.



To all our customers

A Merry Christmas

and a

Happy and Prosperous New Year

Frothingham & Workman, Limited

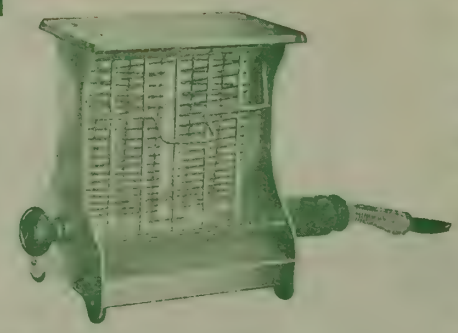
199-203 ST. PAUL STREET -:- MONTREAL



National ELECTRIC



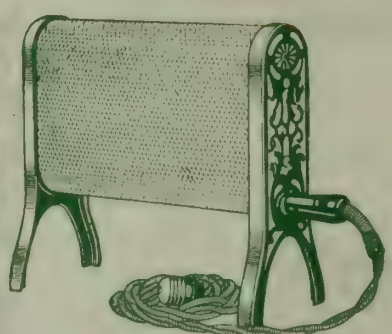
Model B 6-lb. Iron
Cat. No. 106



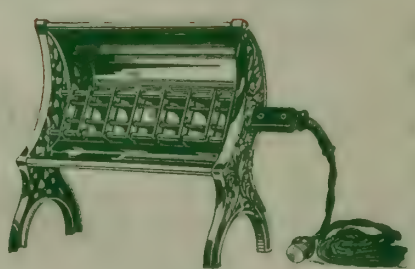
Upright Toaster
Cat. No. 175

The National Electric Heating Co., Ltd.

Extends To Its Customers The Season's Greetings



660 Watt Air Heater
Cat. No. 1266



Glower Heater
Cat. No. 1200

National ELECTRIC

If interested tear out this page and place with letters to be answered.



A
Merry
Christmas
and a
Happy New Year
to you
all.

INTERNATIONAL VARNISH CO. LIMITED.

Vancouver Halifax TORONTO Montreal Winnipeg



If interested tear out this page and place with letters to be answered.







That you may enjoy

A Merry Christmas

and

Prosperity

throughout the

New Year

is our Christmas Wish to all our friends.

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.

Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet & Tin Plate Company





WE take this opportunity to thank our friends, the hardware merchants of Canada, for their patronage during the past year. We look for prosperity, happiness and even greater co-operation during 1919.

D. ACKLAND & SON, LIMITED
WINNIPEG CALGARY

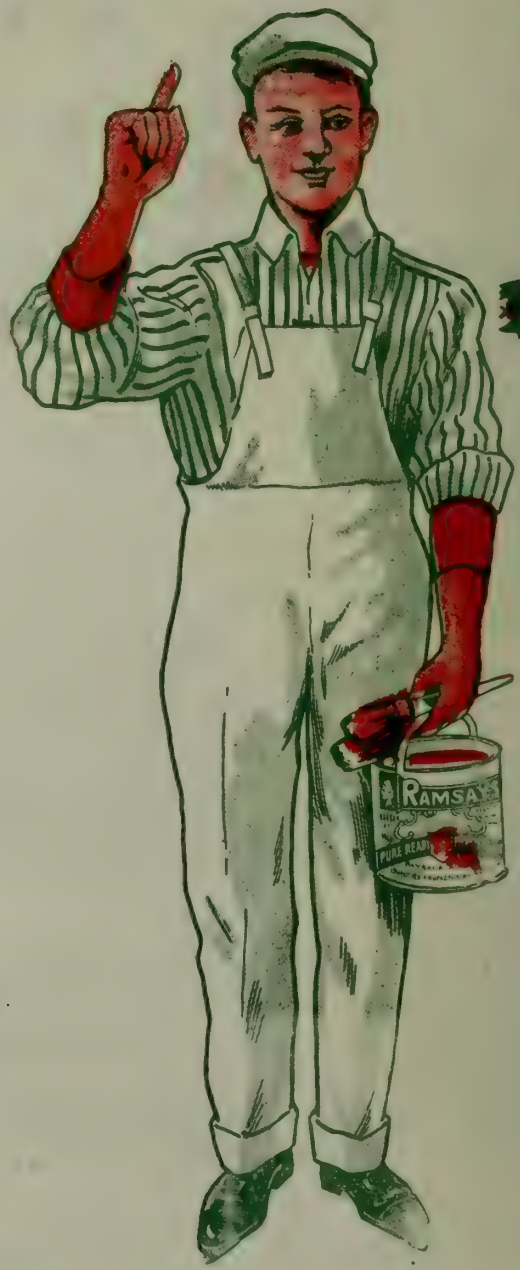
That you may have a

Joyous, Merry Christmas

and a

Plenteous Share of Blessings

throughout the coming year is our wish to you.





A. Ramsay & Son Co.

PAINT AND VARNISH MAKERS SINCE 1842

MONTREAL

Toronto Vancouver



Christmas Greetings

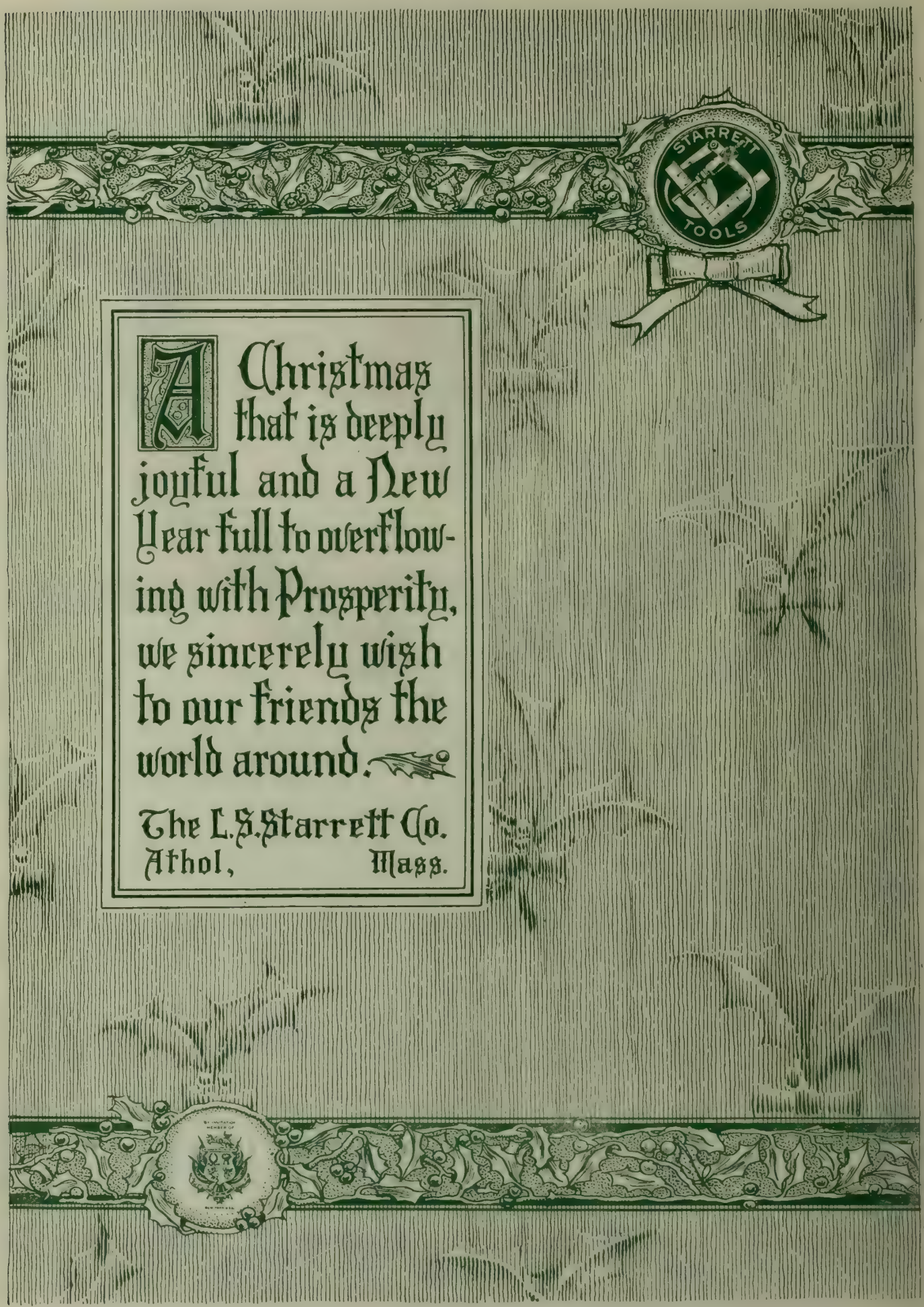
Peace—and Good Will to Men. May we in a truer sense join in the good old message, yet ever appropriate —now that the war is won.

Happiness—may you enjoy a *Very Merry Christmas* and the Festive Season be one of Joyous Happiness for you.

Prosperity—may the *New Year* be one of Plenteous Prosperity for you. We sincerely thank all our customers and friends for past favors and hope to still be pleasantly associated with you in the better days that are ahead for Canada.

Dominion Cartridge Company, Limited

Montreal, Canada



If interested tear out this page and place with letters to be answered.

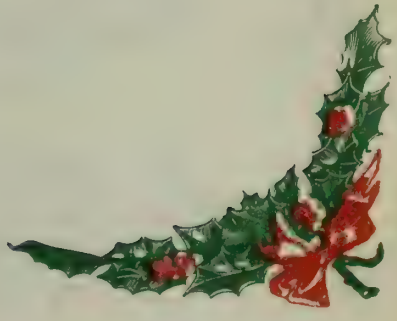


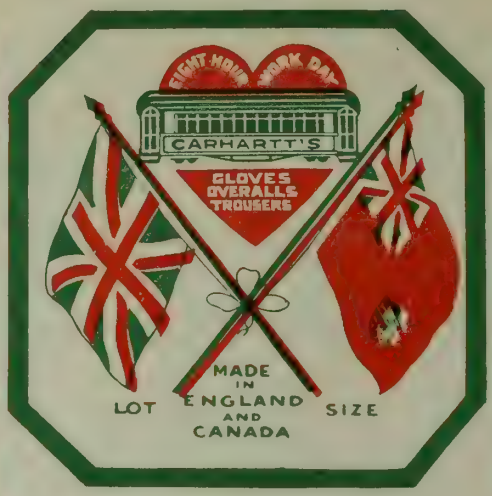
In all sincerity the Executives and Employees of the Gurney Foundry Company wish you every joy of this, the first Peace Christmas, and the best that the coming years can bring you.

THE GURNEY FOUNDRY CO., LIMITED

Toronto, Canada

Branches: Montreal Winnipeg Calgary Vancouver





TRADE MARK

Here's to the working man—a healthful, happy New Year, an eight-hour day, plenty of work and good wages.

* * * *

Here's to the farmer—may his fields yield him big returns for his labor and investment. May peace bring him happiness and prosperity.

* * * *

Here's to all Hardware Canada! Here's to you!

THE MAKERS OF

Carhartt's Gloves and Overalls

The Hamilton Carhartt Cotton Mills, Limited
Toronto Unit



Christmas is here again and the greatest year in the world's history is about to pass into the great beyond.

To those who have suffered for the sake of Humanity, may we, with a full heart, offer you our kind sympathy and a word of good cheer at this Christmas-tide.

May this **Christmas** for you be a truly **Happy One.**

To those who have been associated with B.-H. during 1918, we thank you for your favors and hope that we were, in some measure, instrumental in making this a successful year for you. May we couple with our **Season's Greetings** our assurance of untiring service to you during 1919.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

If interested tear out this page and place with letters to be answered.



Wishing you Prosperity & Happiness during the coming year

Gutta Percha & Rubber, Ltd.

TORONTO HALIFAX MONTREAL OTTAWA FORT WILLIAM WINNIPEG
REGINA SASKATOON LETHBRIDGE CALGARY EDMONTON
VANCOUVER VICTORIA SYDNEY, MELBOURNE and PERTH, AUSTRALIA

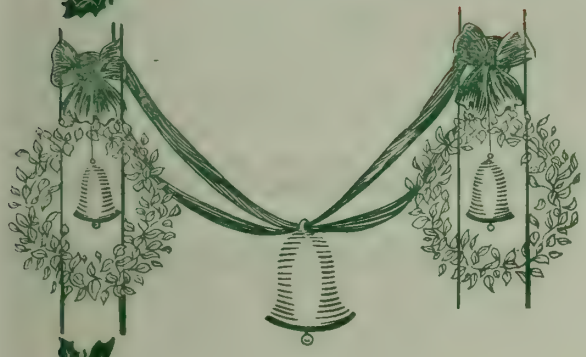
If interested tear out this page and place with letters to be answered.

MAPLE LEAF

M FINISHES THAT ENDURE L

QUALITY

PAINTS & VARNISHES



Xmas 1918

AS the years roll by in the world's great come-and-go, may you be prospered in the good-will and service that you render to your fellow men through your paint department.

"Maple Leaf Quality makes good because it's made good."

THE IMPERIAL VARNISH & COLOR CO. LIMITED

WINNIPEG TORONTO VANCOUVER

CANADA



TO ALL OUR CUSTOMERS AND CUSTOMERS TO BE, WE EXTEND

Heartiest Christmas Greetings

AND EXPRESS THE SINCERE WISH THAT 1919 MAY PROVE A REALLY

Happy Prosperous New Year

The Peterboro Lock Mfg. Company, Limited

PETERBORO ONTARIO



IN extending to our many friends and customers a *Christmastide* brimful of joy, we also wish for them a *New Year* of unusual prosperity and happiness.

SOREN BROS.

545-7-9 King Street West

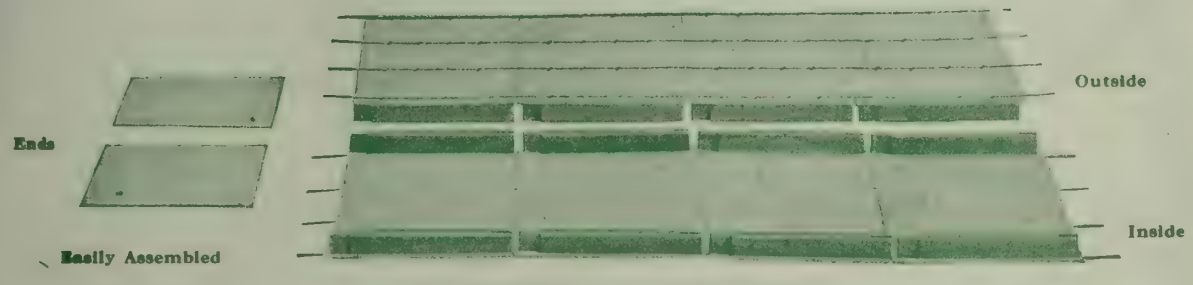
TORONTO, - ONTARIO

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The Best Christmas Box

4-ONE WIREBOUND BOX

(Famous for Economy)



VIEW SHOWING BOX IN KNOCK-DOWN

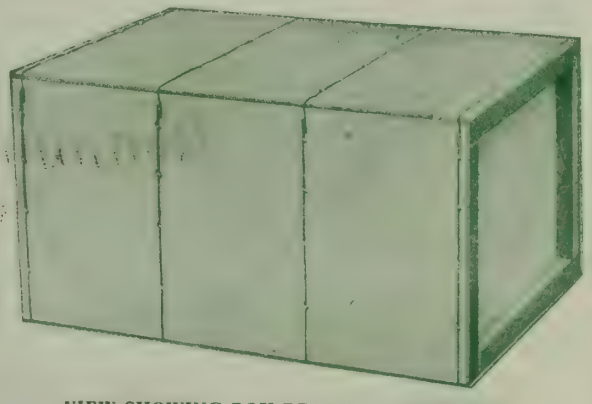
For packing your product at Christmas or at any other time there is no other packing case as **light,** as **strong,** or as **secure** as the 4-One Wirebound Box.

Its **Lightness** means a saving in Freight.

Its **Strength** guarantees goods arriving in good condition thereby eliminating claims.

Its **Security** protects contents against pilfering during transit.

Would you like us to send you samples and prices? State what size (inside measurements)—length, width, depth, and weight of contents.



VIEW SHOWING BOX READY FOR SHIPMENT

Wishing You the Compliments of the Season

CANADIAN WOOD PRODUCTS LIMITED

TORONTO

Greetings to the hardware trade of Canada

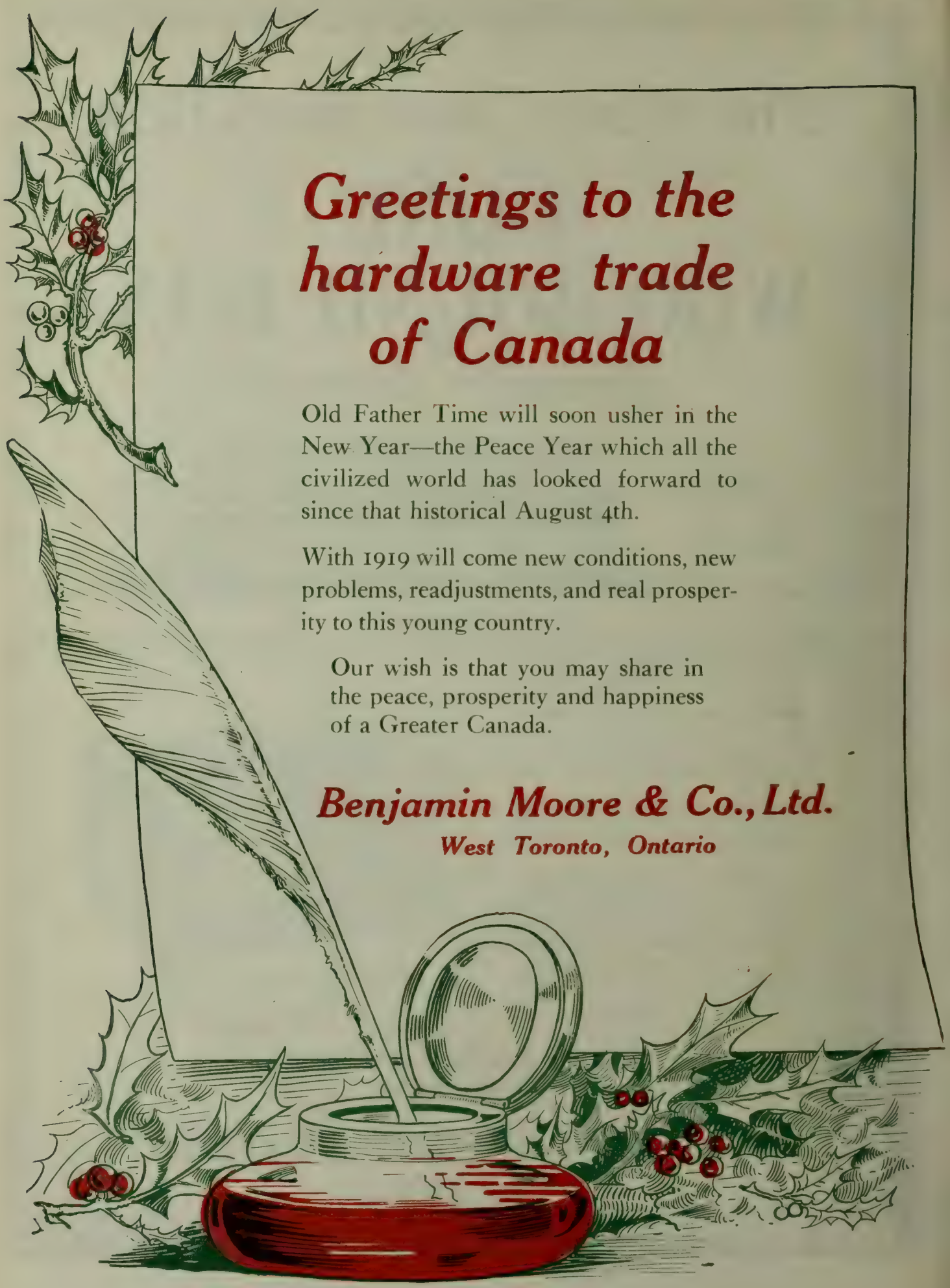
Old Father Time will soon usher in the New Year—the Peace Year which all the civilized world has looked forward to since that historical August 4th.

With 1919 will come new conditions, new problems, readjustments, and real prosperity to this young country.

Our wish is that you may share in the peace, prosperity and happiness of a Greater Canada.

Benjamin Moore & Co., Ltd.

West Toronto, Ontario





Sincerely wishing you a
Merry Christmas
and a Bright and
Prosperous New Year,
which may realize your
highest aims

Dominion Linseed Oil Co., Ltd.

TORONTO BADEN MONTREAL



Lowe Brothers Paints



TO all the Canadian Hardware Dealers, we extend **Hearty Greetings** and **Best Wishes for a very Pleasant Christmas** and a **Happy, Successful New Year.**

We also wish to thank you for the business courtesies extended us and hope that we may in some measure have a part in making 1919 a year of greater prosperity for you.

Lowe Brothers LIMITED
TORONTO

Dayton Boston New York Chicago Kansas City

TINKERTOM'S TALKS.



Talk No. One Hundred and Seventy-eight

Laurels of Victory for the fallen heroes A Glad Welcome to the homecoming Boys A much Happier Christmas than we had thought possible. May we all deserve it!

TINKER TOM.

Look for Talk No. 179 next week.

DOMINION SHEET METAL CORPORATION, Limited
HAMILTON, CANADA

A Satisfied Customer the Best Advertisement

We are pleased to inform you that we are simply delighted with your CANADIAN GROCER.

It is certainly most interesting, and your market reports are about as reliable as they can be. ***In fact,*** *we do not see how we could do without it now, and the best proof we can give you that we* ***really appreciate*** *your paper is in subscribing to another one of your trade papers,* HARDWARE AND METAL, ***which you will*** *please send along with* CANADIAN GROCER.

P. PAUL & CO.,
Duncan Station, Que.

If interested tear out this page and place with letters to be answered.

Greetings to Our Friends and Customers

May we take this opportunity to express our appreciation of pleasant business relations by wishing you

A Merry Christmas
and a
Happy, Prosperous New Year

May we ever have your kind consideration.

Caverhill, Learmont & Co.
Montreal

DOWSWELL, LEES & CO., LTD.

Christmas Greetings

WE sincerely thank our many friends for their expressions of good-will during the past year and wish them a Happy and Prosperous New Year.

DOWSWELL, LEES & CO., LTD.



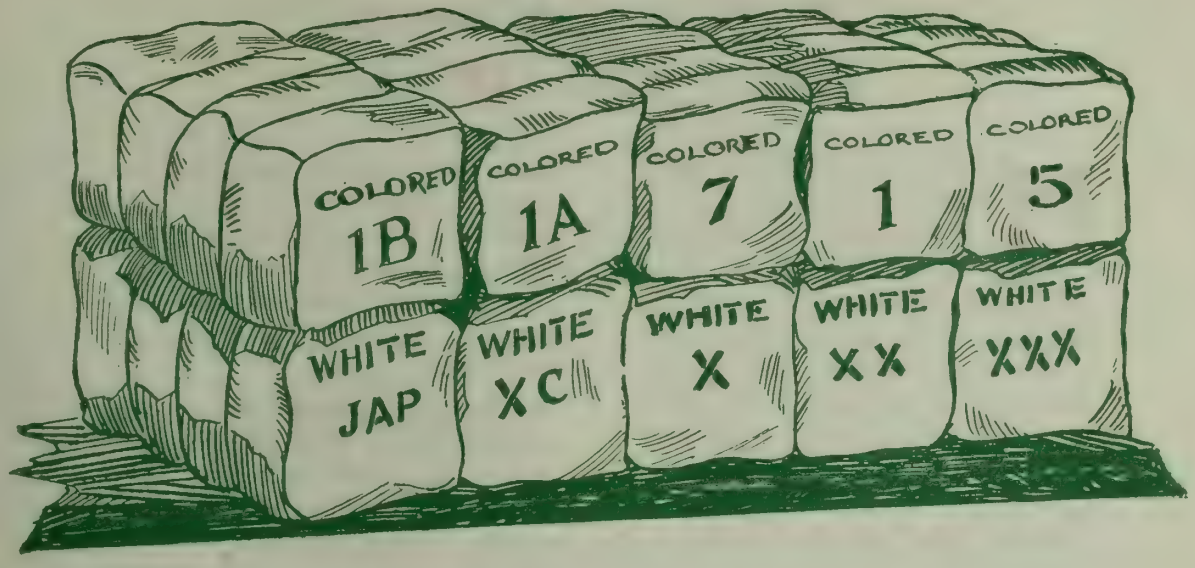
Washing Machines, Wringers, Etc.

HAMILTON, ONT.





If interested tear out this page and place with letters to be answered.



With the signing of the armistice and peace in sight the New Year takes on a new aspect—new and greater business possibilities than Canada has known since Aug. 1914.

We wish the hardware trade of Canada, retailers, wholesalers and manufacturers, the greatest year of prosperity in the history of the Dominion.

ACME WASTE MANUFACTURING CO., LIMITED

482 WELLINGTON, ST. W., TORONTO

5 Queen St., Montreal

1206 McArthur Bldg., Winnipeg

If interested tear out this page and place with letters to be answered.

A New Christmas and a New World

AS THE LIGHT of another Christmas morning is about to stream through our windows; as the Christmas impulse of joy and generosity courses through our veins; as new hope springs in the heart of all mankind—and as we stand on the threshold of a new and better world, we, here at the Victor Plant, send you our traditional Canadian Greeting.

It is our hope that this Christmas may bring you a large measure of happiness, heaped up, pressed down, running over; and that the coming year may bring you not only material prosperity, but much else that is good and desirable.

We appreciate the confidence you have shown in us; for the many courtesies you ahve extended, we thank you; and with every resource at our command, we shall strive to merit a continuance of your co-operation.

As a nation, we are just emerging from the most cruel and destructive war the world has known; with its hideous and satanic clutch, it has collected toll from every corner of the universe; from our own firesides here in Canada—and possibly from yours.

When the hour of fate was upon us, we gathered up our jewels of manhood and went into the conflict, resolved on measureless ruin or complete success. Terrible as this war has been, yet it has displayed the spiritual grandeur of our nation—and the nobility of our race.

The principles we have fought for in this war shall go down honored and cherished to our children. Generations unborn shall enjoy the result of the great price we have paid; and even if we leave them poor in everything else, we will transmit to them the boundless wealth of its blessings.

Yes, we who dwell under the Union Jack have paid a price for the world-liberty we helped to win; and for the great question we helped to settle.

Old monarchies which for centuries have been governed by the primitive conception of "God-Kingship"—and the belief that the "rule of the many" is not a good thing, have disappeared from the face of the earth; and others are tottering to their fall.

The Czar has paid the price of his own errors and the errors of his predecessors. The peoples of Russia are blindly striving to recover from the darkness, the ignorance, the social and political helplessness in which autocracy left them.

Victor Saw Works, Ltd., Hamilton, Canada

Christmas 1918

If interested tear out this page and place with letters to be answered.

A New Christmas and a New World

The King of Austria-Hungary is gone. Austria-Hungary is gone. Wilhelm II., of Germany, is condemned. The Hohenzollern has followed the Romanoff.

In this age of steam, electricity and popular education, quick communication and the transmission of ideas have made the world a better place to live in. It is this enlightenment, this increased understanding that has reversed the old-world established order of things. The many have conquered the one. Autocracy has been crushed by Democracy.

Now that the smoke of battle disappears from our horizon, each of us is greeted by the dawn of a new day, a new future, new opportunities to render a more genuine service to mankind. We feel a bit more keenly than in the past, our obligation to the age and generation in which we live; and are eager to pay our obligations, each according to his talent, in the coin of unselfish service and unstinted justice.

Success in personal affairs is a thing much to be desired; wealth also is good; honor is better, but justice exceeds them all; for where justice reigns, every man and every nation is safe.

Justice is the ligament which holds men and nations together. Wherever its temple stands and so long as it is duly honored, either among nations—or in personal affairs, there is a foundation for general security, general happiness, and the improvement and progress of all men.

To delay justice, is injustice. The offender shall be punished—and the oppressed relieved.

Justice commands us to have mercy upon all men, to consult the interests of the whole human race; to give to every man his due—to injure no sacred, public or foreign rights, and to forbear touching what does not belong to us.

We have been taught that truth is the forerunner of justice, freedom its child; peace its companion. Safety walks in its steps; victory follows in its train; it is the attribute of God.

With this war won, new problems confront us; and the success of our personal future and the future of the world, depends on the wisdom and understanding we display.

There is a margin of safety in realizing that there will always be battles, but that the most serious are not those that are fought with guns and swords. There is something essentially fine in the man who can meet the daily conflict and emerge victoriously, with undaunted spirit. He can be compared with gold, having gone through the refiner's fire, where the dross is cast off—and the good comes out so bright and clear that it reflects the image of the refiner.

So, as we stand on the threshold of this new Christmas and this new world, we should not be unmindful of the great truth that the ultimate security of the universe lies in the direction of enlarged and comprehensive wisdom, which includes knowledge and spiritual development—and every influence and institution which supports them.

Victor Saw Works, Ltd., Hamilton, Canada

Christmas 1918

If interested tear out this page and place with letters to be answered.

Our Christmas Greetings

TO OUR CUSTOMERS: Those numerous friends, who through their Loyalty and Good Will, have made possible for us a successful business year, we extend at this Christmas Season our Greetings and Good-Will. May your business efforts during the New Year be successful beyond your highest hopes.

TO THOSE DEALERS WHO HAVE NOT TESTED OUR SERVICE: We also extend our greetings. During the New Year we solicit your enquiries and orders. We are organized to give prompt, efficient and courteous service.

A mail order will convince you.

WHITES LIMITED
WHOLESALE HARDWARE & METALS
COLLINGWOOD - - ONTARIO

The MacLean Business and Class Publications in Canada

TO SELL or buy from Canada such lines as machinery, hardware, food products, dry goods, books and stationery, paper, printing machinery and supplies and general merchandise of almost every description, raw or manufactured, use or consult the MacLean Business and Class Publications, as per list below. For special information, write the publishers. Concerning the quality of the MacLean publications, let this copy of HARDWARE AND METAL which you hold in your hands speak for all. The MacLean list of 14 publications is as follows:—

THE CANADIAN GROCER (Est. 1886)
HARDWARE AND METAL (Est. 1889)
DRY GOODS REVIEW (Est. 1889)
MEN'S WEAR REVIEW (Est. 1898)
CANADIAN MACHINERY (Est. 1905)
THE POWER HOUSE (Est. 1907)
BOOKSELLER AND STATIONER (Est. 1884)
THE SANITARY ENGINEER (Est. 1907)
MARINE ENGINEERING OF CANADA (Est. 1910)
CANADIAN FOUNDRYMAN (Est. 1909)
PRINTER AND PUBLISHER (Est. 1892)
THE FINANCIAL POST (Est. 1907)
MACLEAN'S MAGAZINE (Est. 1896)
THE FARMER'S MAGAZINE (Est. 1910)

This fact may interest you: namely, the MacLean organization is the largest concern of its kind in the British Empire. The output of its mechanical department every working day is the equivalent of a 112-page publication of the size and type of this copy of HARDWARE AND METAL.

Our London Office, 88 Fleet Street, E.C.

Also at: NEW YORK, BOSTON, CHICAGO, MONTREAL, WINNIPEG

For over 20 years the MacLean Publishing Company has maintained a fully staffed London office, and has rendered British and Continental manufacturers, shippers, and traders an invaluable service in many directions.

Specimen copies of the MacLean publications will be cheerfully forwarded to all asking for them. Address us at London or Toronto.

The MacLean Publishing Company, Limited

143-153 University Avenue **Toronto, Canada**

"Member Audit Bureau Circulations."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, DECEMBER, 21, 1918 No. 51

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

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C. W. BYERS, Western Representative.

G. S. WILLIAMSON, Associate Editor.
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UNITED STATES—New York, R. B. Huestis, Room 620, 111 Broadway; Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024; A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson Street, Chicago. Phone Harrison 1147.

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OUR BEST WISHES

for a

HAPPY CHRISTMAS

and may

VICTORY

attend our efforts
during
1919

A. C. LESLIE & CO., LIMITED
560 St. Paul Street West
MONTREAL

JOHN LYSAGHT

LIMITED
Bristol and Newport

We extend our heartiest seasonable wishes to our many friends in Canada, and hope that before another year elapses we may be able to resume shipments to Canada.

A. C. LESLIE & CO., LIMITED
Managers Canadian Branch
MONTREAL

O-CEDAR Is Seasonable

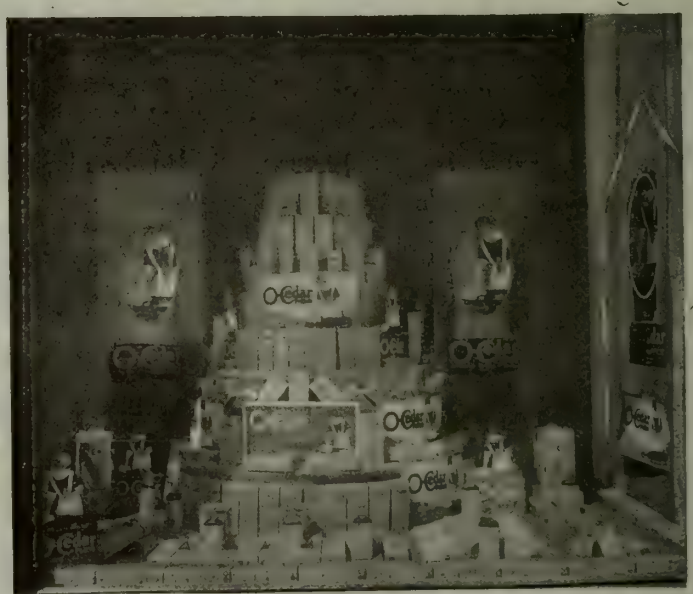
ALL THE TIME

There is never a month in the year when O-Cedar does not deserve a conspicuous location in your store. If you have ever thought about it as a "seasonable" line—only to be pushed in the Spring and Fall—get over that notion right away, and see what a splendid Christmas seller you can make of

O-Cedar Polish Mop

And, if you have been in the habit of considering seasonable specialties as especially profitable, don't forget that few of these so-called "seasonable" lines afford you more profit—or even as much—as O-Cedar. This well-advertised polish and its companion mop, sell steadily the year 'round and give you a handsome net profit **at pre-war prices.**

Order from your Jobber.



Try a Display Like This in Your Store and Watch O-Cedar Move!

CHANNELL CHEMICAL COMPANY, Limited

369 SORAUREN AVENUE, TORONTO

If interested tear out this page and place with letters to be answered.

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

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Christmas Greetings



DECEMBER 25 *this year marks the greatest Christmas in more than nineteen hundred years, the second greatest Christmas in the history of the world. The first Christmas was the beginning of a new era in the history of mankind. Christmas,* 1918, *marks the beginning of a new period in the history of the world. Millions of people are rejoicing that the world has been kept free for liberty-loving races, and because right has triumphed over might.*

To the people of the British Empire who have been leaders in the fight to keep the world free, Christmas, 1918, *causes special rejoicing. Because the grim shadows of war have been removed and replaced by the sunshine of glorious victory, the people of the Empire, in spite of the heavy sacrifices they have made bravely and unflinchingly for five years, are looking out on a future that seems particularly bright.*

To no nation in the world is the future brighter than to Canada. Her soldier sons for nearly five years have fought side by side with the best fighters in the world and have won a place of honor with them. While thousands of the boys will not be home in time for Christmas, the knowledge that their work has been completed, and completed as all hoped it would be, is most satisfying.

Christmas this year will be Christmas in a very real sense. People everywhere are happier than for many years and with the war clouds past are looking forward as never before to greater and brighter years.

To all readers, the editors of HARDWARE AND METAL *extend the heartiest wishes for a very Happy Christmas.*

No "Dead" Accounts to Worry Over

Manager of the Fenn Hardware Company Tells How Advertising Cash Basis and Good Service Have Made His Business Steadily Expanding—Daily Press Is Awakening Also to the Situation.

HOW would you like to end the year with the largest volume of business you had ever handled to show for your efforts during the twelve months and only $200 in outstanding accounts? This is the happy position in which E. Fenn, manager of the Fenn Hardware Company of Galt, Ont., finds himself.

Mr. Fenn says there are three main factors which brought about these results. He has tried to make his store stand for service throughout, he is a firm believer in advertising and ever since he came to Galt five years ago he has been doing business on a basis as close to strictly cash as possible. There are a few cases in which he decided it would be all right under the circumstances to grant credit. That accounts for the $200 he has outstanding at present.

Makes It Worth While

Mr. Fenn has found that he always gets results from his advertising. As will be seen from the accompanying illustration he works along definite lines. He makes his ads. timely as the cut of St. Nicholas and the long list of gifts appropriate to the season show. He always believes in stating the prices plainly, and he takes special pains to let the buying public know that it is worth their while to pay cash. As a special inducement during the holiday season he announced a five per cent. discount on all cash sales.

As a result of his policy of consistent advertising and selling for cash Mr. Fenn states that every year since he has been in business his trade has shown an expansion. Because he gets cash he has the money he requires to put right back into his business at the time he needs it.

"The cash plan has worked out well," he stated. "When people know the policy of the store it discourages requests for credit. Other firms are willing to carry long standing accounts if they want to, but I have had very little of that trouble and no serious losses."

Keenly Interested

As pointed out from time to time in HARDWARE AND METAL the question of eliminating unnecessary "credits" is receiving the careful consideration of retailers all over the Dominion. The grocers of Canada are perhaps leading in the move to get on a cash basis, but many hardware firms are in line with the move also.

Here is another announcement which appeared in the December 12 issue of the "Economist' o'f Shelburne, Ont.:—

"As we closed our books on the first of November, and will do a strictly cash business in future, all book accounts are to be paid on or before the first day of January, 1919. After that date they will be given over to the collector and his fee will be added thereto. J. J. Metcalfe."

In the Press, Too

The cash basis question is beginning also to attract the attention of the daily press. The "Canadian Observer" of De-

(Continued on page 74)



Seasonable Advertising as used by the Fenn Hardware Co. that attracts and gets trade.

THE CHRISTMAS WINDOW CONTEST

ENTER your Christmas display window and go after one of the cash prizes offered by HARDWARE AND METAL. *The field is wide open and every hardware man has an absolutely equal chance. Get the photos of your window taken NOW and mail them to* HARDWARE AND METAL. *Remember, there are no restrictions of any kind, the only condition being that the goods shown must be for the Christmas trade.*

ENTER YOUR CHRISTMAS WINDOW NOW

Two contests will be conducted—one for stores in places under 5,000 population; the other for places of 5,000 and over.

Eight Prizes Will Be Offered As Follows:

Places Under 5,000		Places of 5,000 and Over	
First Prize	$10.00	First Prize	$10.00
Second Prize	5.00	Second Prize	5.00
Third Prize	3.00	Third Prize	3.00
Fourth Prize	2.00	Fourth Prize	2.00

Contestants will note that an equal number of prizes are offered to the small town trimmer as to those in the larger towns and cities.

The contest closes Wednesday, January 1. No photos received after that date will be entered unless there is proof that they have been delayed in transit.

All matter should be addressed to "The Editor, HARDWARE AND METAL, *143-153 University Avenue, Toronto," and marked "For Christmas Window Contest."*



This window of cutlery and silverware was arranged particularly with a view of providing prospective customers with suggestions for useful and attractive gifts. Note the seasonable decorative effects, the free use of price tickets, and the moving toboggan slide on the right. This was a striking feature which caused thousands of shoppers to stop.

Four Windows That Sold the Goods

Price Cards Regarded as Essential to Successful Display by Manager of Aikenhead Hardware, Limited—Says "Drives" in Special Lines of Hardware Invariably Produce Results.

"WE aim to make every window answer the universal question, 'How much?' We change them once a week and we find that by making them striking and by making 'drives' in special lines that we always get direct and immediate results."

This in brief sums up the definite policy pursued by the Aikenhead Hardware Limited, of Toronto, in regard to its window displays. The firm's four Christmas windows, arranged specially for the holiday trade, are reproduced in connection with this article, and hardwaremen may find in them many ideas worth following out in their own windows.

Price is Important

"Everybody wants to know the price," said W. J. A. Lytle, manager of the Aikenhead firm to HARDWARE AND METAL. "We find that is one of the most important factors in connection with our window displays and we make a special point of seeing that every article bears a price card. We have had many people come in three weeks or a month after a window display and say that they wanted such and such an article that was in our window at such a time and at such a price. This shows how both the window display and the price are fixed and associated in the minds of the buying public. Again, there are scores of people, prospective customers, who are interested in the prices of articles shown but who do not like to walk into a store and ask for fear that it may be higher than they expected and that they may be forced into taking it. The price card answers their question immediately. It works another way also. Even if the price is high the buyer gets the price fixed in his mind and accepts that price as a standard. This is a big help often to the merchant."

Business Is Good

"Business with us has been splendid and we look for it to continue so. For the past three years we have done a record trade with the munitions factories. Now that business, of course, is at an end, but we expect to replace it with other trade. For instance, we are doing a big business in auto accessories and we plan to develop it even more. Provision has been made for a larger auto accessory department. Again, in the spring there is every indication that there will be a big revival in the building trade and that will mean a big opportunity there. We are prepared to handle the business and are most optimistic regarding the outlook. Our out of town trade is steadily growing and we now have ten travellers on the road and all are doing well."

Definite Policy

The Aikenhead Company's windows shown in this article were arranged by Messrs. P. White, formerly with the Cochrane Hardware Co. at Sudbury, and by J. F. Bingham. In accordance with the definite window display policy which



This window of razors shows a wide selection of attractive gifts for men. The revolving stand in the centre was not only a feature that caused many to stop, but it enabled the firm to show many goods that without the stand they would not have had space for in the window.



"A good window display of tools always increases our sales in that line," says the manager of the Aikenhead Hardware, Limited. This selection was made with the object of helping shoppers who wanted to make really practical gifts make a choice. The returns from it were eminently satisfactory it is stated.

is adopted by the firm the windows are each a "drive" in one special line. In fact in this case there is a drive within a drive, because while the windows display cutlery, razors, auto accessories and tools, the selection of the articles in each was made with a special eye to its appropriateness for a useful and serviceable Christmas gift. Nothing but goods of the finest quality is shown, and while there is a range of prices each window unmistakably conveys to the Christmas shopper the impression that every article in it will give splendid service from a utility standpoint and would make a really useful and attractive gift.

Immediate Results

That the windows produce immediate results was apparent to the representative of HARDWARE AND METAL. While he was there a man walked into the store and asked to see a case of silver that was in the window. It was a handsome and serviceable gift, and although it was price-marked at $125 the man paid for it right there and gave directions as to its delivery. Another man wanted information regarding an electric heater and was "sold" in a few minutes. People were continually coming into the store and asking about other articles in the window.

"We have sold a great number of electric heaters through the fall season and also for Christmas gifts," said Mr. Lytle. "In addition to putting them in the window we connect them and turn on the power and place the heaters in prominent places on the counters and about the store. Customers can feel for themselves the heat they give and they are convinced as to their value. In this way the heaters largely sell themselves."

Distinctive Features

A study of the illustrations will show distinctive features aimed at by the window dressers. For instance, in the display of cutlery and silverware there was arranged in the left hand corner a miniature toboggan slide. All through the day and until late at night passers-by might see small Santa Clauses on tiny toboggans coasting gleefully down. On each side of the slide little colored lights representing roses, fruits and flowers were arranged accentuating and drawing attention to the toboggan. The effect was not only striking, but very beautiful, and that it was effective was shown by the thousands of people who stopped to admire and comment on it. Among these people the great majority of whom were Christmas shoppers, were many purchasers who once having their attention attracted to the window displays stayed to look over the goods and in many cases became purchasers.

"Without exception," said Mr. Lytle to HARDWARE AND METAL, "we find our sales show an immediate increase in whatever lines we feature in our windows. In a hardware stock there are enough lines to make a new and attractive display every week the year round, and we do this. Occasionally if we have what we believe is an exceptionally good window we may leave it in for two weeks. The results are just as satisfactory. Whatever we are featuring in



It is not easy to make a display of auto accessories that are particularly appropriate for Christmas gifts. Note that all the accessories shown above are not only acceptable and useful to the car owner but lend themselves well for window dressing purposes. Price tickets were attached to each article.

Clean and Bright

Every piece of cutlery, every razor, every accessory and every piece in the window of tools was clean, bright and attractive. This goes a long way also in helping their sale. This general policy is carried out throughout the Aikenhead store. The goods are not only well displayed, but they are kept looking their best. The arrangement of the display cases, the arrangement of the goods, the whole atmosphere of the store suggests quality and service. Advantage was taken this week to place all goods suitable for gifts for Christmas at strategic points in the store where customers coming in and going out could not fail to see them. Christmas gifts were featured in every window, and Christmas gifts were given the most conspicuous places in the front of the store. The general arrangement and display were such that one could easily understand why Mr. Lytle said that "business was splendid."

Display of Razors

The window display of razors was one that was particularly attractive. Any prospective buyer who was interested in giving a razor as a present or buying one for himself could in a few minutes look over a number of different varieties. On a revolving stand in the centre of the display were shown the different makes handled by the Aikenhead Company. There were different styles and different sizes and conspicuous everywhere was the price card. The results from this window display of razors as from the other windows were most satisfactory from a sales standpoint.

Accessory Gifts

It is not the easiest thing in the world to select from a big stock of auto accessories a whole window full of gifts that are suitable for Christmas gifts. The selection depends to a large extent upon the utility value and the price. Just how carefully the Aikenhead firm made its selection and combined it so as to make a striking and "sales pulling" Christmas display may be judged from the illustration.

In the auto accessory display window and in the window of tools no attempt was made to draw the attention of the passers-by by such mechanical devices as the toboggan with its moving figures and the razors on the revolving stand. The appeal was made to a different class of buyer altogether and the displays were arranged from this standpoint. Value and utility were emphasized in these windows and the spirit of Christmas was appropriately and conspicuously in evidence by the window decorations.

Montreal Store Captures Toy Trade

Getting the Toys Forward Early Very Important—Selling Substantial Toys Best—Use All Windows For Impressing Showing—Sales of Toys This Year About $1,500—Hardware Store Suited to Sale of This Line

HOW would you like to sell $1,500 worth of toys within a few weeks of Christmas? They are a profitable class of goods and many hardware stores are featuring them more or less extensively. Handling toys is a question that will necessarily have to be decided by each man for himself. But since there are many towns in which the toy assortments in other stores are decidedly poor the hardware man may well consider the possibilities of this line as a money maker.

A. R. A'Bear conducts a hardware store on Fairmont Avenue, Montreal. Ten years ago he started in his present location. At that time, he stated to HARDWARE AND METAL, there was a very meagre settlement in his vicinity. As an interesting coincidence he stated that he had, after starting his business, eaten his noon lunch in an open field just in front of his store for many a day, and from here watched the front door, while he breathed in the open, during this short spell from customer-serving.

Early Display Important

Mr. A'Bear gets his toys out early. This year he brought them well to the front in November. He has a much larger store than that in which he started, although it is the same building in which the growth has taken place. As the demands of his trade required, more space was secured and the additions made. Several lots have been required to permit of the extensions being made and a two-storey block of impressive dimensions is now owned by Mr. A'Bear.

"I find that if I leave the display of toys until near Christmas I do not sell so many. When my customers see them early they know that these may be had without going down town to the big stores and this year I expect to sell about $1,500 worth by the time the selling season is over. When I did not show them so early I did not sell so many."

Big Displays Made

The importance of this line is impressed upon all who pass. A large residential section of the city is served by the store and many hundreds of people pass the big plate glass windows. These are filled with a great array of toys just now and in fact all the windows —some four or five—are given over exclusively to showing them. When HARDWARE AND METAL called the clerks were busy selling and wrapping up toys. Many people buy early to get a better selection and the goods can then be wrapped up and laid aside for delivery nearer Christmas. The merchant's business is that of selling early and getting his profits and cleaning up on a very profitable line.



Are Shown Freely

Within the store the toys are also freely shown. Practically all the stock is shown, and the sellers consist of sleighs, toy doll carriages, dolls' beds, mechanical toys, chair and table sets, dolls and so forth. One of the important considerations with Mr. A'Bear is that he does not believe in selling trashy goods and stated that he had nothing to retail at less than 25 cents. Many of his customers had told him that they appreciated this, for they knew that they might depend upon the toys which he sold them. He makes a good profit on them, but not an exorbitant one.

An All Year Seller?

While toys are an excellent line for Christmas selling many have made them a more or less regular line. Children are destructive and even the better grades of toys bought for them are worn out ere long. They must be amused, or better still they have to be receiving instruction as they develop. This would be a logical line of argument to use in the advertising. Mr. A'Bear uses the community paper to tell his customers what he has and in this way the message reaches just the people who are likely to be interested. The two mediums are necessary and pull together—the windows and the newspaper announcements. Will you handle this line another year? Plans ought to be made early. There is a big trade to be had in most communities by someone.

STANDARD PRICES FOR GASOLINE ARE SOUGHT

A STANDARD price for gasoline all over Canada is aimed at by the Retail Automobile, Garage and Accessory Dealers' Association. Acting through the Retail Merchants' Association, they are taking the matter up with the producing companies. At a meeting held in Toronto on Tuesday evening of this week, it was reported that the firms that had been interviewed so far by the committee had reported favorably upon the proposal. The Ontario dealers are behind the move and it is stated that the Western dealers are lending active co-operation and that dealers in all the Provinces want the standard price adopted. If the standard price becomes effective it would, it is stated, apply to all those handling gasoline. Of the gasoline sales in Canada, ninety per cent., it is stated, are made through retailers and the remaining ten per cent. through the companies' service stations. "It is a pretty big proposition to consider, as there are many angles to it," said the representative of one of the large oil companies to HARDWARE AND METAL. "I am not prepared to give an answer offhand as to whether it would be advisable or not. The automobile manufacturers want the cost of gasoline kept down as low as possible. The retailers want to make as much as they can out of it. There is the question of long hauls to the far western points and there are other matters."

Current Events in Photograph



PREMIER TROOPSHIP ARRIVES AT HALIFAX

THE photo shows the giant White Star liner Olympic on her arrival at Halifax last Saturday with nearly 6,000 Canadian soldiers on board. The trip marked the completion of her 19th voyage from British ports to Halifax, and she brought the largest number of returning soldiers that has yet been carried to any Atlantic port. The Olympic, which is the queen of the White Star fleet, was given a rousing welcome. For nearly three years this grey leviathan has come and gone without ever a line about her movements being printed. Week after week, under the skilful command of Captain Hayes, R.N.R., D.S.O., she ran the gauntlet of the German "U" boats with her precious cargoes of fighting men. Of the 70,000 Canadian soldiers she carried from Canada to the Motherland, not one was lost at sea. Note the manner in which the big liner is camouflaged.

EDITORIAL COMMENT

THE sting of a wasp is only one-thirty-second of an inch long. The rest of the mile and a half is imagination.

* * *

SOMEHOW a man's neighbors never realize what a good man he was until they hear the minister tell about it at the funeral.

* * *

IT IS just as important to keep your store windows well dressed as to keep yourself well dressed. Don't forget the Christmas Window Contest. Send your photos so they will reach HARDWARE AND METAL by January 1.

NEW RESPONSIBILITIES

THE establishment by Canada of a Trade Commission to secure for the Dominion a share of European business in connection with reconstruction will bring with it many splendid opportunities, but also new responsibilities.

Who is going to pay the bills? We have a debt over which we would have sighed four or five years ago, and now, in spite of it, we are going to lend them more, for we must. Shall we let Belgium suffer for lack of funds with which to reconstruct Liege? Shall Lille go idle and the looms of Roubaix cease? There are certain things a gentleman can not do and there are certain things a nation can not do. We must see that these people are furnished the credits to pay. They cannot finance themselves unless we do a large part of it for them. Great Britain, with the marvelous resources of her Empire, can probably finance herself and her sister nations that form the Empire, but France and Belgium, Italy, Serbia, and Poland can not, and in some measure we must do our share to help furnish them the means.

So we have got to help feed many and in large measure furnish them materials and machinery and equipment to start life anew. We must in no small degree also furnish them the credits whereby they will be enabled to pay us. May not, then, our own future prosperity depend in no small measure upon our doing our part to restore the earning power of those who will owe us large sums and who have lost heavily in fighting for our cause? Is it not good business sense to help a generous friendly creditor to find his strength again?

ELECTRICITY IN THE HOMES

AN unusual impetus to the sale of electrical labor saving apparatus for women is promised by Miss Christobel Pankhurst, the noted suffragette, in her election platform. She promised the voters that when the women's *regime* prevails in Parliament every house, no matter how small, will be lighted, heated and served by electricity.

The British Parliament, she asserted, will be responsible for the electricity that turns the mangles, cooks the meals and warms the houses. Why, she asked, should women drag coal scuttles about and stand over steaming washtubs, spend hours over old fashioned ranges, which not only eat up coal, but cook the cooks, when by legislation and electricity the burden of the world can be lifted.

This is merely the forerunner of a development that promises immense business for hardwaremen, not only in England but all over the world. In Canada it is predicted by many that the uses of electricity in the homes will double and treble in the next ten years. Already hardwaremen are selling a big share of the electrical devices and they are doing a steadily increasing business. Both the electrical manufacturers and the hardwaremen are going after this business aggressively and as the goods largely sell themselves because their usefulness needs little or no demonstration the business is growing by leaps and bounds.

LIGHTED WINDOWS HELP ALL

WHAT a community owes to its merchants has been brought out in one more way since the window lighting restrictions were put into effect. In the big Ontario cities the appearance of the streets—under the new order of things—has been dismal enough; but in the smaller places things have been even worse. In the large centres, more than in those of lesser size, has it been possible to take the backs out of windows and let the cheerful light of the store interior shine through.

Fortunately the window lighting restriction has been lifted. Ontario merchants will heave sighs of relief as a result. Ontario's citizens generally will now have greater delight in their cities and towns. Perhaps more will realize that the merchant in lighting his windows is not only benefiting himself, but is benefiting all.

Need for Association

ONE of the outstanding lessons of the great war in so far as manufacturers and wholesalers are concerned, is that there are great advantages in organization. For many years past a combination or organization on the part of manufacturers or wholesalers has been looked upon in most cases with suspicion. This has been due largely to the fact that a few individuals have brought the name into disrepute, through the fixing of prices in star chamber sessions and through throttling the trade in various ways. Just at this time there are one or two combinations in Canada, allied to a certain extent with the hardware trade, whose operations might be investigated with resultant good to themselves and to other associations in Canada.

These combinations, and they are few in number, have greatly hampered the operations of other associations which have been really trying to improve conditions and make better business all round for manufacturers, wholesalers and retailers.

At the big Hardware Convention held recently at Atlantic City it was clearly pointed out that the organization for war purposes has taught manufacturers especially, the advantages of organization. These manufacturers now realize that when manufacturers get together the most important or desirable thing, is not to fix prices but to eliminate wasteful methods, to compare systems, to pool orders for raw materials, compare number of unfilled orders, etc. An appeal is to be made to the United States Government to amend or suspend the Sherman Anti-Trust Act to permit the manufacturers to do business along these lines. They can now do it, under the Webb-Pomerene Bill, for export business but not for domestic business. The Government has encouraged pooling of interests for war purposes and it is thought they will now repeal legislation which makes it unlawful for manufacturers to do what the Government has recommended and done.

It is felt by a number of leading manufacturers in Canada that somewhat similar conditions prevail here, and it would prove to the advantage of Canadian industries to work along somewhat similar lines. The great antagonism to organization in Canada has been due largely to the greedy methods of a few associations and there certainly have been some grounds for antagonism in this respect.

There is a great amount of work yet to be done if Canada wishes to hold her place industrially with the other nations, and there are a great many important reforms needed which can only be carried on through association and co-operation. Much of the antagonism and suspicion would be wiped out if associations as a rule gave more publicity to the objects of the association and the good which they are able to accomplish. Secret diplomacy is out-of-date in international politics and for the same reason it will not go with the trade.

One of the big questions before hardware manufacturers to-day is that of the permanent discontinuance or the reinstatement of the various styles, sizes and finishes, etc., which have been eliminated by the War Trade Boards. The hardware manufacturers in convention at Atlantic City went on record that every effort should be made to keep various sizes and finishes, etc., down as close to war basis as possible. Many manufacturers stated that they were sure they would never go back to pre-war basis.

The same plan has been followed out by paint manufacturers who have narrowed down the number of shades with the result that the merchant can carry a good stock of the best selling colors with no greater investment than was necessary under the old plan when the dealer was called upon to stock an exceedingly large number of colors, many of which were very slow sellers. The same applies to a great many other lines of hardware and it would appear that there are a great many ways in which Canadian manufacturers could effect savings, adopt more efficient methods, and become even better fitted to meet the competition of the manufacturers of other countries.

There is now on foot a movement to establish in Canada an association of Canadian makers of a certain form of goods. The project grows out of the fact that in the United States such an association has operated for years with resulting benefits to all. Here, a manufacturer who has a machine he does not require lets the other members of the association know. He turns the machine into money, and the buyer gets the plant which under existing conditions he could, perhaps, secure in no other way. One merchant has an over stock of certain materials, and another is short. They get together and the work of production is made more easy with consequent benefits to all.

Associations working in this way can accomplish a great deal of good, and it is to be hoped that the co-operative association idea is more generally adopted throughout Canada and that the associations give more publicity to their operations and thus eliminate all cause for suspicion and antagonism on the part of dealers and the public.

EVENTS IN THE TRADE

Business Changes

Port Stanley, Ont.—W. Mitchell has sold his hardware business to R. H. Milne, formerly of Union, Ont.

Obituary

The death occurred at Halifax of Roderick MacDonald, secretary and manager of MacDonald & Co.

The death occurred at his home in Regina after a short illness with pneumonia of Wm. Ardell, traveller of the Winnipeg Oil Co. He was 37 years old.

The death occurred at Brandon, Manitoba, of E. L. Garnett, manager of the Kelly Hardware Co., Limited. He was formerly with the Brandon Hardware Company.

Following a week's illness with pneumonia the death occurred at his home in Toronto of George R. Worthington, proprietor of the Ontario Rubber Company. He was 55 years old and came to Toronto 35 years ago from Kilbride, Ont.

Richard Y. Ellis, aged 78, whose death occurred in Toronto, was for a time after coming to Canada from Cheshire, England, in partnership at Ingersoll, Ont., in a hardware business with his brother A. H. Ellis. Returning to Toronto in 1880, he entered the firm of P. W. Ellis & Co., manufacturing jewelers. He had held the offices of director in the P. W. Ellis Co., vice-president of the Westmount Silver Mining Co., director of the Northern Crown Bank, director British American Watch Co., and proprietor Hungerford Marble Properties, Hastings.

Fire Losses

The wire nail and wire manufacturing plant of the Morrison Steel & Wire Company, Vancouver, B.C., was completely destroyed by fire. The loss of $150,000 is fully covered by insurance.

In a blaze at Dunnville which destroyed several business places F. G. Smith, toy manufacturer, sustained a loss.

Personals

R. S. Glass, formerly with John Lewis, Belleville, Ont., has joined the staff of Aikenhead Hardware Limited, Toronto.

W. J. McMartin, president and general manager of the Winnipeg Ceiling & Roofing Co., is in the east on business.

W. S. Fallis, managing director of the Sherwin-Williams Company of Canada, Limited, is in Winnipeg attending a convention of the salesmen from the four Western provinces.

F. W. Bartlett, formerly with McLennan & Co., of Lindsay, Ont., has joined the staff of the Aikenhead Hardware Limited, Toronto.

Marshall W. Hill, formerly with MacNabb Bros., Orillia, Ont., and recently a munitions worker, is now with the Aikenhead Hardware Limited, Toronto.



J. A. ROLLEFSON

Hardware merchant who was elected Mayor of Swift Current, Sask., by the largest majority in the history of the town.

J. H. Conover, Toronto, manager of the Martin Senour Company, Limited, received word Wednesday that his son, Flight-Lieut. C. C. Conover, R.A.F., who was taken prisoner on September 24, has been repatriated.

Trade Notes

The Dauntless Manufacturing Co., of Redcliffe, Alberta, has commenced operations on a new steel mill and foundry to cost $100,000.

Reports that the Gananoque Spring & Axle Co. were considering removal from Gananoque, Ont., are denied by President W. T. Sampson.

W. P. Brown, manager of the Red Foundry, St. Thomas, Ont., has resigned and will go to Sudbury as manager of the Sudbury Machine Co., Limited.

The Fraser Hardware Co., Galt, Ont., is installing a cash carrier system.

National Tool & Machine Co., Wm. C. Nichol and John Dixon, has been registered in Montreal.

The Artistic Novelty Co., manufacturers of dolls, Edmond Bregent, proprietor, has been registered in Montreal.

The Cushman Motor Works, Limited, of Winnipeg, has opened an Ontario branch in Toronto. Percy Hand is in charge.

The National Association of Auto Accessory Jobbers held its winter meeting at Chicago on Monday, Tuesday and Wednesday of this week.

W. E. McCormick, of Akron, Ohio, is at Brampton, Ont., superintending the work of installing machinery in the new plant of the Hercules Rubber Co.

J. H. Ashdown, of Winnipeg, chairman of the Board of Directors of Wesley College, will subscribe $100,000 towards an endowment fund of $400,000 that is being raised.

The Dominion Forge and Stamping Company of Sandwich, Ont., has purchased eleven acres on which extensions will be made to their plant for handling drop forgings. The firm is making large quantities of forgings for tractors.

Robt. McCullough has taken over the brass foundry at Oshawa, Ont., formerly conducted in partnership with A. F. McCullough, his brother. Frank McCullough is going into the manufacture of auto accessories and is building a shop right beside the brass foundry, 40 x 40 ft., two storeys high.

Montreal News

George Henderson, president of Brandram-Henderson, Ltd., is in Halifax this week.

George Payne, representing A. J. Reach & Co., Philadelphia, was in Montreal early this week.

The Canada Cycle and Motor Co., Ltd., Montreal branch, have leased new quarters at 68 McGill street.

John Richardson of Richardson and Bureau, manufacturers' representatives, is in Quebec this week.

Edward Goodwill, manager of the Thos. Davidson Mfg. Co., Ltd., Montreal, is in Toronto this week.

Tenders have been asked for stock and assets of Hardware, Limited. This company was ordered into liquidation by the Federal Government some weeks ago and the same placed under direction of the alien property custodian.

The many friends of H. T. Diplock of the Steel Company of Canada, Ltd., Montreal, will sympathize with him in

the loss of his mother, who died this week.

Lieut.-Col. Hon. C. C. Ballantyne was a Montreal visitor this week, and attended the annual meeting of the Sherwin-Williams Co. of Canada, Ltd. He was re-elected as vice-president of the company.

Walter H. Cottingham, president of the Sherwin-Williams Company of Canada, Ltd., was in Montreal this week attending the annual meeting of the firm. Mr. Cottingham returned home via New York on Tuesday night.

St. John Notes

R. B. Emerson, of Emerson & Fisher, Ltd., wholesale and retail hardware and proprietors of the Enterprise Foundry, is the new president of the St. John Board of Trade. Senator Thorne, president of W. H. Thorne & Co., Ltd., is a member of the council.

The name of the Canadian Gear Works, Ltd., has been changed to the Miramichi Manufacturing Co., Ltd., and the authorized stock has been increased from $48 000 to $92,000.

At the anual meeting of the Maritime Commercial Travellers' Association Charles W. Smith was elected president, R. S. Sime, vice-president for New Brunswick, and F. A. Graham, vice-president for Nova Scotia.

Incorporations

Motor Industries, Limited. head office Oakville, Ont., capital $75,000, has ben granted a provincial character. The firm plans to manufacture and sell spare wheels for automobiles and to act as general agents for accessories.

The Petrolea Oil and Refining Company. Limited, capital $40,000, head office Petrolea, Ont., plans to manufacture, refine and deal in crude petroleum and its products.

Dillon Crucible Alloys, Limited, capitalized at $320,000, is granted a provincial charter.

Montreal Association Elects New Officers

At the annual meeting of the Montreal Metal and Hardware Association A. Prudhomme was elected president for the ensuing year, E. Goodwill vice-president, and W. J. Hayes treasurer. The board of directors is composed of George Childs. R. H. McMaster, W. S. Leslie and T. W. Pike.

Alexander Gibb, who has held the office of president for some time, was unanimously nominated as the representative of the association to the council of the Montreal Board of Trade.

In keeping with the spirit of the association during the years immediately following the war, the old time annual dinner was dispensed with and the alternative plan of assisting the patriotic and charitable work of the day was continued. This year the funds so contributed will provide a good Christmas dinner for the soldier boys.

Stanley E. Elkin, M.P., of St. John, Becomes Bank Director

STANLEY E. ELKIN, M.P., manager of the Maritime Nail Company, St. John, N.B., who as stated in last week's HARDWARE AND METAL has been elected a director of the Union Bank of Canada, is only 39 years old.



STANLEY E. ELKIN, M.P.
Of St. John, N.B., who has been appointed a director of the Union Bank.

Beginning his business career when he left high school in an insurance office, Mr. Elkin soon afterwards became purchasing agent for the Dominion Iron and Steel Company in Sydney. His next move was to Chicago, where he became assistant to the vice-president of the American Glue Company, during this period also acting as representative of a syndicate of New York bankers in Mexico.

In 1905 he established the Maritime Nail Company, Ltd., of which he is managing director.

Among his other activities are the following: President, Motor Car & Equipment Co., Ltd., St. John; vice-president, Wilson Box Co., Ltd., Fairville, N.B.; vice-president, Canada Nail & Wire Co., Ltd., West St. John; director, Nova Scotia Trust Company, Halifax; president, Rodstan & Co., London, England, and partner, St. Martins Shipbuilding Co., St. Martins, N.B.

Although entering the House of Commons only at the last general elections he was selected as one of the members of the commission to Washington to investigate the U.S. war organization and make recommendations to the Canadian Government.

It is the busy man often who finds time to do things, and during the recent Victory Loan campaign Mr. Elkin was the energetic head of the committee for St. John city and county, which rolled up a fifty per cent. surplus over the district allotment.

He was the leading spirit also in the promotion of the "Canadian Avro Company, Limited," which has been incorporated under Dominion letters patent with an authorized capital of $2,500,000. The head office is in St. John, where a plant will be established for the manufacture and assembly of air craft.

Bissell Co. Elects Officers

At the meeting of the directors of the Bissell Carpet Sweeper Co., Grand Rapids, Mich., and Bridgeburg, Ont., Fred M. Deane, vice-president and treasurer, was made president and treasurer, Mrs. M. R. Bissell becoming chairman of the Board.

The following officers were re-elected: Messrs. M. R. Bissell, Jr., and T. C. Williams, vice-presidents; R. E. Shanahan, secretary and general manager.

A happy coincidence of the election is that it marked the 34th anniversary of Mr. Deane's connection with the Bissell Company.

Galt Firms Favor Early Closing Idea

The Galt, Ont., correspondent of HARDWARE AND METAL sends the following in connection with the suggestion of Mr. Bernier, of Montreal, regarding the early closing of hardware stores: "In Galt the stores open at 7 a.m. and close at 6 p.m. every night except Saturday, when the closing hour is about 10.30. During the "flu" epidemic here stores were closed at 6 p.m. Saturday night, and despite the sudden change the merchants noticed no very great decrease in business, and there has been talk ever since by merchants of various lines, of attempting to get an earlier Saturday closing.

J. A. Fraser, of the Fraser Hardware Co., is in favor of the 9 o'clock Saturday night closing and he considers the public only requires a little education to make early closing a success, as was proven during the "flu" epidemic.

E. Fenn, of the Fenn Hardware Co., is also a strong supporter of early closing and considers that an earlier closing hour Saturday night would not only be appreciated by clerks but also by merchants. Unanimity is all that is required to make early closing a success, he says.

NEW CREDIT MANAGER FOR SHERWIN-WILLIAMS CO.

E. K. Allison has just been appointed credit manager of the Sherwin-Williams Co. of Canada. Ltd., at Winnipeg. Mr. Allison assumes his new work at once and succeeds G. M. Whitehead, retired.

Thomas Pink Company, Limited, to Control McFarlane, Neill Mfg. Co.

THE Thomas Pink Company, Limited, of Pembroke, Ont., has purchased a controlling interest in the McFarlane, Neill Manufacturing Company, Limited, of North Devon, New Brunswick. The Thomas Pink Company, which is one of the largest firms of lumbering tool manufacturers in Canada, intends to equip the plant in Devon with the most modern machinery for the manufacture of this line of products and to expand the business.

Alex. J. Thompson, whose interests have been purchased, will remain with the firm until the new year. The new directorate includes E. A. Dunlop, Pembroke, president; M. A. Tweeddale, Fredericton, vice-president and general manager; Mrs. Walter McFarlane, Fredericton; S. L. Morrison, Fredericton; W. L. Hunter, Pembroke; Thomas Pink, Pembroke; J. F. Munro, Pembroke, directors.

The industry is one of the oldest in New Brunswick. It was established some fifty years ago by the late Walter McFarlane, of St. Mary's. In 1900 the estate of the founder placed the business in a stock company under the name of the McFarlane-Neill Manufacturing Company, Limited. Recently Hon. F. P. Thompson, of Fredericton, was president, and M. A. Tweeddale manager.

WESTERN DIVISION SHERWIN-WILLIAMS COMPANY MEETS AT WINNIPEG

THE convention of the western division sales staff of the Sherwin-Williams Co. of Canada, Ltd., was held in the Royal Alexandra Hotel at Winnipeg, and was a splendid success.

Owing to the necessary postponement of the convention because of the serious epidemic which swept over the country some of the salesmen had been compelled to temporarily leave their routes. Notwithstanding this, the results of the past season were very gratifying in point of sales.

H. H. Eager, sales manager of the western district, presided over the various sessions and was ably assisted by A. W. Mowl. Problems arising in the western field were fully discussed and a very promising spirit prevailed, with the outlook for the coming season an excellent one. There was no feeling of depression, and those present voiced their confidence in the general conditions obtaining and in the forward outlook.

The managing director for Canada, W. S. Fallis, brought greetings from the eastern division, and addressed the gathering of salesmen. Mr. Fallis stated to HARDWARE AND METAL that they expected new records to be attained in the coming season.

One of the most interesting features of the convention was that of the annual distribution of prizes and "top-notcher" awards. The premier position was attained this year by J. J. Whalen, of Vancouver, and Mr. Whalen's efforts were rewarded with special recognition to the extent of $450 in all. He also secured, as a recognition of his good work by the company, a very fine gold pin. This was of special design, the base of the pin being in the form of a painter's palette. The old trade-mark of the company, the chameleon, was also worked into the design, and the pin was suitably engraved.

The convention was brought to a close with a dinner, and the sales force returned to their territory with renewed energies for the year ahead.

WESTERN SALESMEN OF CANADA PAINT COMPANY MET AT WINNIPEG

The influenza epidemic prevented some of the salesmen of the Canada Paint Company attending the convention in Montreal this year and the Western men met in Winnipeg.

W. J. Bland, western sales manager, presided, and reports received indicated that a steady progress had been made during the year. The increase of business was very large, HARDWARE AND METAL is informed, and the new season ahead is expected to prove better still.

Among those from a distance who spoke was W. S. Fallis, the managing director, who formerly resided in Winnipeg.

At the conclusion a dinner was given and the 1918 convention was acclaimed a success.

DEVELOPING PEACE TRADE

In order to re-establish the pre-war business of the Standard Chemical, Iron and Lumber Company, M. L. Davies, the vice-president, has sailed for Europe. Plants were operated by this company in Great Britain, France and Germany for the refining and distribution of Canadian wood alcohol in its various forms. The English refinery will be opened immediately. The French plant at Pont-a-Vendin, about seven miles from Lille will be rebuilt and the operation of the refinery at Worms, Germany, will be discontinued, as it is considered inadvisable to send Canadian raw materials to that country.

Don't Leave Cash in Store Over Week End

Owing to an arrangement merchants of the Border Cities have whereby they place their cash returns for Saturday in the local banks for safekeeping, robbers who entered the department store of C. H. Smith & Company, Windsor, Ont., Monday morning of this week, and blew the safe, were disappointed. Lured by visions of big rewards for their efforts, because of the unusually heavy Christmas trade, they gained entrance to the building through the roof of the Palmer Clark store, adjacent, and through a hole which they knocked through the wall of the Smith store. They removed the safe, a light-weight one, from a conspicuous position on the ground floor to a more convenient place and used electricity for boring. To muffle the sound of the explosion they piled coats and ladies' suits over the safe. Valuable papers and records were destroyed.

PISTOL ORDER CANCELLED

A $3,000,000 order for Colt automatic pistols which Caron Bros. had received from the American Government has been cancelled. Progress was being made for the fulfilment of the order at the former plant of the International Manufacturing Company and it was planned to employ between four and five thousand operatives. Caron Bros. also had orders at the same time for shells at the north-end plant, which, had the other work gone ahead, would have amounted in the aggregate to $10,000,000.

STRIKING WINDOW DISPLAY

A striking window display at St. John, N.B., was shown last week by T. McAvity & Sons, Ltd. It consisted of an excellent reproduction of a large steamer, the body of cardboard and the fittings supplied from stock. The background was formed with flags of the Allies, the whole surmounted by a large sign drawing attention to the firm's stock of supplies for steamers and other vessels. In the foreground was a well arranged display of nautical instruments, supplies and equipment for the construction and operation of vessels. In other windows, with each class grouped separately, were coffee percolators, kitchen utensils outlined in Christmas tree lights, lanterns of all kinds, automobile tires and a wide range of auto accessories.

LEWIS BROS. LTD. CONVENTION

The entire sales staff of Lewis Bros. Limited, Montreal, will be called together in Convention during the week commencing January 6.

Turnbull Elevator Company, Limited, capital $500,000, head office Toronto, has been granted a Dominion charter. The company plans to purchase the goodwill of the Turnbull Elevator Manufacturing Company and engage in the business of iron founders, tin plate makers, and metal workers.

Any Reduction in Paint Prices Will Be Gradual, Says President

PRESIDENT Walter H. Cottingham of the Sherwin-Williams Company of Canada, Ltd., was in Montreal this week attending the annual meeting of the company. To HARDWARE AND METAL Mr. Cottingham stated that a sudden slump in prices was impossible. He looked for a falling off in the matter of buying for a time, but labor would continue high for some time, as well as other manufacturing costs. This would mean that prices would be readjusted to lower levels only on a very gradual scale.

So far as buying was concerned, Mr. Cottingham pointed out that there had been a good deal of restriction during the past four years. People had prospered, had now more money to spend and he looked for a revival of business in ordinary domestic directions. In addition to this the rolling stock of the railway companies would require attention and material for this purpose would be bought. New equipment also, and the fleets of ships that were being constructed would require the application of paints.

The prospects for the business of the company in Australia and South Africa, etc., were promising, Mr. Cottingham stated, and the new plant in Australia was developing well. Altogether the company had sold more gallonage in 1918 than ever before, and the prospects for 1919 were very bright.

In regard to conditions generally, Mr. Cottingham said: "I have little hesitation in saying that as soon as things get settled, and with the aid of the Government toward stabilization, things will go forward again. We are in for a period of good times, both in the United States and Canada."

Reorganization of Consolidated Rubber Co.

AN important step has been taken by the Canadian Consolidated Rubber Co. as a result of the heavy increase in their business, and the numerous branches, with warehouses and stock, that have been established in practically every province of Canada.

As already stated in HARDWARE AND METAL there has been a separate company formed for the Maritime Provinces, and each of six of the other provinces, seven in all, under the term Dominion Rubber System (Quebec), and so on, the complete list being: Dominion Rubber System (Quebec), Ltd., Montreal, $1,500,000; Dominion Rubber System, Limited (Maritime), St. John, $500,000; Dominion Rubber System, Limited (Ontario), Toronto, $1,000,000; Dominion Rubber System, Limited (Manitoba), Winnipeg, $500,000; Dominion Rubber System, Limited (Saskatchewan), Regina, $500,000; Dominion Rubber System, Limited (Alberta), Calgary, $500,000; Dominion Rubber System, Limited (Pacific), Vancouver, $250,000.

Official Statement

The official explanation as given to HARDWARE AND METAL is that this action was taken in order to separate the manufacturing end—with a number of factories in Quebec and Ontario—from the sales and distribution end of the business. The latter branches, therefore, will in future be looked after by separate organizations for the different provinces, each containing some members of the present executive of the Canadian Consolidated Rubber Co., but also being reinforced by several local names. This board in each case will be in charge of the policy for each province. Each company takes over from the parent company the leases, property, book debts, fixtures, stock on hand, etc., at actual valuation, and the Consolidated Rubber Co. receives the greater part of this in the form of stock in the new company.

The selling agencies have become so big that it was decided best for them to become separate corporations, with assets perfectly distinct, it was declared.

RUSSIA NEEDS SCYTHES

Before the war Russia used 6,000,000 scythes annually, of which about half were for Siberia. About 4,500,000 were imported and the remainder manufactured in the country. Of the imported scythes, the Austrian were most in demand, because of their light weight and cheapness. At present there are hardly any scythes to be found in Russia, the native industry being at a standstill and the importation closed. Before the war Russian scythes retailed for one rouble each and Swedish scythes for about two roubles, but recently Swedish scythes have fetched from 15 to 20 roubles in Russia. If Austria should again be in a position to supply scythes shortly, her export capacity for the first year will be wholly taken up by the Ukraine, whose requirements are enormous. But the output of the Austrian scythe works has fallen to less than one-half of the normal, and will probably not suffice for her domestic demand. It is estimated that at present in the six northern Governments of Russia at least 700,000 scythes and in Great Russia 5,000,000 scythes are required. Siberia and the Volga Provinces are not included in this estimate. Some relief is expected from Sweden, where, last spring, a firm at Kristinehamn began the manufacture of scythes of the Austrian type especially for the Russian market. This factory, with an annual capacity of 1,000,000, is now in operation.

HARDWARE LETTER BOX

Gearings, Wringer Parts, Etc.

Bryce Innis, 90 Albert St., Winnipeg.—Would like to know if I can get gearings, parts of wringers and rubber shaftings in Canada.

Manufacturers of clothes wringers in Canada should be in a position to supply any repairs for their lines and by writing to any of the manufacturers listed below they would send you "repair lists" from which you could select parts wanted. Dowswell, Lees & Co., Hamilton; Beatty Bros., Ltd., Fergus, Ont.; J. H. Connor & Son, Ltd. Ottawa; Maxwell's Ltd., St. Mary's Ont.—Ed.

Oil Heaters

Taylor Bros., Carleton Place, Ont.—Kindly advise us the makers of the Puritan Oil Heaters.

These are made by the Cleveland Foundry Co., Cleveland, Ohio.—Ed.

Crown Herald Stoves

Russell Bros., Dundalk, Ont.—Can you tell us who is manufacturer of the Crown Herald stoves and ranges?

The manufacturer of Crown Herald stoves is the Moffat Stove Co., Weston, Ont.—Ed.

CATALOGUES and BOOKLETS

Catalogue No. 6 issued by the Superior Barn Equipment Company of Fergus, Ontario, contains 215 pages of attractively illustrated matter listing the various lines of sanitary steel barn fixtures made by the firm. Among the specialties featured are horse stalls, horse box stalls, horse stable fittings, cow stalls, cow stanchions, maternity pens, calf stanchions, calf pens, bull pens, hog pens, water bowls, manure carriers, feed carriers, feed trucks and milk can conveyors. Copies of the catalogue will be sent to readers of HARDWARE AND METAL who request it. In addition to the information regarding equipment the catalogue contains data of much interest and value to those contemplating the erection of modern stables or improving their present accommodation.

The Jubilee Traveller

The December issue of "The Jubilee Traveller," the monthly price list of the Merrick-Anderson Co., Ltd., Winnipeg, has been mailedw to the trade. This carries quotations of many lines of Christmas cutlery and sporting goods, besides such seasonable lines as sleigh bells, skates, sleighs and winter auto accessories. A new feature has been incorporated in this issue, namely, "News Jottings of Interest," a four-page pamphlet of brief current news gleaned from all sources, which, it is thought, should prove very interesting to the trade.

Urges America to Show Gratitude to Allies Who Saved World

"They Have Paid the Price, With Them Must Rest the Decisions," Says Charles F. Smith—Result of War Means Better Conditions For Average Man

Address of CHARLES F. SMITH, Chairman of Landers, Frary & Clark, New Britain, Conn., Victory Celebration of the South Congregational Church, New Britain, Connecticut

THE great war that for four and one-half years has gripped the world, is ended. In all the Allied lands the people gather at the altars of their faith, as we do here, to renew their trust in God, sorely tried for many of us in these last years, and to celebrate their victory with prayer and thanksgiving. It is very fitting we should do so, for we have much to be proud of and much to be thankful for.

Most of all we should be thankful that our own country did at last break the bonds with which she had been fettered and late, indeed, but not too late, entered into the great war, for by so entering into the great war this nation saved its own soul from death. Who is there now who does not look back with shame on the time from July, 1914, to the spring of 1917?

Impossible Neutrality

We tried to maintain an impossible neutrality, we tried to believe that the war was no concern of ours—we made ourselves rich from the necessities of the Allies, we almost invited war with Great Britain by our determination that our commerce with Germany should not be molested— and all this while the Allies were being driven out of Belgium and Northern France, their countries devastated and ravished, their armies barely able to hold their lines unbroken, and we knew in our hearts that we were playing the most ignoble part that a great free country could be called upon to play.

The cause for which American soldiers gave their lives on the Somme, on the Marne and in the forests of the Argonne was just as much the cause of liberty and democracy and civilization the day the war began as it was when last summer our soldiers went into battle with the war cry, "Remember the Lusitania" on their lips.

Keep Self-Respect

We are to-day a proud and grateful nation, but we know that had we continued to stand aside in this war as we did for two and one-half years that whether the Allies won or lost we should never as a nation be able to hold up our head again or look free men in the face.

So it is we should be supremely thankful that at last we entered the war; that having entered into it we put our whole soul into it, that we performed such feats in the raising and equipment of armies and navies, the building of ships, the contributions of money, as astonished ourselves and our Allies and disheartened all our enemies. We are thankful, too, that these, our soldiers, drawn from a peaceful population unused to any military procedure, so soon and so willingly mastered their duties and so nobly and so effectively acquitted themselves on the battle-fields of France. We are thankful that we arrived in time to play a very honorable and decisive part in the great last campaign. Some say we saved the cause of the Allies—certainly we saved the war from running on for years longer—but, however that may be, we surely did arrive in time to save our own honor as a nation, our own worthy place among the great free peoples of the world—in time to repay the debt we owed to France from our own Revolutionary days. In time to save our own souls. We have never known the real tragedy of this war as the Allied countries have known it; the horror and deadly misery of life in Belgium and northern France and all the lands ruined by the Huns. We all know of it, but we have not felt it.

Mourn the Dead

We mourn for all the young and gallant souls who gave up their lives in the service of the United States and are become an imperishable memory for us; but in our mourning we should remember that the total of our honored dead is less than 50,000, and that more than 2,500,000 French and English soldiers lie buried on the battlefields of France. When to that you add the losses of our other Allies and think of the far greater number of permanently maimed and blinded men we can estimate how little we have done in comparison with those and how greatly we must always be in their debt.

Let us show our gratitude to those nations who at such terrible sacrifices of their young manhood have saved the world for liberty by giving them of our money and resources without stint, as they may need, and by holding up their hands in all honorable ways in all the troublous days to come. They have paid the price—with them must rest the decisions. Be ours the part only to counsel and to help.

We are on the threshold of a new world; we know from the experience of the war the numerous races of men in our land have been drawn in a better knowledge of and closer union with each other because of this war that was not thought possible. In the great melting pot of the war all our inhabitants have been fused into a better citizenship. We know, too, that the result of the war means that the average man is going to have a better share of the world's happiness and comforts. That not only shall all autocrats disappear from thrones, but that everywhere men shall enter into a larger life, a fuller sympathy wtih each other.

The verdict of the great war is that too much power shall not be put into the hands of any man—and it matters not much whether that power be the power of the exploded theory of Divine Right, or whether it be Political Power, or the power that comes with the possession of enormous fortunes. Out of the hands of all such shall power more and more be withdrawn, into the hands of the average man of whom Lincoln said, "God must love him for He made so many of him."

Let Us Remember

Standing on the threshold of that new world, proud of our strength, rejoicing in our victory, let us yet remember by how small a margin we escaped the shame of exalting the material above the spiritual interests of our nation. Let us be grateful with a deep humility that we have been saved, not only from defeat in battle, but from that defeat of the soul which is spiritual death.

The tumult and the shouting dies,
The Captains and the Kings depart;
Still stands thine ancient sacrifice,
An humble and a contrite heart;
Lord God of Hosts be with us yet,
Lest we forget, lest we forget.

NO DEAD ACCOUNTS TO WORRY OVER

(Continued from page 62)

cember 11, published at Sarnia, Ont., contains the following on the front page:

"How much better would it be all around if there was no such thing as credit in this grand city of ours any more? Credit is not the thing. Pay as you go is the only system. Credit makes much confusion, much trouble and scores of bad friends; cash is the great organizer of companionship. Wages are such to-day that the workman can pay cash for his needs. And now is the time, the proper time, to introduce the cash idea. Official records show that hundreds of merchants fail in business each year because of the credit on their books; credit that cannot be collected. This should not be in this Canada of ours. Canada is in the midst of a glowing prosperity. If God in His Providence has ever blessed a land, a country, He has blessed Canada. Go if you will through the country and make some excuse to get into the granaries. See for yourself the heaps of grain—heaps of gold. There is no good reason why the old-time, time-worn, antiquated credit system shouldn't go and go at once."

AUTO RECORDER

Willis Chipman, of the firm of Chipman & Power, civil engineers, Toronto, has invented a device known as the Chipman auto recorder. It is stated that it records the various speeds and stops of any car to which it is attached every hour of the day.

Hardware Convention Program

FOLLOWING is the preliminary program for the Annual Convention of the Ontario Retail Hardware and Stove Dealers' Association to be held at Hamilton on February 18-19-20.

A complete list of speakers' names will be available at an early date. Announcement of the Convention meeting place, dates and first draft of program appeared in HARDWARE AND METAL some weeks ago.

TUESDAY, FEBRUARY 18.

10.30 *A.M.—Arrival of Delegates. Executive Meeting. Appointment of Committees.*

2 *P.M.—Open Session—Reception by Mayor and Trade Representatives.*

3 *P.M.—Closed Session—Distribution of printed forms of officers' reports.*

3.15 *P.M.—Consideration of notices of Motion from* 1918 *convention as follows:*

"That the membership fee in Association be $5.00, *Associate members* $1.00, *Clerk's fee* $1.00."

"That name of Association be shortened to "Retail Hardware Association of Ontario."

"That the office of 2nd V.P. be abolished and that Exec. consist of three members in place of six."

3.45 *P.M.—Report of Resolutions' Committee.*

4.00 *P.M.—Ten minute talks by exhibitors.*
Tuesday evening—Visit to Exhibits.

WEDNESDAY, FEBRUARY 19.

9.30 *A.M.—Ten minute addresses on prospects for* 1919 *by manufacturers and wholesalers.*

Wire and Wire Fencing—representative, Frost Wire Fence Co.

Wire Nails and Kindred Products—representative, Steel Company of Canada.

Builders' Hardware—representative, Canadian Yale & Towne, Limited.

Ready Mixed Paints—representative, Sherwin-Williams Co. of Canada, Limited.

White Lead Situation—representative, Brandram-Henderson Co., Ltd.

Electrical Supplies for the Retail Store—representative, Canadian General Electric Co., Toronto.

Linseed Oil Situation—representative, Dominion Linseed Oil Co., Toronto.

Wholesalers—representative, Can. Wholesale Hardware Association.

Cutlery—representative, Hobbs Hardware Co.. London, Ont.

Glass Situation—representative, Pilkington Glass Co., Thorold, Ont.

Auto Accessories—representative, Hyslop Bros., Toronto, Ont.

Stove Situation—representative, Burrow, Stewart & Milne Co., Hamilton, Ont.

11.15 *A.M.—Nomination of Officers.*

11.30 *A.M.—Ten minute talks by exhibitors (names later) Visit to Exhibits.*

WEDNESDAY NOON

1.30 *P.M.—The income tax, who is eligible, and how to prepare Fnancial Statement—by official of Government Finance Department.*

Government Action on Sale of Gasoline—Is a fixed retail price in this commodity in the best interests of the retail trade—Official of Imperial Oil Co.

2.30 *P.M.—How to maintain your profits in the face of future declining markets—Jno. C. Kirkwood.*

4.00 *P.M.—Talk on How to Advise Customers to Finish Floors—Both as to Wax and Varnish Finish—representative, Berry Bros., Limited, Walkerville, Ont.*

4.30 *P.M.—Election of Officers.*

5.P.M.—*Visit to Exhibits.*

WEDNESDAY EVENING

7.30 *P.M.—How I placed my business on a cash basis, and reasons why I will continue on same basis—W. F. Macpherson, Prescott, Ont.*

8.30 *P.M.—Questions and Answers—a round table talk on problems affecting the hardware trade.*

The use of illustrations and prices in retailer's advertisements—illustrated talk by G. D. Davis, Manager, HARDWARE AND METAL.

The use of price tickets and show cards in windows, with results—representative, Mills Hardware Co., Hamilton, Ont.

How I made use of the Association Sales Bureau—H. B. Archer, Moore Hardware Co., St. Catharines, Ont.

Are associations of manufacturers to make and control uniform prices an advantage or detriment to retail trade?

Question Box Discussion.

THURSDAY A.M.

9.30 *A.M.—Address by Mr. George A. Simpson, Sales Manager, The Steel Co. of Canada, Limited.*

10.30 *A.M.—Visit to Exhibits.*

THURSDAY P.M.

2.00 *P.M.—Are we figuring profits on the right basis? Are we making satisfactory profits?*
Leaks in business—an address illustrated by moving pictures, by representative National Cash Register Co.

4.00 *P.M.—Visit to Exhibits.*

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

BALL THRUST BEARING

Axle and gear trouble in Ford and Chevrolet cars is almost always caused, it is stated, by the thrust washers on the left of the differential wearing thin, allowing the gears to get out of proper mesh, causing undue pressure on differential case and axle, frequently causing a broken part, extra expense and loss of time. The Graham ball thrust bearing for Ford cars made by the Graham Roller Bearing Co. of Coudersport, Pa., will, it is claimed, eliminate these troubles, reduce repair bills and increase the hill climbing power of a car.



Ball Thrust Bearings

EXTENSION PEDAL

The "Rico" universal extension pedal made by the Rich Mfg. Co., 1777 Broadway, New York, it is claimed, is the only device of its kind which will fit every type or shape of automobile brake and clutch. It is stated it can be attached with sliding clamp toward dash of car or toward seat. The "Rico," it is claimed, eliminates the use of cushion or other expedient ordinarily used to enable the driver to reach the pedals. It is stated it is absolutely rigid when adjusted.



Extension Pedal

RED STAR WASHER

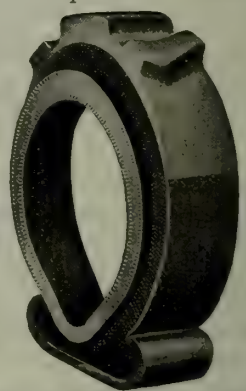
The Red Star Washing Machine, manufactured by Beatty Bros., Limited, Fergus, Ont., has, it is claimed, an especially advantageous feature in the arrangement of the dolly shaft which slides up and down. It is furnished with a knob by which, it is stated, it may be lifted before the lid is raised. In this manner, it is stated, the clothes are freed from the pegs of the dolly and are not in danger of injury through being lifted out of the tub. The washer, it is stated, is made of cypress lumber and has maple legs. The sides and bottom of the interior, it is stated, are corrugated like a rubbing board to facilitate washing.



Red Star Washer

INNER TUBE

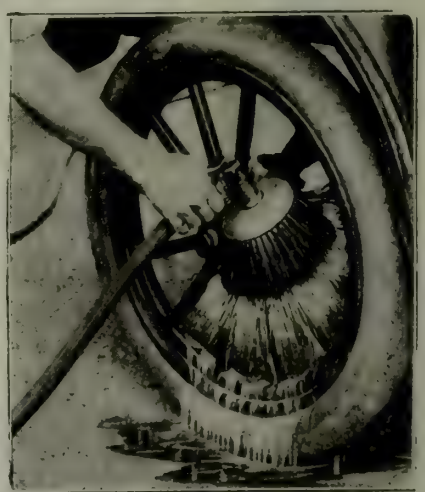
The Stern Wear pneumatic inner tube, made by the Sterns Tire and Tube Company of Canada, Limited, 632 Yonge St., Toronto, solves the puncture and blow-out problem, it is claimed. They are made in standard sizes and, it is stated, will inflate perfectly with 25 per cent. less air pressure and will more than double the life of outer casings. The Stern Wear is reinforced inside and out side with fabric, and does not require any liquid compounds or fillers. It is claimed they reduce punctures to a minimum and cannot blow out.



Stearn Wear Inner Tube

AUTO BRUSH

The water-spray auto brush made by Scully, Jones & Co., 80 East Jackson Boulevard, Chicago, will, it is claimed, wash autos and trucks in half the time and at half the cost. The device consists of a five-inch brush made, it is claimed, of genuine horse hair and Russian bristles. Through the center is inserted, it is stated, an aluminum spray nozzle attached to a hose connection and containing a cut-off value. The volume of water sprayed through the bristles of the brush is controlled, it is stated, by the hand holding the brush. Two kinds of brushes are made, one a short handled water-spray auto brush and the other a three-foot extension water-spraying auto brush. The latter, it is stated, has a three-foot aluminum pipe extension and may be used for under parts and tops and all "hard to clean" places.



Water-spray Auto Brush

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

LOWER prices have been established in the base price of rope this week, the new quotations showing a decline of 2c per pound. Factors contributing to this move are lower fibre prices and a reduction in ocean freight rates. The market is steady at the decline, and with stocks throughout the country generally light, a good trade is looked for during the coming year.

Linseed oil is again furnishing excitement, an advance of 6c and a decline of 5c per gallon being recorded. The result has been a marked narrowing of the range of quotations, and the market carries a steadier tone than for the past two or three weeks. There is little movement at the present time, a seasonable condition.

In an effort, it is said, to stimulate sales, a decline has been recorded in turpentine amounting to 5c per gallon. Markets in the South, after a period of quiet, even dullness, show a little more activity with a firming influence, resulting in a stiffening of prices.

Quotations issued this week on barn door hangers and track and parlor door hangers and track show advances over previous figures. Candle wick has reached a very high figure, and a revision in collar pads upward has been made. Electric light globes have declined, and a lower scale of quotations on copper and brass rods, tubes and sheets has been reached.

Coil chain is up from 15c to 80c per 100 pounds, and log chain has also reached a figure from 15 to 25c above former levels. Pump oilers are up from 10 to 15 per cent. New list prices have been named on canvas belting, along with a change in the discount, giving a net result which shows quotations about 10 per cent. higher.

Ingot metals are again fluctuating, lower prices having been established on tin, spelter and lead in some quarters. There is little activity at present, trading being confined to very small parcels.

MONTREAL MARKETS

MONTREAL, Dec. 19.—Changes for the week have been made in various lines of auto accessories. Declines for casting copper, black sheets, and rope, lathyarn and marline are recorded. There is a tendency to lower levels for lead products, and old materials are weak in as far as the scrap metals are concerned. Tinplates and Canada plates also are ruling with an easier undertone. An advance is made in the price of kraft paper bags.

Christmas business has been seasonably good, and stocks of skates and bells, as well as those of other lines, are pretty well cleaned up. That there will be a general settling down to business within a few weeks is conceded, and the outlook seems to be that any readjustments to be made will come about in a natural way, and that these changes will spread over a considerable period of time.

Paper Bag Prices Are Marked Up

Montreal.

PAPER BAGS.—Prices are marked up for paper bags of the "kraft" type. This is effected through a complete change of the list and which is as follows: One pound size, $3; 2-lb, $3.80; 3-lb., $4.80; 4-lb., $5.60; 5-lb., $6.80; 6-lb., $8.40; 7-lb., $9.40; 8-lb., $11; 10-lb., $12.60; 12-lb., $14.60; 14-lb., $16.50; 16-lb., $18, and 20-lb., $22. From this list a discount of 33 1-3 per cent. is quoted. The old list was lower and the discount from this previously was 15 per cent.

Rubber Patches Up; Air Bags; Jacks

Montreal.

RUBBER PATCHES, AIR BAGS.—Various styles of rubber patches for use on auto tires are advanced. Comparative prices for instance on 3½ inch Samson are: old, 50c; new, 56c. The relative prices for 4-inch are 67c and 79c; 4½-in., 77c and 98c, and 5-in., 93c and $1.08. 25 per cent. discount applies to these prices. Floating flaps are also on an advanced price basis, and various other rubber goods, such as mats, water pails and cementless patches.

Air bags, 3x14, are priced to the trade at $3.49; 4x16, at $3.75; 3½x14, $4.31, and 3½x16, $4.50. In the same line, 4x18 are priced at $5.47; 4½x16 at $5.54, and 4½x18, $6. 5x16 are priced at $6.26, and 5x18 at $6.49. The discount is 25 per cent.

A price of $15.75 each is quoted on Gemco garage jacks, with a 10 per cent. discount applying to the trade.

Hose Connections Up; Pedal Rubbers

Montreal.

HOSE CONNECTIONS—Advances are made in the price of rubber hose connections for Ford cars and also for Chevrolet models. The advance is considerable, and, in some instances, over 50 per cent. Chevrolet size, 1¼x4, are quoted at $1.15 per dozen; 1¾ x 3¾ at $1.50. Ford size, 1¾ x 2¾, are priced at $1.15; 2x3¼ at $1.40, and 2x 3½ at $2.50. A discount to the trade (in dozen lots) of 35 per cent. applies.

Pedal rubbers in lots of one dozen are quoted at 42c each for Chevrolet, and at 39c each for Ford, the same respective costs applying to McLaughlin and Overland.

Ajax patches of 32 square inches are quoted at 35c each in lots of 12, and 70c each for lots of 12 in the 72 square inch size.

Tire Reliners Up From 5 to 10%

Montreal.

TIRE RELINERS.—Advances of from 5 per cent. to 10 per cent. apply to tire reliners. The following prices are in effect for various sizes and on the basis of the dozen price: 30x3, $1.58; 30x3½, $1.79; 32x3½, $1.89; 31x4, $2.49; 32x4, $2.52; 33x4, $2.63; 34x4, $2.70; 34x4½, $2.90; 35x4½, $3.01; 36x4½, $3.08; 37x 4½, $3.22; 36x5, $3.50; 37x5, $3.64.

Radiator Hose up 10-15%; Brake Lining 15%

Montreal.

HOSE, BRAKE LININGS.—Radiator hose is higher, from 10 per cent. to 15 per cent. New prices are as follows:— 1 in., 25c; 1¼ in., 32½; 1½, 38c; 1¾, 42c; 2 in., 49c; 2¼, 57c; 2½, *0½c; 2¾, 70c.

Brake linings are higher, too. The average advance is around 15 per cent. and a few prices follow. These are trade prices on lots of 50 feet, and from which 40 per cent. discount may be taken: ⅛x 1 in., 26½c; ⅛x1½, 30c; ⅛x2, 44c; ⅛x 3, 61c, and ⅛x4, 76c. In the 5-32 size by 1 in. the price is 30c; 5-32x2, 53c; 5-32x3, 75c; and 5-32x4, 99c per foot. Size 3-16x1, 35½c; 3-16x2, 63c; 3-16x3, 92½c; 3-16x4, $1.19; ¼x1 in., 47c; ¼x 2½, 63c; ¼x2, 83c; ¼x3, $1.20; ¼x4, $1.55.

Rope Declines 2c; Lathyarn, Marline, Too

Montreal

ROPE AND CORDAGE.—Declines of two cents per pound are made this week for various rope. The basis for pure manila is reduced to 37c, that for British manila to 31c, and that for sisal to 25½c per pound.

Lathyarn is down 2c also to 25½c basis, and pure African hemp marline is down 2c to 36c per lb. Standard African hemp is quoted 37c. Prices are effective from December 14. The usual differentials apply for the various rope and lathyarn specials.

Ware Trade Quieter; Stoves Slow, Too

Montreal.

STOVES AND WARES.—There is very little movemnt of wares now that the season has run its course. Manufacturers have had a large volume of business, however, and are well satisfied. The same is true regarding stoves and ranges, and the outlook for a good season in 1919 is an encouraging one. Prices are likely to rule firmly.

Coal Oil Holding; Gasoline Sales Less

Montreal.

COAL OIL, GASOLINE.—Sales of coal oil are steadily better, although the city trade is not a big factor. Price for Royalite grade is still 19c per gallon, and for Palacine and Electroline 22c, holds still. Motor grade gasoline is selling at 34c per gallon, and the demand is now somewhat less, although many motor cars are yet operating that are put up for the winter ere this other seasons.

BRIEFS FROM THE WEEK'S MARKETS

Linseed oil is up 6c and down 5c per gallon in the Toronto market. The result has been a marked narrowing of the range on quotations.

* * *

Barn door hangers and track and parlor door hangers are quoted at advanced prices.

* * *

Canvas belting has been placed on a new list of prices per foot and the discount revised—the net result is an advance approximating 10 per cent.

* * *

Kraft paper bags have undergone revision upward. An item of expense that should be figured in cost of doing business.

* * *

Curtain stretchers show an advance in new prices issued this week.

* * *

The metal markets furnish the thrills again this week, tin, spelter and lead each recording slight declines in some quarters.

* * *

The cost sheets of stove manufacturers now under revision may, it is said, reveal the necessity of a levelling up or readjustment of values on some lines to higher figures.

* * *

Candle wick has gone up to 80c per pound.

* * *

Rope prices show a decline this week of 2c per pound. Pure manila is down to 37c base; British manila 31c; sisal 25½c per pound. Lower fibre figures are the main contributing factors in this lowering of prices.

* * *

Pump oilers jumped up from 10 to 15 per cent. during the week.

* * *

New prices issued on coil chain show an advance of from 15c to 80c per 100 pounds. Logging chains are up from 15c to 25c per 100 pounds.

Nails Move Slowly; Basis the Same

Montreal.

NAILS AND WIRE.—The basis for wire nails is steady and unchanged. This holds at $5.50, and that for cut is $5.85. With navigation just closed the water shipments have been cut off and sorting orders for small lots will now be the feature.

Smooth steel wire is steady and unchanged with the base price holding at $6.25 per 100 lbs.

Black Sheets Easier; More Offerings

Montreal.

SHEETS.—With the removal of restrictions and with a desire manifest among the jobbers to create new business, sheet prices have again declined. This applies only to the black list in certain gauges and while quotations are unchanged for galvanized, it is expected that prices favorable to the buyer will be quoted for quantities that may be wanted. The prospects are for more favorable prices.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$7 50	$11 50
12 gauge	7 60	11 00
14 gauge	7 75	8 20
16 gauge	7 75	8 00
18-20 gauge	7 75	8 00
22-24 gauge	7 90	8 35
26 gauge	7 95	8 40
28 gauge	8 05	8 50
GALVANIZED SHEETS—		
10¾ oz.	$11 35	$12 35
28 gauge	10 90	11 90
26 gauge		11 35
22 and 24 gauge		11 15
20 gauge		11 05
18 gauge		10 95
16 gauge		10 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Iron and Steel on Unchanged Basis

Montreal.

IRON AND STEEL.—Nothing of new interest has developed, and it will be a week or two before there is any likelihood of changes being made. With a removal of restrictions in the near future there may be some slight reductions in the base prices, but this will depend upon the available supplies to a great extent. Orders just now are naturally small.

Common bar iron, per 100 lbs.	$4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 22

Interest Lags in All Lead Products

Montreal.

LEAD PRODUCTS.—A quietness has been ruling in lead products for some time and the movement is confined to the user's present needs. Prices are naturally easier and the tendencies are to lower levels for pipe and sheets, although the recent reductions will probably hold for the present. Lead is none

too plentiful, and if there is any revival of buying the market will firm somewhat again. Solder is easy, but unchanged.

Lead pipe, lb.	$0 14	$0 15
Lead pipe (cut lengths)		0 15
Lead waste pipe, lb.	0 15	0 16
Lead traps and bends	Net list.	
Lead wool, lb.		0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb.		0 12¾
Lead sheets, 4 to 8 lbs., s. ft.		0 11½
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c. lb. extra.		
Solder, guaranteed, lb.		0 47
Solder, strictly, lb.		0 43
Solder, commercial, lb.		0 40
Solder, wiping, lb.		0 40
Solder, wire (8 gauge)—		
40-60		0 49¾
45-55		0 54
50-50		0 58
Zinc sheets, casks		
Do., broken lots		

Note—The above prices for solder are for full boxes of 100 lbs. Jobbers will charge several cents more for small lots.

Inactivity Rules in Old Materials

Montreal.

OLD MATERIAL.—Interest is limited and no movement is reported, either in the way of receipts or of sales. It will be some weeks before the conditions improve. Old rubbers are holding steady, while iron and steel, and also brass copper and lead are on the easy side, but without quotable changes being made.

Dealers' Buying Prices:		
Tea lead		0 05½
Heavy lead pipe		0 07¼
Yellow brass		0 13
Red brass		0 21½
Light brass		0 08
Scrap zinc		0 06¼
Heavy copper	0 22	0 23
Wrought iron, No. 1, per gr. ton	22 00	23 00
No. 1 machinery cast	35 00	36 00
Heavy melting steel	22 00	23 00
Pipe scrap	18 00	20 00
Stove plate, per ton	23 00	24 00
No. 2 busheling	12 00	12 50
Old rubbers, boots and shoes	0 08	0 08½
Overshoes, lumbermen's rubber boots		0 06
Bicycle tires	0 04½	0 05
Automobile tires	0 04¾	0 05

Copper Scores Decline; Tin Shows Weakness

Montreal.

INGOT METALS.—The markets are unsettled this week. An easier feeling has developed on copper, and tin also is weaker again in London. Little stability is looked for in the whole list until after the first of the year.

COPPER.—Casting copper is weaker and is quote here this week at 27c. Electrolitic grades are firm and steadier and still hold at 30-31c.

TIN.—Weakness developed again in London, cables recording another decline. There has been no immediate reflection here excepting that offerings are freer and prices somewhat more open than they were.

SPELTER.—A general absence of trading and an unconcerned buying element leaves little to say on this item. The price basis of 10½c still rules here.

LEAD.—Some of the importers see no reason why lead should have been lowered in price, for they state that supplies are still small and likely to be light for some time. 9½ to 10c still is quoted here.

ANTIMONY.—Antimony is quite uninteresting and the position is easy, but unchanged, with sales made at 11-12c per lb.

ALUMINUM.—Little interest manifested and sales made at 48-50c for small quantities.

TORONTO MARKETS

TORONTO, Dec. 19—Higher prices have been reached on many lines of manufactured goods including barn door hangers and track, parlor door hangers, cotton candle wick, solder pots and collar pads. Electric light globes have undergone revision downward and lower prices have been named on brass and copper sheets, rods and tubing. Rope has come in for a reduction of 2c per pound. Ingot metals show little change, though some shading of prices on lead and spelter is reported and tin has declined slightly.

Business on sleighs, skates, snowshoes and all seasonable lines has been heavy. The Christmas trade being the big factor to provide for the heavy movement.

Barn Door Hangers Revised Upward

Toronto.

BARN DOOR HANGERS.—A revised list of prices has been issued on R. W. barn door hangers in some quarters which provides for a move to higher levels. New quotations now in effect are: No. 321, $19 per dozen pairs; No. 542A, $14; No. 544, $16.50; No. 543, $17.75; No. 545. $12.75; No. 41 x 1, $19; No. 41 x 2, $22.75; No. 41 x 3, $27.75; No. 843, $11.50.

Trolley hangers have also joined the upward movement, No. 20½ B being quoted at $3.10 per set and No. 28½ B, $5.50.

Track, Stays, Latches Also Up

Toronto.

TRACK, STAYS, LATCHES.—Higher prices have also been reached on barn door track, quotations named being as follows: Flat, 3-16 x 1¼ inch, $9 per 100 feet; Round, No. 542 A x ⅞ inch, $11.15; No. 543 x 1⅜ inch, $13.75. Trolley track No. 30 for Nos. 30 and 0030 hangers is quoted at $21 per 100 feet; No. 31 for Nos. 321 and 20½ B hangers, $20.

Barn door stays have followed the upward movement, No. 68 being quoted at $6 per dozen. Latches No. 125 Bull Dog are up to $12 per dozen.

Parlor Door Hangers Move Higher

Toronto.

PARLOR DOOR HANGERS. — The range of quotations on R. W. parlor door hangers reveals an upward tendency in this line. Figures just issued in some quarters reveal higher levels as follows: No. 12 single, with track, $24.60 per dozen sets; No. 12 double, with track, $49.20; No. 112 single, with track, $24.60; No. 112 double, with track, $49.20; No. 122 single, with track, $23.40; No. 122 double, with track, $46.80.

Sliding door locks No. 510 are being quoted at $2.80 each.

Candle Wick Reaches High Figure

Toronto.

CANDLE WICK.—Higher prices have been reached on candle wick in some quarters, the new quotation which is now being named to the trade being 80c per pound. The raw cotton market seems to be strengthening somewhat on export demand and if overseas shipments becomes heavy a higher level of prices seems probable. The effect will be felt on manufactured cotton products also.

Electric Light Globes Decline

Toronto.

ELECTRIC LIGHT GLOBES.—A decline has been registered in electric light globes amounting to about 3c each. List prices are shown below along with the standard packages and the trade discounts which apply are as follows: 500 lamps or over in one shipment, 25 per cent; 100 lamps and up to 499 in one shipment, 17 per cent.; less than standard package, 10 per cent.

	Standard Package.	List Each.
Tungsten Lamps—		
10 to 40 Watt	100	$0 32
60 Watt	100	37
100 Watt	24	75
Nitrogen Lamps—		
100 Watt	50	1 17
200 Watt	24	2 34
300 Watt	18	3 45

Collar Pads Undergo Revision

Toronto.

COLLAR PADS. — New prices have been established on Ventiplex collar pads, quotations now ranging at following levels: No. 300 x 9 inch, $6 per doz.; 10 inch, $6.25; 11 inch, $6.50; 12 inch, $6.75; No. 400 x 9 inch, $6.50; 10 inch, $6.75; 11 inch, $7; 12 inch, $7.25; No. 500 x 9 inch, $6.50; 10 inch, $6.75; 11 inch, $7; 12 inch, $7.25; No. 700 Duplex x 10 inch, $9; 11 inch, $9.50; 12 inch, $10.

Copper and Brass Sheets, Rods Down

Toronto.

COPPER AND BRASS RODS, SHEETS. — Lower prices have been

named on copper sheets, rods and tubes and brass sheets, rods and tubes are also down to a lower scale of quotations. New figures which have been reached are named as follows: Copper sheets, 46c per pound; copper rods, 46c per pound; copper tubing, 52c per pound; brass sheets, 40c per pound; brass rods, 37c per pound; brass tubing, 48c per pound.

Solder Pots Make Advance

Toronto.

SOLDER POTS. — Quotations now available on metal solder pots provide for an advance over previous figures. The present basis of quoting on these is for the 5-inch, 60c each; 6 inch, 80c; 8 inch, $1.35; 10 inch, $2.10; 13½ inch, $4.20.

Lower Prices Named on Rope

Toronto.

CORDAGE, TWINE. — Lower prices are the order of the day in rope, quotations to-day showing a decline of 2c per pound in the base over figures which have been in effect for the past few months. Prices at which manila and sisal fibre can now be bought show a decline from levels at which most of manufacturers' stocks have been bought at, it is intimated, but some reaction seemed bound to come and the result has shown in binder twine and now in rope. The new range of quotations is given as follows: Pure manila, 37c per pound base; British manila, 31c; New Zealand hemp, 31c; sisal, 25½c; single sisal lath yarn, 25½c.

There has been no further change in the twine situation and the market is holding quite steadily.

Stoves May Be Revised; Wares Firm

Toronto.

STOVES, WARES. — Manufacturers of stoves intimate that in getting down to figuring costs as they are now doing they expect it may be necessary to undertake a levelling-up or readjustment in some lines which may result in an advance for some grades and styles of perhaps 5 per cent. There is no intimation that present basis on any one line is too high, and as noted there may be some slight advances. The outlook is considered good for 1919, though present business is comparatively quiet, a seasonable condition.

Wares are holding steadily with a firm undertone. Prospects for 1919 business are considered excellent.

Nails Hold at Unchanged Levels

Toronto.

NAILS, WIRE.—The undertone to the market remains firm. It is true that pig iron has declined, but there is no change reported in wire or wire products, and some manufacturers intimate there is at present an insufficient spread between wire and rods. However, no price change seems imminent. Locally the situation is without change, wire nails selling at a base of $5.50 per 100 pounds and cut nails at $5.85 per 100 pounds. There is some talk that a new manufacturer of wire nails is to enter the Canadian market.

Smooth steel wire is unchanged at the base price of $6.25 per 100 lbs.

Oils Holding; Gasoline Unchanged

Toronto.

OILS, GASOLINE.—There are no new developments to record this week in oils. The market rules with a steady tone and prices show no change. Coal oil is in good demand at prices ranging from 18½ to 21½c per gallon according to grade.

Gasoline demand has continued at high levels from outside points due to the generally fine weather prevailing with the opportunity for using the autos to a later date than usual. Price rules without change at 33c per gallon.

Bars Hold Steady; Unchanged

Toronto.

IRON AND STEEL. — Bars show no further change from levels reached last week, the common bar iron being quoted at from $4.85 to $5.25 per 100 pounds base and bar steel at $5 to $5.50. The demand is small just now and little movement is expected for the next few weeks.

TORONTO—	Per 100 lbs.	
Common bar iron	$4 85	$5 25
Common bar steel	5 00	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Little Movement in Corrugated Sheets

Toronto.

CORRUGATED SHEETS. — There is little movement just now in corrugated sheets or other lines of manufactured sheet metals, but this is a seasonable condition. Manufacturers look for good business on eavetrough and conductor pipe early in 1919 and expect that other lines such as roofing and siding will show activity a little later on. The trade as a whole are most optimistic over prospects for next year's business.

TORONTO—	Per 100 Sq. Feet	
Corrugated Sheets—	Gal'zed	Painted
No. 28 gauge	$ 9 00	$ 7 50
No. 26 gauge	10 00	8 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No. 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7½ per cent.

Sheets, Plates Remain Unchanged

Toronto.

SHEETS, PLATES.—The market on sheets and plates locally seems to have reached a basis more in line with prices at the mills, and any further revisions which may take place will quite likely be gradual; no big changes are expected. It was intimated in last week's issue that there might be a fair movement of sheets this month. Definite advice has been received by one jobber that a couple of hundred tons are moving his way and this will serve to help out stocks which have been badly depleted. It would appear that a fairly good movement may be looked for from now on.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$7 50	$8 50
12 gauge	$6 85	7 35	8 35
14 gauge	6 90	7 20	7 90
16 gauge	7 00	7 25	8 00
18-20 gauge		7 30	7 80
22-24 gauge		7 35	7 85
26 gauge		7 40	7 90
28 gauge		7 50	8 00
3/16-inch plate			7 40
¼-inch boiler plate			7 00

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—		
10¾ oz.	$9 30	$9 50
U.S. 28	9 00	9 20
U.S. 26	8 70	8 90
22 and 24	8 55	8 75
18 and 20	8 40	8 60
16	8 25	8 35
14 gauge	8 15	8 25

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

Tubes Coming; Wrought Pipe Holds

Toronto.

BOILER TUBES, WROUGHT PIPE —The mills are cleaning up all back orders of Canadian dealers for tubes rapidly and this means that high priced tubes are being received locally. There has been no price change made as yet on tubes, but it seems possible that the first of the year will bring with it a reduction of 5 to 10 per cent. in present scale of quotations.

There are no new developments reported in regard to wrought iron pipe. Prices have held firm and unchanged with supplies fairly well equal to present demands. Prices appear in current market quotations.

	Per 100 feet	
Boiler Tubes—		
Toronto—	Cold drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Lead Products Hold; Solder Steady

Toronto.

LEAD AND ZINC PRODUCTS. — There has been no further change recorded in manufactured lead products this week, prices holding at declines registered last week and shown below. Solder has held without any material change through a narrowing of the range towards the lower levels reached last week is in evidence.

Lead pipe, lb.	$0 14
Lead waste pipe, lb.	0 15
Lead traps and bends	Net list

Lead wool, lb.		0 14
Lead sheets, 4 to 6 lbs., sqr. ft., in rolls. lb.		0 12½
Cut sheets, ½ to ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 44	0 45
Solder, strictly, lb.	0 41	0 43
Solder, commercial, lb.	0 36½	0 39
Solder, wiping, lb.	0 34	0 45
Solder wire, lb.	0 49½	0 54
Zinc sheets, lb.		0 26

Nothing Doing in Old Materials

Toronto.

OLD MATERIALS.—The scrap metal market is still in a poor condition. No sales are being made unless there is considerable urgency in the deal. Prices for material are very uncertain, and any quotation that is made is hardly indicative of the real condition of the market, hence can be considered only nominal. No buying is being done at the figures shown.

	Dealers' Buying	Prices.
Tea lead	**$0 05¼**	....
Heavy lead pipe	....	**0 08**
Yellow brass	**0 12**	**0 13**
Red brass	....	**0 21**
Light brass	....	**0 09½**
Heavy zinc	**0 05½**	**0 06**
Heavy copper	**0 22**	**0 23**
Stove plate, per ton	....	**25 00**
Old cast iron, per ton	....	**30 00**
Overshoes, trimmed Arctics	....	**0 06½**
Auto tires	**0 04½**	....
Bicycle tires	**0 03½**	....
	Per gross ton.	
No. 1 railroad wrought	**26 00**	**27 00**
No. 2 railroad wrought	**15 00**	**16 00**
Pipes and flues	....	**12 00**
No. 1 busheling	**16 00**	**17 00**
No. 2 busheling	....	**12 00**
Country mixed scrap	....	**16 00**

Metals Continue To Fluctuate

Toronto.

INGOT METALS.—The markets continue to show decided fluctuation, some comparatively low prices being recorded in spelter and lead, while tin has come down another 5c per pound in some quarters. There is little moving even at price inducements made.

COPPER.—There has been no change recorded in the situation locally. It does not seem likely price control will be a factor in this market after the first of the year, and there is some speculation as to how prices will go. Locally there has been no change, 30 to 32c per pound being price quoted.

TIN.—Lower levels have again been reached in some quarters, prices as low as 75c per pound being quoted and ranging up to 85c. There is practically no movement and supplies are considered ample for limited demand.

SPELTER.—The local market seems to be quite bare of supplies, but even with this condition some lower figures have been reached as will be shown by the quotations of 9½ to 10c per pound available.

LEAD.—The market has sagged still further in favor of the buyer. Quotations named this week range from 8¼c and 8½c to 9½c per pound. There is little trading reported, only small lots changing hands.

ALUMINUM.—No change is the condition still reported in this metal. There are really no elements of interest yet developing. Price holds unchanged at the nominal figure of 50c per pound.

ANTIMONY.—The price of 10c per pound is generally in effect this week on antimony. The market is dull and featureless.

PIG IRON.—A decline of $3 per ton at United States furnaces is reported, but there is still no indication that supplies are plentiful. As a matter of fact it would appear as though pig iron will be scarce for some time to come as demands from all commercial sources will be extremely heavy. There is little new to report in the situation locally.

LONDON MARKETS

LONDON, Ont., Dec. 19.—Lower prices have been named on linseed oil, amounting to 5c per gallon, and turpentine has also come down a straight 5c per gallon. Higher prices have been named on curtain stretchers, chisel handles, and shaving soap. A 10 per cent. advance has been made on canvas belting, and food choppers have also moved upward in price.

Sales of flashlights, carpet sweepers, silver-plated flat ware, electric heaters and appliances represent a heavy volume of present business. Christmas trade has been good, and a fine clean-up of stocks seems probable.

Curtain Stretchers Move Upward

London, Ont.

CURTAIN STRETCHERS.—Higher prices have again been found necessary on curtain stretchers, the scarcity of wood, and difficulty in securing supplies of desirable stocks being factors, it is intimated, which have brought about this change. Quotations which are now being made to the trade are: No. 88 plain, $19 per dozen; No. 5 with easel, $27.50; No. 22 loose pin, $33.50.

Chisel Handles Go Higher

London, Ont.

CHISEL HANDLES.—New prices which have been issued on chisel handles this week provide for a substantial advance over previous figures. The present basis of quoting is as follows: Tanged, No. 600, 65c per doz.; No. 601, 75c; No. 606, $1.35; No. 607, $1.50; Socket, No. 610, 45c; No. 611, 50c; No. 616, $1; No. 617, $1.15. Framing chisel handles No. 621, 70c.

Ten Per Cent. Advance in Canvas Belting

London, Ont.

CANVAS BELTING.—A ten per cent. advance has been recorded in Maple Leaf canvas belting during the week. The new prices shown reveal a new list and a new discount which provide for higher price levels to extent mentioned above. The new list prices are per foot: 1½ inch x 4 ply, 30c; 2 inch x 4 ply, 39c; 2½ inch x 4 ply, 48c; 3 inch x 4 ply, 57c; 3½ inch x 4 ply, 65c; 4 inch x 4 ply, 74c; 4½ inch x 4 ply, 81c; 5 inch x 4 ply, 90c; 6 inch x 4 ply, $1.05. From these list prices a discount of 45 per cent. applies.

Food Choppers Up; Electric Appliances

London, Ont.

FOOD CHOPPERS, ELECTRIC APPLIANCES.—Higher price levels are shown in new quotations issued this week on Universal food choppers. The new prices are given as follows: No. 0, $19.50 per dozen; No. 1, $23.75; No. 2, $28.90; No. 3, $37. Sales of all lines of electric appliances have been heavy during the holiday season. Prices have held steadily, quotations on the Red Hot electric stoves being made at $3.25 each. Canadian Beauty electric toasters have held at $4.50 each. Activity marks the movement of flashlights and batteries, and the discount remains unchanged; Eveready Daylos and batteries selling at 33 1-3 per cent. from list.

Shaving Soap Up; Flatware, Sweepers Move

London, Ont.

SHAVING SOAP, FLATWARE, SWEEPERS.—A new price has been named on both Williams' and Colgate's shaving soaps, the barber's bar now being quoted at 80c per pound. Silver-plated flatware has been active at unchanged prices, the 1847 flatware being quoted at 40 per cent. off list. Net prices on some sets are: 1847 plain dessert knives and forks, $4.75 per set; 1847 plain medium knives and forks, $5; 1847 pattern dessert knives and forks, $5.65; 1847 pattern medium knives and forks, $6. Carpet sweepers and vacuum sweepers are other lines which have been moving forward to the trade readily, and retailers report good sales. Quotations have held at unchanged figures as follows. Carpet sweepers: Universal, japanned, $39 per dozen; Universal, nickel-plated, $46; Grand Rapids, japanned, $41; Grand Rapids, nickel-plated, $48; Princess, $49; Elite, $54; Parlor Queen, $54; American Queen, $51; Vacuum sweepers: Household, $96 per dozen; Grand Rapids, $108; Superba, $126.

Ice Tongs Up; Lunch Boxes Here

London, Ont.

ICE TONGS, LUNCH BOXES.—Quotations on heavy ice tongs have undergone revision to higher levels, the new

prices on the No. 2 V and B being $23 per dozen, and on the No. 3 V and B $27.50 per dozen. A new line of sheet metal lunch box is being offered to the trade which will be sold as No. 3 and japanned finish. The price established is $3.25 per dozen.

Nails Quiet; Heaters Unchanged

London, Ont.

NAILS, OIL HEATERS.—Nails are moving very slowly at the present time but the undertone to the market seems quite steady. No price change is recorded, the base price of the wire holding at $5.50 per 100 pounds, and on the cut at $5.85. A slower sale of oil heaters is reported, the milder weather accounting for this it is thought. Prices have held firm and unchanged at following levels: New Perfection, No. 525, list $7 each; No. 530, $8.25; No. 630, $10.25, less 25 per cent. McClary, No. 860, n.p., $4.75 each net; No. 860, enamel, $5.50.

Lower Prices Named on Rope

London, Ont.

ROPE.—A new base price has been established on rope this week which provides for a decline of a straight 2c per pound. Lower fibre prices are the main factor in bringing about this decline. On the new basis quotations to the trade range as follows: Pure manila, 37c per pound base; British manila, 31c; New Zealand hemp, 31c; sisal, 25½c; sisal lathyarn , 25½c.

Turpentine Declines 5c Per Gallon

London, Ont.

TURPENTINE.—Lower levels have been established on turpentine locally, the decline amounting to 5c per gallon and following on the heels of a decline last week. This is a reflection of markets in the South which underwent a sharp decline a week or two ago, although the bottom seems to have been reached and an upward movement is again in progress. The main reason assigned for this decline locally is an effort to stimulate sales, which are light. The new prices to-day are: 1-bbl. lots, $1.10 Imperial gallon; 2 to 4 bbl. lots, $1.09; 5 gal. lots, $1.20.

Linseed Oil Again Lower

London, Ont.

LINSEED OIL.—Lower prices are again in evidence this week on linseed oil, the decline amounting to a straight 5c per gallon. Lower flaxseed is one of the reasons fo rthis movement, although the trade as a whole would probably be glad to take care of a little more business than is now being offered. However, the limited demand is a seasonable condition and a steadier market is looked for during the next few weeks. The new range of quotations now in effect is as follows: 1 to 2 bbls, raw, $1.70 per $1.69, boiled. $1.72; 6 to 9 bbls. raw, gallon, boiled, $1.73; 3 to 5 bbls. raw, $1.67, boiled, $1.70, less bbls., add 10c gallon.

WINNIPEG MARKETS

WINNIPEG, Dec. 19.—Price changes for the week have been fairly numerous, though quotations show only very moderate advances. Lines which have reached higher levels are coil chain, logging chain, scythe stones, safety chain, ladder chain, pump oilers, dry paste, post mauls, rosin, horse rasps, log chain swivels and slip and grab hooks. Markets in general are holding very firm, and few changes are looked for before the first of the year, or until factories are assured of next year's supply of raw material.

Business in general hardware lines is reported as very fair, while all dealers report a good Christmas trade. There is a noticeable demand for all kinds of good mechanical toys.

Repair Links Go To Higher Levels

Winnipeg.

REPAIR LINKS.—Prices on swivel repair links have undergone a revision upward. This, it is intimated, is due to increasing cost and shortage of material. Prices ruling to-day are as follows: Swivel repair links, No. 2530 A, 65c; B, $1; C, $1.35; D, $1.85; F, $2.45 per dozen.

Chain Swivels, Slip and Grab Hooks Move Up

Winnipeg.

CHAIN SWIVELS, SLIP AND GRAB HOOKS.—Prices on log chain swivels along with slip and grab hooks took a further increase during the week. The new quotations show an advance of about 5 per cent. over old figures. Prices have now reached the following figures: Log chain swivels, No. 7 x ⅜ inch, $1.90; No. 8 x ½ inch, $2.10; No. 9 x 9-16 inch, $2.75 per dozen. Slip hooks, ¼ inch, $1.65; 5-16 inch, $1.95; ⅜ inch, $2.60; 7-16 inch, $3.45; ½ inch, $4.50 per dozen. Grab hooks, ¼ inch, $1.65; 5-16 inch, $1.95; ⅜ inch, $2.60; 7-16 inch, $3.45; ½ inch, $4.50.

Horse Rasps Go Up Five Per Cent.

Winnipeg.

HORSE RASPS.—Prices recently received from the manufacturers show higher prices on Heller Bros.' horse rasps, both plain and tanged. These move up approximately 5 per cent, while prices on this make of blacksmiths' hammers, hoof parers, etc., remain unchanged. Prices now ruling on horse rasps are given herewith: Heller's horse rasps, plain, 14 inch, $8; 15 inch, $9.40 per dozen. Tanged, 14 inch, $10.40; 15 inch, $12.30 per dozen.

10 to 15% Advance in Pump Oilers

Winnipeg.

PUMP OILERS.—Owing to the high prices ruling for tin as well as the scarcity of this material, further advances have just now become effective covering the genuine Cannon oilers. Prices have moved up from 10 to 15 per cent. over former prices and have now reached the following figures: Cannon oilers, No. 1, $15; No. 2, $16.50; No. 3, $19.50 per dozen.

Post Mauls Reach Higher Levels

Winnipeg.

POST MAULS.—Increased cost of production in the local foundries has been the means of forcing post maul prices higher. To-day's selling price has been established at 6c per pound for all sizes and shapes.

Higher Prices on Safety, Ladder Chain

Winnipeg.

SAFETY AND LADDER CHAIN.—New prices just issued by manufacturers show that further advances have been made covering brass safety chain and ladder chain. The increase is very moderate. To-day's ruling prices are given as follows:

Brass Safety Chain—No. 2/0, $2.15; No. 1/0, $2.70; No. 1, $3.35; No. 2, $4.00 dozen yards.

N.P. Safety Chain—No. 1/0, $3.00; No. 1, $3.65 dozen yards.

Brass Ladder Chain—No. 19, $1.35; No. 18, $1.70; No. 17, $1.95 dozen yards.

Scythe Stones Revised Upward

Winnipeg.

SCYTHE STONES.—Prices on scythe stones which have remained firm for the past six months have been revised to higher levels. This is largely attributed to increased freight rates. Prices at which these are now selling are represented by the following figures: Leader, $7.75 gross; Indian Pond, $12.50 gross; Black Diamond, $17.50 gross; Quick Cut, $15 gross.

Coil Chain Goes Up 15c to 80c

Winnipeg.

COIL CHAIN.—Prices on coil chain have again been revised during the past week due to labor costs and heavier freight rates. The increase varies from 15c per 100 pounds on the larger sizes to 80c per 100 pounds on the smaller size. Stocks are reported as only fair

owing to the difficulty manufacturers have been experiencing securing raw materials. Prices now ruling are given herewith:

Coil Chain—3-16 inch, $19.20; ¼ inch, $16.25; $12.35; ½ inch, $12.25; 9-16 inch, $12.25; ⅝ 5-16 inch, $13.75; ⅜ inch, $12.75; 7-16 inch, inch, $12.00; ¾ inch, $11.65 per 100 pounds.

Log Chains Follow Upward Movement

Winnipeg.

LOG CHAINS.—Logging chain prices have also advanced in sympathy with the rise in coil chain. New prices show this has moved up from 15c to 25c per 100 pounds. To-day's prices are given as follows: ¼ inch, $18.05; 5-16 inch, $15.55; ⅜ inch, $14.55; 7-16 inch, $14.15; ½ inch, $14.05 per 100 pounds.

Dry Paste Up; Rosin Higher

Winnipeg.

DRY PASTE, ROSIN.—Prices on Stick Fast dry paste have moved to higher levels during the week. To-day's market price now being as follows: 1 lb., pkgs, $2 per dozen; 2 lb., $3.85. The market price on rosin which has held firm locally for the past year has been revised during the week. Selling price to-day has been advanced to 11½c per pound.

Turpentine Fluctuates; Selling Price Same

Winnipeg.

TURPENTINE. — Turpentine prices, while showing a slight increase in the fore part of the week, again dropped to the quotations prevailing last week and is holding firm at the following figures: Barrels, $1.20 per gal.; ½ barrels, $1.23 gal.; 5-gal. lots, $1.25 gal.; 1-gal. lots, $1.25 gal., plus the usual extras for containers. Stocks are reported below normal but will no doubt be sufficient to supply all present demands.

Linseed Oil Remains Unchanged

Winnipeg.

LINSEED OIL.—Despite considerable fluctuation in flaxseed prices no change is reported in the price of linseed oil, which is holding firm at former quotations of $2.20 per gallon for raw linseed oil and $2.23 per gallon for boiled linseed oil in single barrel lots. There is only a moderate demand at this season of the year.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Dec. 19.—The prices, $3 a ton on pig iron, $4 on iron and steel industry is reducing unfinished steel, except rods, and $4 to $6 per net ton on most finished steel products, wire being an exception.

While our previous reports have reflected an expectation that producers would make a strong effort to maintain existing prices, the present reductions do not run counter to that principle. The reductions are, in essence, an effort to maintain prices, slight concessions being made for the purpose of meeting the situation and reducing the tendency to cut prices deeply. The trade was disposed to maintain Government prices because it did not see that it could find a good stopping place in the decline that would have to come sooner or later. Means have been found, however, for establishing a slightly reduced level, and the question now is how long the reduced level will hold. The theory is that it will hold longer than the full Government prices would have held.

The new level is produced by the ingenious device of the general committee of the American Iron and Steel Institute preparing a schedule of reductions, to be submitted to the War Industries Board as a basis for Government prices for the first quarter, and upon the Board's refusal to consider the matter, announcing the schedule in the newspapers as representing the views of the trade. There is no doubt that when the schedule of reductions was prepared it was known that there was scarcely any possibility of the War Industries Board naming any prices to obtain after the present quarter.

Old and New Prices

The reductions are as follows: Pig iron, $3 per gross ton; Bessemer, $35.20 to $32.20; basic, $33 to $30; No. 2 foundry (1.75 to 2.25 per cent. silicon), $34 to $31; malleable, $34.50 to $31.50; forge, $33 to $30; unfinished steel, $4 per gross ton; billets, $47.50 to $43.50; sheet bars and small billets, $51 to $47; and slabs, $50 to $46; rods being unchanged at $57; plates. 3.25c to 3c., or $5 a net ton; shapes, 3c to 2.80c; bars, 2.90c to 2.70c; blue annealed sheets .10 gauge, 4.25c to 3.95c; black sheets .28 gauge, 5c to 4.70c; galvanized sheets, 28 gauge, 6.25c to 6.05c; tin plates, $7.75 to $7.35; standard steel pipe, three points or $6 a net ton, from 51 per cent. to 54 per cent. basing discount.

No change is made in wire products as the wire mills had complained that their costs were particularly high. Various steel products are to be reduced in proportion to the basic material to which they are cognate. How far this will be carried out remains to be seen. Thus if hoops and bands were reduced from 3.50c to 3.30c there would be a reduction of $4 a ton, the same as is made in bars, but hoops being a more finished product might perhaps be entitled to a larger reduction.

At this writing nearly all the steel makers have announced reduced prices in conformity with the schedule, but applying only on new sales for delivery after this month. The blast furnaces have shown an indisposition to reduce their asking prices at once, but, of course, will do so eventually. There is so little enquiry before them, except for practically spot shipments, that there is no particular occasion to reduce prices suddenly. So far as actual transactions are concerned the market is perhaps properly quotable at the old level, but undoubtedly a good buyer prepared to take a round tonnage could purchase at the reduced figures.

Bearing on Contracts.

The pig iron and steel producers are all insisting that the reductions do not apply on contracts, that they will expect customers to take out material at full contract prices. As to this the customers will doubtless have something to say and the producers will probably have afterthoughts. In previous market declines some contracts have stood, others have been revised. Pig iron contracts usually stand, as do contracts for unfinished steel. Finished steel for definite jobs of construction, such as shapes for buildings and bridges, plates for steel cars, line pipe for pipe lines, are ordinarily in the form of irrevocable contracts. Contracts with manufacturing consumers and jobbers have frequently been subject to revision. When occupying this attitude as to holding customers to contracts, producers do not like to be reminded of the fact that if their declared program had been carried out, of the reductions being recommended to the War Industries Board and the Board naming them as Government prices for the first quarter, the Government regulation would have required the revision of many contracts. According to the Government regulation promulgated December 28, 1917, and repeated at intervals afterwards, all contracts after that date had to be so written and interpreted that the invoice price should not be above the Government price at time of shipment. As the War Industries Board is not making the prices the producers are relieved of the regulation, but according to the appearance of things the producers desired the Board to name the reduced prices and it was the Board that refused to do so.

Buying Is Light

Price reductions never stimulate buying, at least at the outset, and the iron and steel market has been particularly quiet in the past week. There is fairly heavy pressure for deliveries of finished steel on some contracts, but only by consumers who can dispose of their finished products at once and encounter practically no risk by having material on their hands in a declining market. During the war steel was very scarce and upon its conclusion there is naturally considerable call for steel in certain quarters, but there is no well rounded out consumption of steel sufficient to engage the full capacity. Mills are, moreover, feeling cancellations of Government orders to a greater extent than in the first three or four weeks after the signing of the armistice.

The future of the iron and steel market depends upon the development of regular investment buying, through new buildings, bridges, factories, etc., being

Continued on page 68

WEEKLY PAINT DEPARTMENT

Aiming to Make 1919 Record Year

Manager of One Firm Says There Never Was as Much Painting to Be Done, and People Have the Money to Do it and Will Do it if Dealers Go After the Business

"MAKE 1919 the greatest paint selling year in Canada's history" is the slogan which more than one paint manufacturer has adopted. Acting on the theory that the whole country was never more prosperous, especially the farming communities, that there was never so much painting that needs doing, and that by pushing business aggressively they can make new sales records these firms are preparing for big things. Now that the war tension is over and business is getting back to normal conditions and a big revival in building is expected, there is every justification for the retailer to plan along similar lines and prepare to take full advantage of every opportunity.

TAKE BROAD VIEW

Taking a broad view of the situation there is every indication that Canada is entering a period of splendid prosperity. While many retailers have been inclined to buy cautiously expecting that a reduction may be made in prices, they are beginning to realize after a careful survey of the situation that any price reductions that come will likely come gradually, and that with the demands that are likely to be made, the labor situation to some extent uncertain, and supplies of many materials limited, the firms that get their orders placed are those that will have the goods for sale when the demand comes.

ONE FIRM'S VIEW

Discussing the outlook with HARDWARE AND METAL this week, the manager of one firm expressed himself as follows:

"First off, I would be inclined to say that great care must be exercised in the purchasing, as we do not know what a day may bring forth. In other words, there is a feeling of uncertainty, and nobody seems to know what is going to take place. This feeling is all wrong and contrary to the true spirit of the day. Therefore, we brush aside all thoughts of pessimism and start the spring with the firm belief that we are going to have a better year than ever. When you come to analyze the situation you have every encouragement to be optimistic. During the past four years there has been a desire to conserve. Now, there is a new condition. Money that has been in circulation as a result of war contracts will be diverted through other sources, and it is, therefore, natural that other lines of business that have been dormant to some extent, must wake up, so that there will still continue to be a large circulation of money. Our idea is to go ahead, endeavor to inspire confidence, and prepare for the biggest year we have ever had. If everybody does the same thing, there is no question as to the result.

LOTS OF WORK TO DO

There never were as many houses to be painted and there never was as much money in the hands of those who are usually good spenders, but if we want to keep on top, we must row, and the merchant who won't row will be forced out of the boat. Remember that 1919 will bring us just what we work for. If you look for dislocation of business, as far as you are concerned, you will have it. If you look for good business, you will get it, no matter where prices go to or no matter what happens.

When the war broke out, England was unprepared and the Empire didn't know just what was coming, but she went at it to win, irrespective of any possible obstacle and she won. Nelson said: "England expects every man to do his duty". Canada says the same thing to the merchant and manufacturer today.

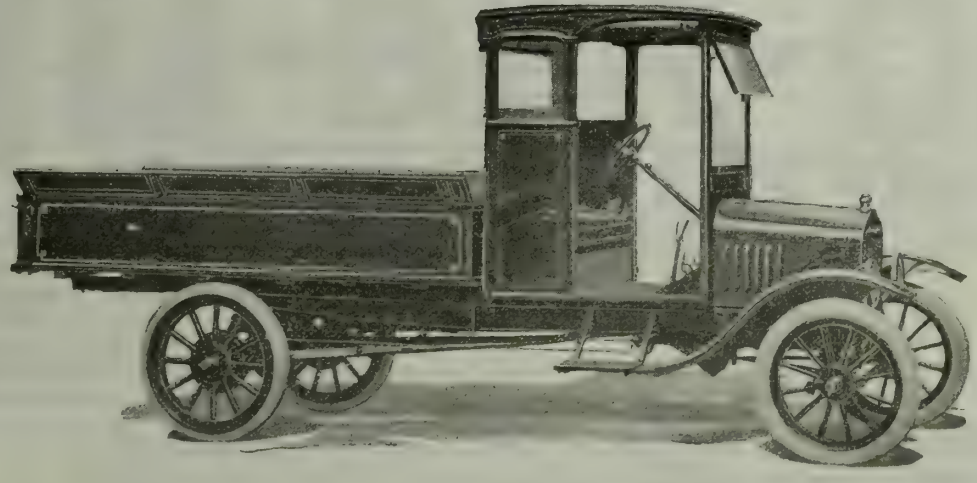
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If interested tear out this page and place with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, December 19.—Linseed oil advanced 6c this week and furnishes one of the chief items of interest in paint markets. Turpentine declined as much as 10c per gallon. There is little improvement in the position here as regards supplies and some are still withholding from any selling activity. The accumulation of a little more stock at southern centres will probably not continue, and prices may stiffen here, for it is anticipated that there will be a freer shipment to European countries. Putty, white lead, and paints are steady and quiet, and varnishes are firm. There seems to be a strong probability of the latter advancing.

Linseed Oil Advances Again; Gains 6c

Montreal.

LINSEED OIL.—The market furnishes one of its frequent surprises again this week in the shape of an advance over last week of six cents. This is the season of the year when the basis very often settled down to a more steady thing and crushers are expecting a more steady market to obtain from now on. As far as future seed is concerned the market seems to be firmer, and anything forward from February is appreciably higher. Immediate sales of oil are limited. and this was really the big factor in the low prices that have been ruling.

LINSEED OIL

Raw, Imp. Gallon—	
1 to 4 bbls.	$1 62
5 to 9 bbls.	1 61
10 to 25 bbls.	1 60
Boiled, Imp. Gallon—	
1 to 4 bbls.	1 64½
5 to 9 bbls.	1 63½
10 to 25 bbls.	1 62½

Turpentine Down 10c; Supplies Scarce

Montreal.

TURPENTINE.—A decline of 10c has been made in the price of turpentine. This is due. it is claimed, to the delay in demand that had been expected from Europe. The movement to sources there from the producing sections of the South was expected to develop quickly and did not, but it is now expected that this will soon manifest itself and that shipments will find their way to the continent ere long. This will have a steadying effect and prices, some think, will not decline much, if any, in the immediate future.

Turpentine.	Per Imp. Gal.
1 to 4 barrels	$1 05 $1 15
Small lots	1 17
(Packages extra)	

Putty Basis Holds; Sales Are Less

Montreal.

PUTTY.—Little new has developed in the putty market, and aside from the small sales that are made so late in the season there is not much business reported. The basis holds without change as follows:

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%. 15 days, net 60.

White Lead in Oil Remains Steady

Montreal.

WHITE LEAD IN OIL.—The market is a steady although a quiet one. Sales at this season of the year are not active, and while the supplies are not excessive, there is enough to supply the needs of the trade. Five-ton lots are selling on the basis of $17 per 100 pounds; 1-ton lots at $17.50, and smaller quantities at $17.85.

Glass Prices Hold; Has Moved Freely

Montreal.

GLASS.—The glass season has been very fair all things considered, and the basis has held steadily. No changes are anticipated here and a firm position is expected to obtain for some time. Stocks are ample for requirements but difficulty of securing supplies has not altogether disappeared.

Varnishes Very Firm; Paints Holding

Montreal.

PAINTS AND VARNISHES.—The outlook is that varnishes will hold a very firm position from the price standpoint. It is even expected that prices may be advanced soon. for there is quite a keen competitive buying of raw materials in the United States to-day. European firms are figuring in this and taking up a great deal of the stocks there Mixed paint business is very small at this time and there is not likely to be very much improvement in the immediate future. The outlook for a big business next year is very encouraging, however.

TORONTO

TORONTO, Dec. 19.—Linseed oil has stiffened in some quarters, resulting in a narrowing of the range of prices to higher levels. Turpentine is down somewhat locally, though primary points record firmness, resulting in advances. The glass situation is very firm and some of best selling sizes are said to be growing scarce. Booking business on mixed paints for Spring has very largely been completed and represents a very satisfactory total, according to manufacturers' advices.

Linseed Oil Range Narrows; Up and Down

Toronto.

LINSEED OIL.—Higher prices have been reached on linseed oil from low levels recorded last week, and this has served to narrow the range materially, as other houses are quoting a slightly lower figure from highest point of last week's figures. A general readjustment of values seems to be in progress, though it is hard to interest anyone more than casually just at this season of the year. The movement of oil is light, but it is understood orders are being accepted for delivery up to March 1 at the basis of $1.64 per gallon for raw. Little variation from present levels is looked for during the balance of this year at least.

Linseed Oil—	Raw Imp. gal.
1 to 2 barrels, gal.	$1.64 $1.70
3 to 5 barrels, gal	1.63 1.69
	Boiled Imp. gal.
1 to 2 barrels, gal.	$1.66½ $1.73
3 to 5 barrels, gal.	1.65½ 1.72

Add 10c gallon in smaller quantities.

Turpentine Down In Some Quarters

Toronto.

TURPENTINE.— Turpentine locally records a decline in some quarters Whereas buying generally is light, interests, who are consistent users, are back in the market for their require-

Uniformity in Varnish

One of the most difficult problems in the manufacture of varnish is that of making the product absolutely uniform.

DOUGALL VARNISH

is guaranteed in this respect. Every batch of varnish is made to tried and tested formulas and no varnish is permitted to be shipped unless tests prove it to be true to formula.

Thus a gallon of DOUGALL VARNISH purchased one or two or five years from now will be exactly the same and will give the same good service as a gallon of that same varnish purchased to-day.

The Dougall Varnish Co., Ltd., Montreal

QUALITY DOUGALL VARNISHES FIRST

Pronounced "RU" as in RUBY

RU-BER-OID ROOFING

COSTS MORE - WEARS LONGER.

Trade-Mark Registered

SOLE CANADIAN MAKERS:

THE STANDARD PAINT CO. OF CANADA, LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

TO THE WESTERN CANADA DEALER

Does a connection with a progressive and aggressive, amply capitalized and fully equipped concern, grown to be the largest paint and varnish factory in Western Canada, appeal to you?

BRITISH AMERICA PAINT CO., LIMITED

Wants more live dealers in Western Canada. It co-operates with its dealers to make bigger and better business. Join up with a pushing selling organization that will help you put 'em over. Send for booklet "The Evidence." Tells the story in fac-simile letters from Bapco dealers.

DISTRIBUTING POINTS

Established at Victoria in 1900 the British America Paint Co., Ltd., has found ever-widening markets. To care for this trade branches have been opened at VANCOUVER, B.C., CALGARY and EDMONTON, ALBERTA, and REGINA, SASKATCHEWAN.

TO SELL AND RE-SELL

Paint MUST give satisfaction.

Bapco Pure Paint and Bapco Varnish are of the highest possible quality. To insure this the raw materials undergo chemical laboratory tests. Skilled makers see that the ingredients are perfectly proportioned and modern machinery insures proper grinding and blending. Rigid machine and chemical tests are made during process of manufacture and the completed mixtures are subjected to comparative tests with the fixed Standards. One big roof of the factory is devoted to weather tests.

The growth of the British America Paint Co. and its constantly expanding trade territory is convincing evidence, not only of the quality of its goods, but of its resourcefulness and enterprise as well.

BRITISH AMERICA PAINT CO., LIMITED

VICTORIA VANCOUVER CALGARY EDMONTON REGINA

ments. The markets in the South, after a period of quiet, even dullness, show some activity, and this has resulted in a firming of the market with higher prices being asked. Little variation is looked for prior to the turn of the new year, when the demand may be expected to improve. Once inquiry and sales are started, it looks like a comparatively strong market. Prices here are now ranging at following levels:

Turpentine—	Imp. gal.
1 barrel (barrel included)	$1.07-$1.10
2 to 4 barrels (barrels included)	1.06- 1.09
5 gallon lots	1.17- 1.20

Situation Unchanged in Mixed Paints

Toronto.

MIXED PAINTS.—The situation is without change locally this week. Travellers have pretty well completed their year's outside work and manufacturers report the volume of business turned in for Spring as very satisfactory, with every indication that there will be a good selling movement through the coming year. Prices have held firm and without change.

White Lead in Oil Situation Steady

Toronto.

WHITE LEAD IN OIL.—No features of particular interest surround this market this week. Lower prices on pig lead and lower values on oil have not yet exerted a depressing influence on the market, and until corroders are working on the basis of the lower prices it does not seem likely any marked change in present quotations will result. Pure white lead in oil is being quoted at $17.80 per 100 pounds in ton lots, and $18.15 in smaller quantities.

Glass Holds Firm; Putty Unchanged

Toronto.

GLASS, PUTTY.—There seems to be every indication that at least present prices will be maintained if higher levels are not reached before very long on window glass. Stocks on some of the best selling sizes are reported as becoming depleted and it seems possible that a scarcity may develop before the next blow is marketed, as operations are being delayed, it is understood, until February 1. Labor, which is a big element in the manufacture of glass, has asked, and been granted, a higher scale of wages, so it would not come as any great surprise if higher price levels were announced in the not distant future.

Putty records no change. There is a very limited amount moving, and interest in this market is expected to lag to some extent until after the first of the year.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

British Hardware Association Refuses Membership to Germans

AT a meeting of the Wholesale Hardware Association held in London, England, recently it was announced that the Council had thought it opportune to take steps to keep the activities of the Association free from enemy influence, and, therefore, in the new form of proposal for membership a clause had been inserted asking for the country of birth of new candidates and whether or not they were naturalized.

The following resolution dealing with enemy influence was carried:

"In view of the eminently unsatisfactory manner in which houses of enemy origin and enemy interests are being dealt with, the members of this Association express their strong opinion that the various trade associations should be asked to act as advisory committees for their trades to confer with the officials of the Board of Trade with a view to getting rid of enemy influence."

Hon. F. M. B. Fisher, speaking on "Restriction and Control of Trade after the War," said that of all the problems which lay ahead the most vital was how to get rid of the inefficient State control which was destroying trade. The bill under which it was proposed to control imports and exports for three years he regarded as a serious menace to the trade relations of this country. Ostensibly the purpose of that bill was the encouragement of British trade, but he believed it would have the opposite effect. There appeared to be a shocking lack of recognition of the importance of trade to the life of the Empire. He did not believe that in this country the political mind had yet realized the relative value of trade and politics. The trade of the country should be left in the hands of the men who had made it what it was. One of the most important things to be done was the reconstruction of the Reconstruction Department. If the Imports and Exports Bill became law it would result in the strong entrenchment of a number of State Departments which would have no desire to relinquish their authority. That would not be to the advantage of the country, and the Association which he represented was out to get rid of that. Discussing the tonnage difficulties, he said that when the armistice was signed the tonnage owned by the British Empire would automatically increase by 30 per cent., and when the building of American ships was completed America would have a larger mercantile marine than we had when we started the war. There was going to be more tonnage and cheaper freights than we had seen for a long time, and to set up any system of tonnage control would be nonsense. If control was necessary in some directions there was no reason why we should not have it, but first let it be clearly understood what were the things it was necessary to control. Certainly there must be no attempt to tie up our overseas trade in order to control some of the raw material.

WEEKLY MARKET REPORTS

Continued from page 83

projected. The investors have more to wait for than a reduction in iron and steel prices, for in carrying out their projects they must buy other materials also, and they must wait for them to come down. It is clearly understood that one motive actuating the iron and steel producers to reduce prices promptly was that of setting a good example to sellers of other commodities, to induce them to reduce prices also. Then the labor situation must be improved before much work can be undertaken. Premiums for labor must disappear and men must be willing to put in a full day's work for a day's pay. These readjustments will require some time still, but there are many observers who think that within three months' time conditions will be such as to encourage investors to go ahead with new projects.

Trade Inquiries

895. **Hardware and tools.**—A Johannesburg agent with twenty years' standing is prepared to take up the representation of Canadian manufacturers in all lines of household hardware and shovels, spades, axes, hammers, and saws, and other tools.

896. **Oil engines.**—A Natal firm of wholesale merchants, with a field staff selling agricultural machinery, make inquiry for the supply of small oil engines for farm use, suitable to run electric equipment for ten to thirty lights, must also be capable of working farm machinery, when not required for light machinery.

897. **Lighting equipment.**—A Natal firm of specialists in farm goods, ask for particulars which would enable them to quote on electric lighting plants for country houses. Details and prices must be submitted so that they may quote complete installation, oil engines only, or lighting plant only, without engines.

898. **Hardware, tools, stoves.**—A Johannesburg agent with good connection is prepared to take up Canadian agencies in such lines as hardware, all kinds, tools, household, spades, shovels, axes, saws and other lines suitable for the wholesale jobbing trade. Stoves, enamelware and household utensils are lines which this agent can handle to advantage.

899. **Carbide.**—A Johannesburg firm of engineering merchants, with branch offices and warehouses in each principal centre of South Africa, is prepared to take up the representation in this country for Canadian carbide not already on the market.

905. **Domestic enamelware.**—A Manchester firm inquires for a Canadian manufacturer of domestic enamelled ware open to appoint an agent.

Too Late For Classification

SITUATION WANTED

SALESMAN DESIRES POSITION AS TRAVELler to call on retail trade. Five years' experience in the retail business. Eastern territory preferred. Box 144, Hardware and Metal.



A Quality Standard

"Equal to Berry Brothers" is a statement often heard by varnish buyers. This is because the uniform dependability of all their products has caused them to become the standard of comparison.

There is no surer prelude to an artistic and lasting finish on woodwork, walls, floors and ceilings than Berry Brothers' varnishes, enamels and stains.

The wide knowledge of this fact among discriminating buyers makes all products bearing the Berry label easy to sell.

Partial list of distributors of Berry Brothers' products

Frank A. Gillis Co. - - -	Halifax, N.S.	Wood, Vallance & Co., Ltd. -	Winnipeg, Man.
Marier & Tremblay - - -	Quebec, Que.	Hunter, Henderson Paint Co. -	Vancouver, B.C.
Revillon, Ltd. - - -	Edmonton, Alta.	Dartnell, Ltd. - - -	Montreal, Que.
Sanderson Pearcy Co., Ltd. -	Toronto, Ont.	Lariviere, Inc. - - -	Montreal, Que.
J. H. Ashdown Hdwe. Co. - -	Calgary, Alta.	L. Levasseur Co., Ltd. - -	Montreal, Que.
Hudson's Bay Co. - - -	Calgary, Alta.	L. H. Gaudry & Co. - - -	Quebec, Que.
Wood, Vallance & Adams - -	Calgary, Alta.	Moose Jaw Hdwe., Ltd. -	Moose Jaw, Sask.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont. (710)

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list. B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box). $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.			
3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.
F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 13c to 90c a lb.

BARS, CLOTHES

No. 4, dozen	$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb. $1.70-$1.90
Cut Lace Leather, lb. $2.00-$2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz.	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net lists.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...12-14c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 40
Rods, base ⅛ to 1 in., round	0 37
Tubing, seamless, base	0 48
Copper tubing, iron pipe size, base, ¾ in. up to 3 in.	0 52

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$14.50-$17
30-gal. Standard	14 00

BOARDS (Wash), Zinc

	List Doz.
Pony	$2 25
Improved Globe	4 90
Neptune	4 90
Standard Globe	4 90
Original Globe	5 40
Jubilee	5 50
Newmarket King	5 50
Western King (enamel)	7 00
Beaver (brass)	7 00

List plus 5%. F.O.B. Newmarket.
F.O.B. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	B.B. Fire Welded Proof Coil Mont'l	B.B. Fire Welded Proof Coil Tor'to	B.B.B. Fire Welded Mont'l	B.B.B. Fire Welded Tor'to
3-16 in.	$22.75	$17.00	$.....	$.....
¼ in.	16.75	14.50	21.75	23.70
5-16 in.	14.15	12.50	19.00	18.35
⅜ in.	13.00	11.50	15.90	14.00
7-16 in.	12.75	11.30	15.65	13.80
½ in.	12.50	11.15	15.50	13.65
5/8 in.	12.35	10.95	15.25	13.45
¾ in.	12.25	10.70	15.10	13.20
⅞ in.	12.05	10.60	15.00	13.10
1 in.	11.90	10.50	14.85	13.00

	Electric Welded B.B. Montreal	B.B.B. Montreal	B.B.B. Toronto
3-16 in.	$18.00	$19.00	$.....	$.....
¼ in.	14.95	16.00	16.20	.....
5-16 in.	12.55	13.50	13.80	.....
⅜ in.	11.35	12.25	12.60	.....
7-16 in.	11.10	12.00	12.35	.....
½ in.	10.95	11.80	12.20	.....
5/8 in.	10.70	11.55	11.95	.....
¾ in.	10.40	11.25	11.65	.....

	American Proof Coil Chain B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
5/8 in.	12.25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 5, 10%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl. $2.80-$2.95 in car lots; $3.40-$3.50 bbl. in small lots.

Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. Wood Drills, 37½%.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.
St. John, N.B., 20%.

CHOPPERS, FOOD Universal (doz.)

No. 0	$19 25
No. 1	23 30
No. 2	28 35
No. 3	36 45

F.O.B. Montreal, Toronto.

Russwin—	
No. 0	$19 20
No. 1	23 40
No. 2	28 20
No. 3	36 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6.85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 65
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER

Montreal Toronto
Casting ingot, see weekly report.

Bars, ½ to 2 in.	$43 50	$43 00
Plain sheets, base, 16 oz. and heavier	48 00	46 00
Copper sheet, tinned, 14x60 in., 14 oz.	49 00	.....
Copper sheet, planished, base 16 oz. and heavier	58 00	46 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets	$11 75	$ 9 50
Do., 60 sheets	.....	9 65

	Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	.....
IX, 20x28 base (nominal)	...
IXX, 20x28 base (nominal)	..
IXXX, 20x28 base (nominal)	

F.O.B. Toronto

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	..
IX, 20x28 base, 112 sheets	..
IXX, 20x28 base, 56 sheets	..
IXXX, 20x28 base, 56 sheets	

(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C. 20x28, 112 sheets.... $30 00
F.O.B. Toronto.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheets $28 00
F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

Nominal

IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.



W. G. HARRIS
President

WE appreciate the kind favors of the past years and extend to you our heartiest wishes for a Merry Christmas tide, a Healthy Happy & Prosperous 1919.



WM. G. HARRIS
Vice-President

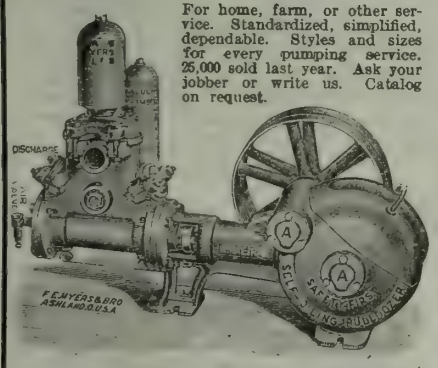
THE CANADA METAL CO., LIMITED

HAMILTON
MONTREAL
TORONTO
WINNIPEG
VANCOUVER

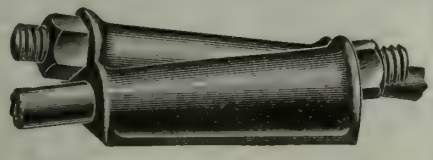
Babbitt, Solder, Sheet Lead, Lead Pipe

MYERS POWER PUMPS

For home, farm, or other service. Standardized, simplified, dependable. Styles and sizes for every pumping service. 25,000 sold last year. Ask your jobber or write us. Catalog on request.



F. E. MYERS & BRO., ASHLAND OHIO



Malleable Iron Lugs

SILOS TANKS
WOOD PIPE LINES

Variety of patterns, using round and flat bands.

Otterville Manufacturing Co.
LIMITED
OTTERVILLE, ONT.

MEHASCO

ANOTHER MEHASCO MESSAGE 21

Double Quick Assortment

This assortment of Aluminum Ware is a profit-maker and can be used on your 15c table. All articles of exceptional value at the price and not too large a quantity of any one article. The assortment consists of eighteen different items, one dozen of each of the following:—

Sugar Sifter	Drinking Cup
Coffee Ball	Large Salt Shaker
Cake Turner	Large Pepper Shaker
Paring Knife	Child's Fancy Cup
Measuring Cup	Measuring Spoon Set
Collapsible Cup	Large Kitchen Pepper Shaker
Coffee Strainer	Large Kitchen Salt Shaker
Dipper or Ladle	Doughnut or Cookie Cutter

9-inch Pie Plate and Fruit Jar Filler

Write us for particulars regarding this assortment. It is a live one

MERCHANTS HARDWARE SPECIALTIES LIMITED
CALGARY

If interested tear out this page and place with letters to be answered.

DOORS,

See Screen Doors.
F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	25-27½%
Black Diamond	25-27½%
Delta Files	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 15-20%; cast bushings, 15-18%; unions, 30%; plugs, 10-15% off list. Net prices: Class B, black, 27-28c lb.; Class C, black, 18-19c lb.; galvanized, Class B, 37-39c lb.; Class C, 27-28c lb.
Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz. pairs.	Tee
4-inch	$2 70	$2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 25%.

F.o.b. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $10 50 11 00

HOOKS, GRASS

	English	Canadian	Fox
No. 2, per doz.	$4 15	$5 00-	$5 50
No. 3, per doz.	4 25	5 50-	6 40
No. 4, per doz.	4 35	6 00-	7 40
Little Giant	6 00	....-	....
Barden Patent	6 00	....-	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c	
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heav yiron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Fetherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight(front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2, and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	$23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2.30-2.40
Mrs. Potts, handles, japanned, doz.	1.50-1.65
Sad irons, common, plain, 3, 4, and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Crescent	0 19
Household	0 19
Standard, 4-12 ft.	0 21
Electrician	0 30
Heavy duty	0 47
Extension	0 35
Perfect, 6 to 10 ft. only	$0 31
Hercules, 4 to 10 ft.	0 33
Hercules, 12 to 14 ft.	0 28
Faultless, 4 to 10 ft. only	0 29
Ontario, 4 to 10 ft. only	0 26
Shelf Lock, 4 to 8 ft. only	21

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Extension Ladders	Per ft.
Up to 32 ft.	0 23
36 to 40 ft.	0 26

F.O.B. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.z; 6 dozz. cases, 30c doz.

Cold blast, genuine ruby	$4.75

F.o.b. Toronto, London, Hamilton, and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$1 90-$2 05
Steel Thumb, No. 3	2 50- 2 75
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	$10 00
Dowswell	10 00
Noiseless	15 50
Hamilton	10 00
Ottawa	10 50
Peerless	10 50
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Daytime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	107 00
Seafoam, engine drive	40 00
New Idea, electric	134 00
Sunshine	9 50
Popular, No. 1	10 50
Popular No. 2	10 00
Economic	12 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	50 50
Do., do., electric	108 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	55 50
Perfection, engine drive	15 50
Gem	16 50
Winner, plain	13 50
Connor Improved	10 00
Jubilee	9 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 25
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, doz.	$38 10 39 60
No. 8, doz.	46 40 48 60

MOPS

O-Cedar, doz, net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 00 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 60 3 35
Crank wringing, doz.	6 90

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.50 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.55 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $5.62½.

Sault Ste. Marie, Port Arthur, Fort illiam, $5.55 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.85 base; Toronto, $5.85 base; London, $5.85; Hamilton, $5.85; no equalization of freights.

Roofing Nails—American, large head, keg, $9.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%.

Alex. McArthur & Co., Ltd.

TRADE MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND

TARRED FELTS

and SHEATHINGS

Made at our own Paper Mills.

SAVE COAL

BY USING

BUILDING PAPER

Williams' Superior Drop-Forged Wrenches

For Every Purpose



Big and Little
Bent and Straight
Thick and Thin

40 Standard Patterns with about 1,000 sizes of openings from 3/16 to 7⅝ inches.

J. H. WILLIAMS & CO.

"The Wrench People"

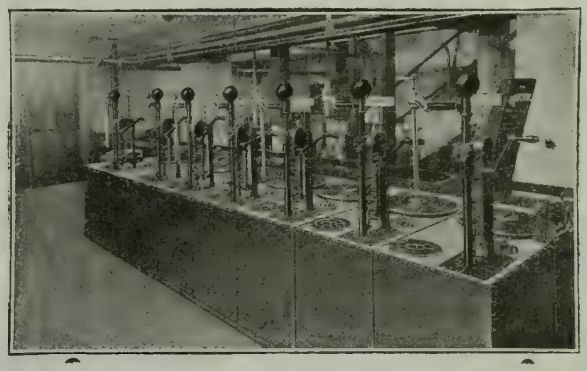
30 Richards St., BROOKLYN, N. Y.

The A. G. Low Co., Ltd.,
30 Pacific Ave., Saskatoon, Sask.
Agents for Manitoba, Saskatchewan, Alberta, British Columbia

CONSERVE LABOR

Everyone possesses some degree of energy. That energy expressed is labor. Without labor the world would suddenly stand still. Production of any kind would be absolutely impossible. Humanity would perish.

Labor is, and will continue to be scarce. Labor is costly. Expenditure of labor through inefficient methods is a waste not only of labor, but of time and money, all of which should be expended more profitably.



A Figure 109 Installation
(From an actual photograph)

BOWSER
ESTABLISHED 1885
SYSTEMS

for the storing and handling of oil will conserve

70%

of the labor necessarily expended by less efficient methods.

They also conserve—

TIME
CAPITAL
SPACE
MACHINERY
LIVES
PROPERTY
MATERIAL

Bowser Systems are

LEAK-PROOF	DIRT-PROOF
LOSS-PROOF	EVAPORATION-PROOF
FIRE-PROOF	DETERIORATION-PROOF

An inquiry carries no obligation whatever. Let us help you conserve labor.

S. F. Bowser & Co., Inc.
Toronto, Canada

Sales Offices in all centres

Representatives Everywhere

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
4	1¾"	10 00

treal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal

3	1⅝"	$20 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Monyards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch...	10 50	36 inch...	$15 00
30 inch...	12 75		

½ inch mesh and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	**$ 0 75**
1848	**0 85**
2060	**0 95**

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	$10 00- 10 50

F.o.b. Montreal, Toronto

OILS

	Montreal	Toronto
Royalite, gal.	0 19½	0 18½
Palacine, gal.	0 22½	021½
Gasoline, net, gal.	0 34	0 38

	List	Gallon
Black oil (Summer)	0 19½	0 18½
Black oil (Winter)	0 20½	0 19½
Imperial Kerosene Tractor	0 55	
Capital cylinder	0 62	0 61
Machine oil, regular grades	33½-42½	32½-41½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 29	0 28

List, less 15% on above.

Polarine Oil, list		0 90
Polarine Oil, heavy, list		0 90
Gargoyle Mobiloil, list		1 33

List, less 25% on above.

Fuel oil, bbls. net	0 14½	0 12½
Fuel oil, tank cars, net	0 13	0 11

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 62- 0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 77- 0 83
Surprise Fibre	0 67- 0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	0 15
Carpet Felt, 16 oz., per 10 lbs.	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50

Rock—

7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 37

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	$.....
¼ in.	5 22	7 35	5 52	7 65
⅜ in.	5 22	7 35	5 52	7 65
½ in.	6 63	8 20	7 06	8 71
¾ in.	8 40	10 52	8 97	11 09
1 in.	12 41	15 56	13 26	16 41
1¼ in.	16 79	21 05	17 94	22 20
1½ in.	20 08	25 16	21 45	26 54
2 in.	27 01	33 86	28 86	35 71
2½ in.	43 29	54 11	.....	.....
3 in.	56 51	70 76	.....	.....
3½ in	71 76	88 78	.....	.....
4 in.	85 02	105 19	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$31 82	$38 30	$33 70	$40 20
2½ in.	47 97	58 21	50 90	61 10
3 in.	62 73	76 12	66 66	79 90
3½ in.	78 20	96 14	82 80	100 00
4 in.	92 65	114 00	98 10	119 00
4½ in.	112 00	137 00	125 00	149 00
5 in.	130 00	159 00	145 00	174 00
6 in.	169 00	206 00	188 00	226 00
7 in.	219 00	268 00	243 00	292 00
8 L in.	230 00	281 00	255 00	306 00
8 in.	265 00	324 00	294 00	353 00
9 in.	317 00	388 00	.....	.....
10L in.	294 00	360 00	326 00	392 00
10 in.	379 00	464 00	420 00	505 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

List plus 15%.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Medium and extra heavy pipe, 2 to 6 inch	15%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	Net list

F.O.B. Toronto, Montreal

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount. 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	**$2 00**
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 40
McCombe Sp., 1-ply	1 75
McCombe Sp., 2-ply	2 00
McCombe Sp., 3-ply	2 25
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 85
Black Cat, 3-ply	2 65
Black Diamond tarred felt	4 10
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal. in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal.

ROPE

	Per lb.
Pure Manila basis	37
British Manila basis	31
New Zealand hemp basis	31
Sisal basis	25½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., 1½c; 9-16 to 7-16 in. inclusive 1c; ¾ in., 1¼c; ½ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	25½
Double lath yarn	26
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	48
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Italian rope basis	On application
Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	75 77¼
¼-in. and up	74 76¼

F.o.b. Toronto, Montreal Brantford London, Hamilton.

SANDPAPER

B. & A. sandpaper, 45% on list. list.

B. & A. sandpaper in rolls

B. & A. emery cloth, 37½% on list.

per cent. on list. F.o.b. Toronto Montreal.

SCALES

	Scale List	Stamping extra
Champion—		
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%: Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	15 50

F.o.b. Toronto, London.

SCREEN DOORS

Kasement, No. 1, 2 ft. 8 in., $28.80; 2 ft. 10 in., $30.00; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS

	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	**72½**
Wood, R. H., bright	**67½**
Wood, O. H., bright	**67½**
Wood, F. H., brass	**37½**
Wood, R. H., brass	**32½**
Wood, O. H., brass	**32½**
Wood, F. H., bronze	**27½**
Wood, R. H., bronze	**25**
Wood, O. H., bronze	**25**
Square cap	**20**
Hexagon cap	**20**

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen $7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$9 50
U.S. 28	9 20
U.S. 26	8 90
22 and 24	8 70
18 and 20	8 60
16	8 45
14	8 35

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge. $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$8 35
16 gauge	11 20	8 45
18-20 gauge	11 20	8 60
22-24 gauge	11 40	8 75
26 gauge	11 60	8 90
28 gauge	11 90	9 20
10¾ ozs.	12 25	9 50

Add 25c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55		$12 55
18-20	12 55		12 55
22-24	12 25		12 25
26	12 25		12 25
28	13 00		13 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES

	Per sq
Standard galvanized	$11 00
Shipping weight, 90 lbs.	
Standard painted	8 50
Shipping weight, 80 lbs.	

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$9 25
Standard painted	7 50

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64½ lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

	List each
Oil Burning Cooking	
Perfection No. 32, 2-burner	18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount 25% off list.

Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto.

Ottawa

	List
Oil Burning Heaters.	
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.

Freight allowed on shipments of 24 heaters.

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

The Ideal Christmas Present

Automobile Skates

The Only Skates With Aluminum Tops

SEASONABLE and attractive—appreciated by nearly every boy and girl and by most "grown-ups" as well.

It will pay to push them hard between now and Christmas.

A nice "Christmassy" skate window will draw lots of business which would otherwise go to jewelers and other stores.

Hangers, display cards, electros, etc., free on request. Write for them.

How's your stock?

Canada Cycle & Motor Co., Limited

Montreal Toronto WESTON Winnipeg Vancouver

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

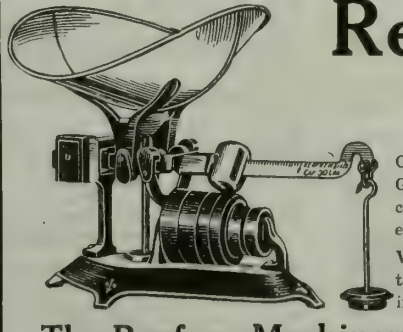
There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

Stirs up Business

Precious few housewives realize the many uses of an accurate scale in the kitchen—saving losses in careless weighing at butchers and grocers—weighing produce before marketing, weighing flour and other ingredients while baking, etc., etc., etc. It is surprising what a little bit of salesmanship and displaying will accomplish in stirring up big business in Renfrew Scales! The Renfrew is compact, handy, and stands hard knocks. It doesn't get out of order and always tells the truth. A Government inspector's certificate accompanies every Renfrew. These features make the Renfrew a lively seller these days. Push business with the



Renfrew

HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs. Government inspector's certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

Eastern Branch: Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators: 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.

If interested tear out this page and place with letters to be answered.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	....
Hollow Back Scoops	25 and 25	....	25 and 25
Sand Shovels	25 and 25	....	25 and 25
Hollow Back Shovels	25 and 25	....	25 and 25
Hollow Back Coal Shovels	25 and 25	....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings. Cyco Ball Bearing	$51 00
Boudoir, Nic., Cyco B.B.	48 00
Club, Jap. Cyco Bearing	108 00
Champion, Nickeled Fittings	43 00
Champion, Japanned Fittings	36 00
Elite, Nic., Cyco B.B.	54 00
Grand, Nic., Cyco B.B.	64 00
Grand, Jap., Cyco B.B.	57 00
Grand Rapids, Nic., Cyco B.B.	48 00
Grand Rapids, Jap., Cyco B.B	41 00
Parlor Queen, Nic., Cyco, B.B.	54 00
Princess, Nic., Cyco B.B.	49 00
Standard, Nickeled Fittings	45 00
Standard, Japanned Fittings	38 00
Universal, Nic., Cyco Bearing	46 00
Universal, Jap., Cyco Bearing	39 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	$108 00
Household, Jap.	96 00
Superba, Nic.	126 00

F.o.b. factory Niagara Falls, Ont., Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b Toronto, Hamilton, London.

TACKS

	Discount
Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%

Shoe findings list adopted July 5, 1917—Net list.

List of Capped Goods adopted Jan. 1, 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount. F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List plus 15%	

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

	Doz. with chain
Victor, No. 1	$2 60
Jump ,No. 1	3 45
Hawley & Norton, No. 1	4 05
Newhouse, No. 1	5 55

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER)

	Per lb.
500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 75-77-80¾

4-ply, wrapping, lb. 79-81¼-85

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES

	%
Ground work	40
Compression work, standard	45
High grade	41
Cushion work	40
Fuller work, standard	43
High grade	36
Basin cocks, No. 0 Standard	38
High grade	38
Bath cocks	48
Flatway stop and waste cocks, standard	47
High grade	45
Roundway stop and waste cocks, standard	45
High grade	45

Brass steam cocks, standard. 10% advance on list

Radiator valves, standard.... 10

D., removable seat.....Net list

Patent quick opening valves. 30

Globe, angle and check valves, standard .. .. Net

Do., Jenkins Disc, 5% advance on list

F.o.b. Toronto

WARES, ETC

Scotch Grey Ware, 40-10%.

Colonial, 27½%.

Imperial Ware, 27½%.

Pearl, 27½%.

Premier, net list.

Canada Ware, net list.

Diamond, net list. White Ware, 45%

Japanned Ware, list plus 30%.

Japanned Ware, White, list, plus 40%.

Plain and Jap Sprinklers, list plus 30%.

Barb $6.75

Stamped Ware, plain, 45%.

Stamped Ware, retinned, 40%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 45%.

Tinners' Trimmings, retinned, 40%.

Tinners' Trimmings, general, list plus 20%.

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list ,plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 70%.

Sheet Iron Ware, list, plus 20%.

Pieced Ware, ordinary, list, plus 50%. Fry Pans, 40%.

Spiders, steel, net list; cast iron, 10%.

Fire Shovels, Japanned, list, plus 20%.

Steel Sinks, painted, list plus 25%.

Steel Sinks, galvanized, list plus 25%.

Light Galv. Pails and Tubs, list plus 30%.

Heavy Galv. Pails and Tubs, list, plus 20%.

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 40%.

Galv. Coal Hods, list, plus 50%.

Paper Lined Boards, 30 and 10%.

Wood Lined Boards, 30%.

Stove Pipe, patent, per 100, 6 in., $22.38; 7 in., $23.87.

Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.

Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...

Stove Pipe Thimbles, 45%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼-in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.20; ⅞ in., $18.20; 15-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 33 1-3 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.35
Section, ½ lb. per 100 lbs.	5.50- 5.85	5.50	6.00
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	4.25

WHEELBARROWS

Navvy, steel wheel, doz.	$58 20
Garden, steel wheel, doz.	67 20
Light garden, doz.	64.20

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	9 00
No. 19	9 50

Hay Wire in Coils

No. 13	6 85
No. 14	7 00
No. 15	7 20
No. 16	7 45

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra: No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

List of extras in 100-lb. lots, net

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire.	Toronto
No. 9 pl. galv.	5.35- 6.75
No. 12 pl. galv.	5.50- 6.15
No 13 pl. galv.	6.00- 6.25
No. 9 coil sp.	5.50- 6.00
No. 12 coil sp.	5.80- 6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright	$5 75
Fence staples, galvanized	6 50

In 25-lb. boxes add 50c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.....10%

Brass wire, 8 to 24 gauge, add 40%

25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	$8 25
In 50-ft .rolls	3 30
Galvanized, per 100 sq. ft. in 100 ft. rolls	4 75 5 50
Bronze, sq. ft.	0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

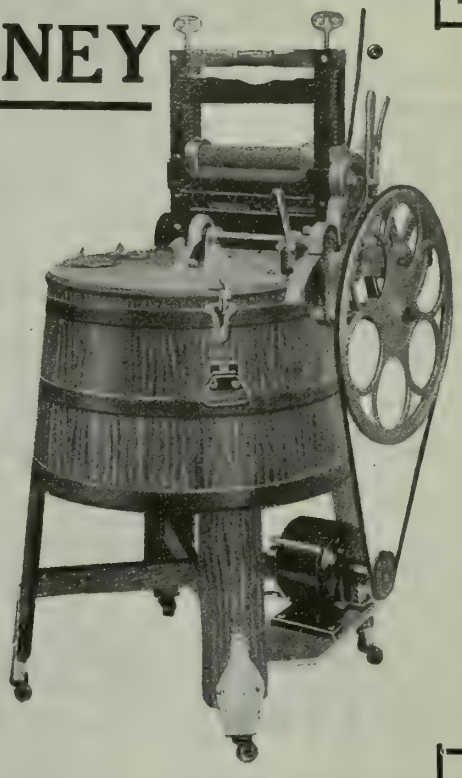
For zinc products and zinc sheets See weekly report.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$15 60	18 in.	$35 00
10 in.	17 40	24 in.	56 60
14 in.	24 45		
Coes—	Doz. net		Doz. net
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		

Stillson—	Each	Doz. net
6 in.	$1 20	$14 00
8in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 35	50 60
36 in.	....	94 20
48 in.	....	139 20

WASHING COSTS MONEY



Your customer has a serious problem:

How to abolish slavish work from the home.

How to do the family laundry work with least effort and with **Best Results.**

Are **YOU,** Mr. Dealer, taking advantage of this opportunity?

Do you know the **KRIBS** lines of Washing Machines?

Are you aware of their **great superiority of construction,** their **simplicity,** their **modest cost?**

There is a machine suited for every home.

Ask your jobber, or write us direct.

WILLIAM A. KRIBS

HESPELER, ONT.

Maker of Freight Handling Trucks of all Kinds

Ontario Lantern & Lamp Co., Limited,

HAMILTON, CANADA.

extend to you their sincere good wishes for Christmas and the New Year.

Let each one of us resolve to contribute our bit toward the prosperity of Canada by re-stocking only Canadian-made goods.

Following are a few suggestions for your consideration:



Banner Lanterns
(Long Globe)

Trulite Lanterns
(Short Globe)

Banner Dash
(Cold Blast)

Banner Burners
(O-A-B-D Size)

Canada Burners
(A-B Size)

Banner Searchdash
(Cold Blast)

Stella Lamps
(Coal Oil)

Dandy Wall Lamps
(Coal Oil)

Ontario Burners
(A-B Size)

Victory Burners
(Spreader Type)



A and B SIZE

STRICTLY NEW

SOLD BY CANADA'S LEADING JOBBERS.

If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID

Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	14-16

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 25
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	3½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs	7-8c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—

Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5 lb. irons	0 20

F.o.b. Montreal, Toronto.

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs	$28 00
Case No. 8—100 ½-lb. pkgs	31 00
Case No. 9—200 ¼-lb. pkgs	38 00

Discount.

French medal (prices withdrawn)	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	24

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20-25%.
Sheet glass, 5-10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 10 0lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure	$17 50	$17 80
Crown Diamond	17 50	17 80
Crown, pure	17 50	17 80
Green Seal	17 50	17 80
Ramsay's Pure	17 50	17 80
Moore's Pure	17 50	17 80
Tiger, Pure	17 50	17 80
O.P.W. Dec. Pure	17 50	17 80
Red Seal	17 50	17 80
Decorators' Pure	17 50	17 80
O.P.W. English	17 70	18 00
Elephant Genuine	18 00	18 30

B.B. Genuine lead, less than tons, $19.70, Toronto; $19.40, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt	$14 00	$14 50
Genuine, 100-pound kegs, per cwt	14 75	15 50
Less quantity	16 00	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Pound	Pound
Barrels, 600 lbs.	....	0 24¼
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints 5-lb. packages, per 100 lbs. $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 40
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 30
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 05
Moore's House Colors, colors	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 25
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 30
O.P.W. Flat Wall, white	3 30
O.P.W. Flat Wall, colors	3 10
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white	4 30
Martin-Senour, 100%, colors	4 05
Martin-Senour, Porch aint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams Floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros. H.S., colors	4 05
Lowe Bros. Hard Drying Floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	C.P. Berger's and Munro's Per lb.
In barrels, about 600 lbs.	0 60¼ 0 61
In arsenic wegs, 250 lb. drums	0 61¼ 0 62
In 25 lb. drums	0 62¼ 0 63
In 1 lb. packets, 100 lbs. in case	0 64¼ 0 65
In ½ lb. packets, 100 lbs. in case	0 66¼ 0 67
In 1 lb. tins, 100 lbs. in case	0 66¼ 0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY	Montreal Standard	Toronto Less than tons
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk, 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c, Hamilton 30c London and Windsor 40c per 100 lbs over Montreal quotations.

ROSIN

Barrels, 100 lbs.	$6 90
Less, per lb.	0 08

SHELLAC

Pure White, gal.	5 15
Pure Orange, gal.	4 75

Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	3 25
O.P.W. Presto	3 00
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. can
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.45
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 65
Sun Varnish	2 60
Sun Spar	4 63
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	2 65
Jasperite Pale Hard Oil	1 90
Jasperite Indestructo Floor Finish	2 65
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 86
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 47
Rexspar	4 62
Sear-Not	3 84
Kyanize Spar	4 95
Kyanize Cabinet Rubbing	3 85
Kyanize Interior	3 85
Luxeberry light	3 30
Luxeberry granite	3 52
Luxeberry spar	4 95
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS	
Opalite, 300 lb. bbls	0 18½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg	0 75
½ gal. package, per pkg	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21

WHITE	
XXX	0 20
XX	0 18
X	0 17
XC	0 16
Japanese	0 15
XXX Extra	0 21
X Grand	0 19¾
XLCR	0 18½
X Empire	0 17¼
X Press	0 16

COLORED	
No. 5	15
No. 1	14
No. 7	13
No. 1A	11½
No. 1B	10½
Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	10½

Above lines subject to trade discount for quantity.

WAX	Per lb
WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 35
Old English	0 53 0 62
Johnsons	0 57 0 62
Jamieson's liquid wax, gal	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls	$2 50

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls.	$3 00

WOOD ALCOHOL	per gal.
In five gallons	$1.80-$1.90
In barrels	1.70

$4 extra for barrels
F.o.b Montreal, Toronto, London.

GLASS

of
Every Description
for
Building Purposes

We can take care of your requirements from our branch warehouses and make prompt shipments.

We stock and manufacture Plate, Bevelled Plate, Mirrors, Window, Figured, Leaded, Wired and Prism Glass.

Catalogues and price lists will be sent free upon application.
WRITE, PHONE OR WIRE your wants.

HOBBS MANUFACTURING COMPANY, LIMITED

Montreal Toronto London Winnipeg

BLACK DIAMOND FILE WORKS

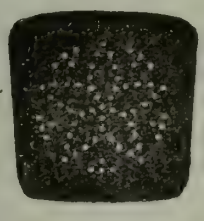
ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize GOLD MEDAL Atlanta, 1895.

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G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.
Owned and operated by Nicholson File Co.



J.E.B. Quality CO.

Ideal Veneer Chair Seats

Of all sizes and styles. Write for our Catalogue A.

J. E. Beauchamp & Co., Montreal
Agents at Vancouver, Winnipeg, Toronto, Quebec, St. John, New York

BIG

RESULTS
from small investments. Read Hardware & Metal's Want Ad. Page.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $81; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 27c per lb.; clip horn, 28c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Dougle Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.50 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. 27% extra.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.65 per lb.; cut, $1.85 per lb.; rawhide, sides, $1.60; cut, $1.80.

Blue Stone (Vitriol) 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 20%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 75c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. bbls., 30c lb.; 100-lb. bbls, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

er 100 lbs., $3.25.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 10% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$12 00
28 Am. or 26 Eng.	11 50
26 Am. or 26 Eng.	11 20
24	11 05
22	11 05
18 and 20	10 90
16 Am.	10 75

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 10
Mrs. Pott's No. 50, set	2 25

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25. Dash-board	17 50
Short Globe, doz.	18 00

LEAD PIPE, $15.40.

LEAD WASTE, $16.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 30
3	2 95
4	5 25
Barn Door	
5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$5 65
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 8	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$8 50	$9 00
Empress	11 00	11 50
Daisy	6 60	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.80 base; Winnipeg, $6.25 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $5.30; 36 in., $6.75; 48 in., $8.00; 60 in., $9.50; 72 in., $10.80.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 51½c; Prairie Harvester oil, 52c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.40; Silkatone, $3.40; Stephens' Barn Paint, $1.85.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)

Now is the Time!

Be ready for the prosperity just ahead.

If the **Paint Question** is one of your future problems, let us settle the matter for you, by suggesting



Stephens' Paints and Varnishes are compounded from the best materials, and are guaranteed by us to do all we claim for them.

No element of doubt about a **Stephens' sale.** Your customer will be back for more.

Every can of Paint or Varnish from our plant receives **most careful attention and supervision.** That alone explains the **High Quality** reputation enjoyed by Stephens' Products.

Our Paints and Varnishes are guaranteed. You take no risks. We are sure you will be interested in our agency proposition. It's such a liberal one. Write us to-day.

G. F. Stephens & Co., Limited
Paint and Varnish Makers
Winnipeg Calgary

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 00	$ 8 35
⅜ inch	6 05	8 45
½ inch	7 85	9 60
¾ inch	9 95	12 30
1 inch	14 70	18 20
1¼ inch	20 00	24 70
1½ inch	23 75	29 35
2 inch	32 00	39 50
2½ inch	51 25	63 15
3 inch	66 20	82 60
3½ inch	86 85	.....
4 inch	103 00	.....
4½ inch	118 50	.....
5 inch	138 00	.....
6 inch	179 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $11; full polished $12.50; 18 x 24, half polished, $11; full polished, $12.50; 20 x 28, half polished, $11; full polished, $12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½ x 14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39¾c base; British Manila, 33¾c base; lath yarn, 28¼c base; African hemp, 33¾c base; cotton rope ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 38	$6 75
½	0 40	7 20
1	0 45	10 00
1½	0 50	9 15
2	0 57	10 35
2½	0 64	11 70
3	0 72	13 20

B. & A.—

00, 0	$ 42	7 50
½	0 44	7 95
1	050	9 00
1½	0 58	10 50
2	0 66	12 15
2½	0 77	13 95
3	0 88	15 90

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—	
No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$111 00
Household, Jap.	99 00
Superba, Nic.	129 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 30
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 55 to 56.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $6.05 at Fort William, $6.45 Winnipeg; galvanized staples, $6.85 Fort William, $7.25 Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $8.00 base, other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $8.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE—

20 x 28 I.C.	$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.C.	40 00
Terne plates	24 00

TRAPS, GAME—	Doz.		
	Victor	H.& N.	Jump
No. 0	$1 95	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 60	6 70
No. 3	6 40	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 0% discount.

Premier, Canada, Diamond, plus 12½%.

Whiteware, 40% discount.

Japanned Ware, list, plus 40%.

Japanned Ware, white, list, plus 50%.

Japanned Sprinklers, list, plus 40%.

Stamped Ware, plain, 40% discount.

Stamped Ware, ret'd, 33 1/3% discount.

Pieced Tinware, ordinary, list, plus 65%.

Pieced Tinware, copper bottoms, list, plus 85%.

Sheet Iron Ware, list, plus 30%.

Light Galv'd Pails and Tubs, list, plus 40%.

Heavy Galv'd Pails and Tubs, plus 30%.

Jap. Coal Hods, list, plus 50%.

Galv'd Coal Hods, list, plus 60%.

WASHERS—

Iron, small lots, 33% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $18.40; less than ton lots, $18.75.

WIRE, BARB—

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William $5.10 Winnipeg; Baker, 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized. Ft. William, No. 9, $5.65; No. 12 $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William. Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 7 00
8 in.	8 40
10 in.	9 80
12 in.	12 60
15 in.	16 80
Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$ 1 10
8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45
Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

	Dozen	
Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz.; Reliance, $73.70 per doz.; Emperor, $105.90. Royal Canadian, $57.95 per doz.

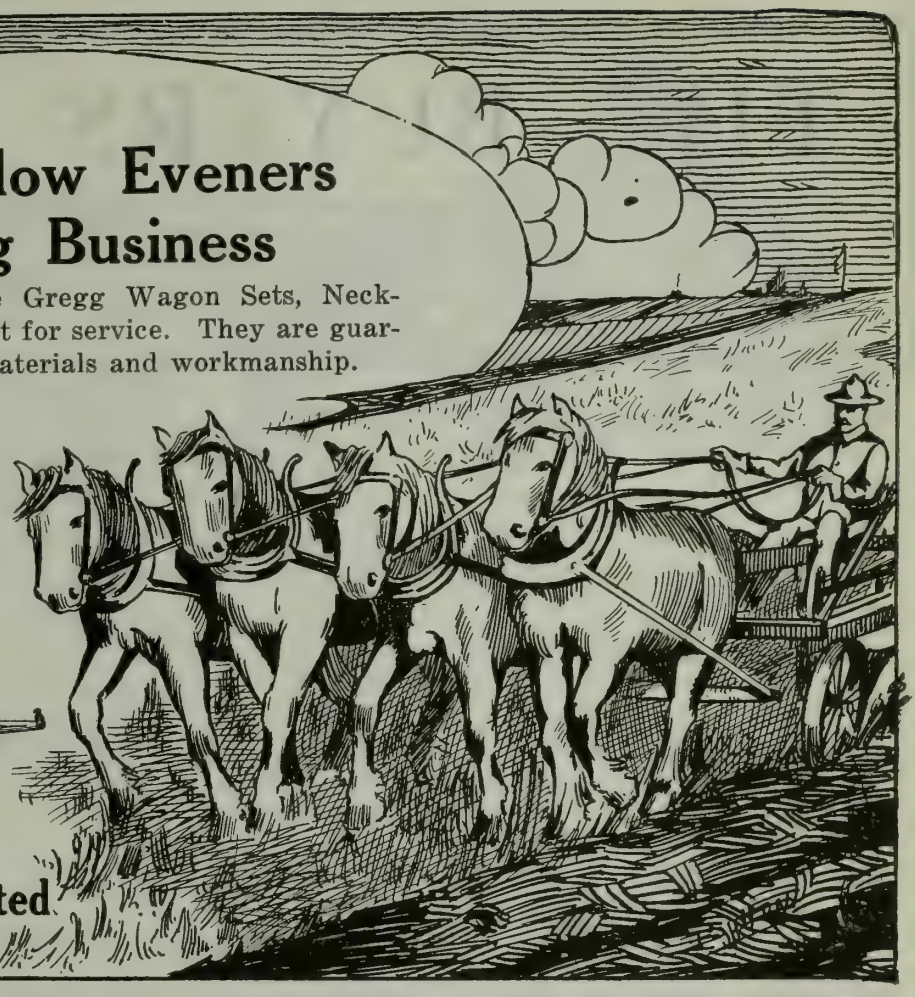
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Send for copy of catalogue describing our full line.

Any jobber in the Canadian West can supply you with Gregg Goods.





Gregg Mfg. Co., Limited

WINNIPEG

Hardware Merchant's Influence

¶The local hardware merchant exerts a great influence throughout the district in which his store is located. The majority of hardware merchants have been established for many years; they are reputable merchants who have built up their businesses on sound business principles and who have endeavored in every possible way to give the best possible service to their customers and supply them with goods which will give satisfaction.

¶Is it any wonder, therefore, that when customers visit the store of a well-known and long-established hardware merchant, they consider him an authority on lines which he is selling and will usually follow out his recommendation regarding the lines which they wish to buy. Actual investigations have proven that in the majority of cases customers place absolute confidence in the recommendation of their local dealer.

¶The chief problem, therefore, confronting the manufacturer who wishes to distribute products to the hardware trade or to introduce new lines, whether direct or through wholesalers, is to sell the hardware merchant and his sales staff. When you sell the hardware merchant and his salesmen on your line, you can rest assured that you have then gained the co-operation of the strongest retail selling force in the Dominion.

¶Practically every worth-while buyer and seller of hardware in Canada can be reached through the advertising pages of HARDWARE AND METAL. The keenest hardware buyers in Canada are the closest readers of the advertising pages in HARDWARE AND METAL, because it pays them.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Ware Mfg. Co., Oakville, Ont.

Ammunition
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Asbestos
Canadian Asbestoc Co., Montreal, Que.

Asbestos Pipe Specialties
Canadian Asbestoc Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestoc Co., Montreal, Que.

Ankle Supports
Owen Sound Steel Press Works, Owen Sound, Ont.

Auto Accessories, Equipment and Supplies (Jobbers)
Auto Accessories Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Canada Sales Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Toronto.

Auto Accessories, Equipment and Supplies (Manufacturers)
Air-Tite Mfg. Co., St. Thomas, Ont.
W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Barcalo Mfg. Co., Buffalo, N.Y.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
The Lockwood-Ash Motor Co., Jackson, Mich.
Line, Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinsinger, Bruce & Co., Niagara Falls, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties Co., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Carriage Factories, Ltd., Brockville, Ont.
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Liners
J. N. Warmington & Co., Montreal, Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Batteries, Flashlight
Dominion Battery Co., Toronto, Ont.
Usona Mfg. Co., Inc., Toledo, Ohio.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.
Haddow Brokerage Co., Montreal, Que.

Brass Goods
Haddow Brokerage Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Bolts and Nuts
Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., Ltd., London, Ont
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Butchers' Tools
Haddow Brokerage Co., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

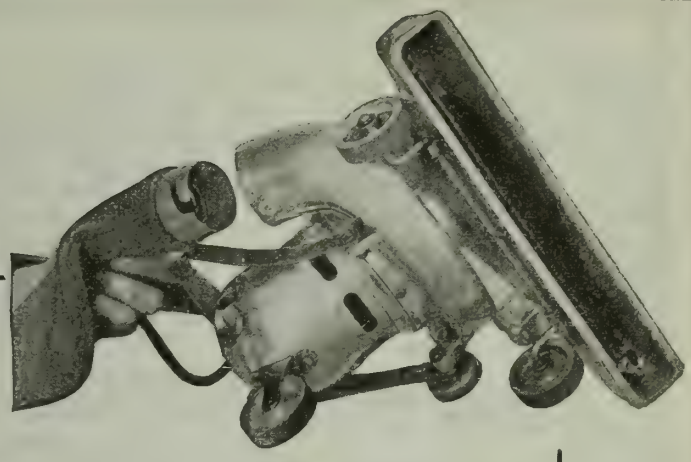
Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

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NORTHERN ELECTRIC VACUUM CLEANER

appeals to the thrifty housewife because it means real economy in time, energy and health.

The extra large nozzle, specially designed nozzle brush, combined with the large fan and high-speed motor, makes this cleaner faster, more thorough and fully dependable.

Extra attachments make it possible to clean walls, picture moulding, draperies, upholstered furniture, pianos, etc., etc.

It is strong and durable. Weighs only twelve pounds.



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If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Blowers, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Canoes
Canadian Canoe Co., Peterboro, Ont.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville
The Toronto Lock Mfg. Co., Toronto, Ont.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpenters' Tools
Haddow Brokerage Co., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto

Ceilings and Walls, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
The Haddow Brokerage Co., Montreal, Que.
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary,
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clocks
Western Clock Co., La Salle, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
American Shearer Mfg. Co., Nashan, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Horses
Canadian Woodenware Co., St. Thomas, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

Connecting Rods
Williams & Co., J. H., Brooklyn, N.Y.

Coopers' Tools
Haddow Brokerage Co., Montreal, Que.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corner Bead, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cornices, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestoc Co., Montreal, Que.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Clyde Cutlery Co., Clyde, N.Y.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Sons & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wilkinson Sword Co.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Diaphragms Rubber

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Doors, Fireproof, Metal
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.
The Toronto Lock Mfg. Co., Toronto, Ont.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drills, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Some Folks Prefer Free Power

The sale of a Washing Machine will often depend on the cost of the power required to run it.



Prospects who will not buy an electric washer and wringer, such as the "Seafoam" will purchase an "Ideal" water power machine quite readily, because the power is obtained from the tap without additional cost.

Don't miss a sale. If your customer finds the "Seafoam" electric Washer and Wringer too expensive to buy or to run, try the "Ideal" water power washer. It is as nearly perfect as a piece of machinery can be. It is the most popular water-power washer on the market and has earned its popularity by merit.

To make sure of a sale, show the "Seafoam" and the "Ideal" side by side. Each is supreme in its class.

DOWSWELL, LEES & CO., LTD.
HAMILTON, CANADA

Eastern Representative:
JOHN R. ANDERSON
MONTREAL

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Factory Products Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man
Toronto Lock Mfg. Co., Toronto.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Superior Electrics, Ltd., Pembroke, Ont.
Usona Mfg. Co., Toledo, Ohio.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass
British America Paint Co., Ltd., Victoria, B.C.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.
E. T. Wright Co., Hamilton, Can.

Engines
Cushman Motor Works, Ltd., Winnipeg, Man.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
Westwoods, Limited, Winnipeg, Man.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garanoque, Ont

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Flag Holders
International Sales Co., Winnipeg, Man.

Flashings, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto

Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary,

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forges, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary,
Record Fdry. & Machine Co., Ltd., Moncton, N.B.
Saunders & Co., Montreal, Que.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont.

Flag Holders
J. E. Beauchamp & Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garden Seats
J. E. Beauchamp & Co., Montreal.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Garages
Metallic Roofing Co., Ltd., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People Ltd., Oshawa, Ont.

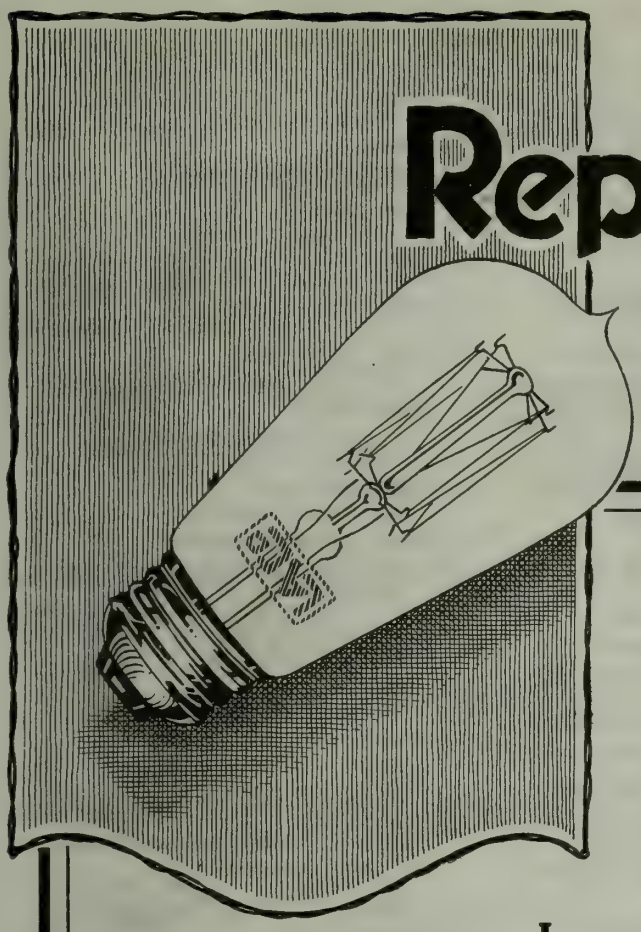
Galvanized Pipe
Canada Metal Co. Ltd. Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.



Repeat Sales are the most Profitable—

BECAUSE they cost least in selling-energy---and they sell **other goods** as well.

But repeat sales come only with the **first** sale of **Quality** goods.

Laco Lamp Customers are the Store's Customers---because they have bought a first rate article, that gives **better satisfaction** at **lower cost**---from a man **they have proved** "knows his business."

It **pays** to handle this business--- and it pays **best** to sell a **Quality** lamp. Sell

LACO LAMPS

and make your store headquarters for lighting efficiency in your district.

Be A Lighting Expert

and Build REPEAT Lamp Sales.

It pays to be a LIGHTING SPECIALIST.

With the co-operation of Laco Engineers it is easy for the Dealer to give a specialized service and expert advice for the lighting of any building or any purpose---and this co-operation is at the call of Laco Dealers any time, any place.

Specialize---be an expert lighting man---Sell Laco Lamps!

Canadian Laco-Philips Co., Limited

MONTREAL TORONTO WINNIPEG VANCOUVER

THE BUYERS' GUIDE

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
J. H. Williams & Co., Brooklyn, N.Y.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
The Johnston Brokerage Co., Pittsburgh, Pa.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
Dominion Glue & Emery Co., Montreal, Que.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Granary Lining
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Gloves
American Pad & Textile Co., Ltd., Chatham, Ont.
Hamilton-Carhartt Co., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canadian Asbestoc Co., Montreal, Que.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Barn Door
Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Lewis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville
Haddow Brokerage Co., Montreal, Que.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Superior Electrics, Ltd., Pembroke, Ont.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Rail
Toronto Lock Mfg. Co., Toronto.

Hooker Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., Ltd., St. Marys, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hubs for Ford Cars
McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Dimsten & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Ingersoll Watches
R. H. Ingersoll & Bro., Montreal, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Insecticides
The McDougall Bros., Ltd., Manchester, Eng.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

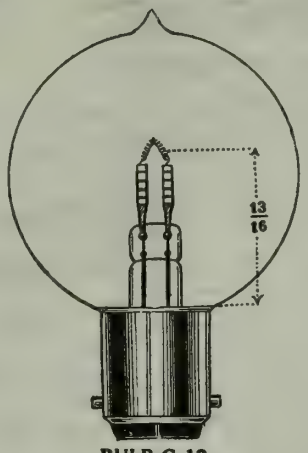
Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd. Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

(Tungsten)

AUTO-LAMP BULB

(Nitrogen)

We take this means and opportunity of thanking our many friends and acquaintances of the hardware trade for their valued support during the year just closing, and to extend to each of you our sincere good wishes for a Merry Christmas and a Happy and Prosperous New Year.



BULB G 12

One of the good things we can offer you next year is a complete range of BLUE LABEL automobile lamp bulbs of our own manufacture which will be ready for delivery during the first quarter of 1919.

Orders now being accepted.

Prices quoted on application.

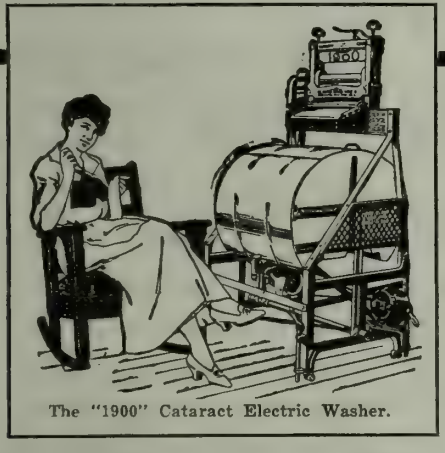
HEADLIGHT

Manufactured by

THE CANADIAN TUNGSTEN LAMP CO., LIMITED

HAMILTON, CANADA

Branches—WINNIPEG TORONTO MONTREAL



The "1900" Cataract Electric Washer.

With the addition of our two newest and greatest models, the "1900" line is complete.

The Washers the Women Want

The articles that are in demand are the profitable ones, from the Hardware Man's standpoint. Those that are hard to sell—the unknown ones—prove less lucrative in the long run.

It's Profits That You Want

and you can get them from "1900" Washers.

For more than twenty years we have been making and selling nothing but washing machines—the very best that can be made. Our whole attention has been centred on "1900" Washers, on perfecting and developing new models.

The "1900" Cataract Electric Washer

These most modern washers, as well as the other "1900" machines—the Gravity, Water Power and Gasoline Motor Washers—are sold everywhere through our extensive advertising, which is the largest publicity campaign conducted for washing machines in Canada. Inquiries in large numbers result from this advertising and these inquiries are turned over to such "1900" dealers as have proven their worth in their different territories.

If there is no one selling "1900" Washers in your territory there is a chance for you. Make use of it by writing to-day to the Wholesale Department.

The "1900" Agitator Electric Washer



The "1900" Agitator Electric Washer.

THE "1900" WASHER COMPANY

257 Yonge Street - - Toronto

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extention, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calaudor Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal
Vivid Electric Lamp Co., Toronto.

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.
Vivid Electric Lamp Co., Toronto.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lath, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Lawn Swings
J. E. Beauchamp & Co., Montreal.
Lumber Products Ltd., Winnipeg, Man.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Taylor-Forbes Co., Guelph, Ont.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.
Toronto Lock Mfg Co., Toronto, Ont.

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Mantles, Gas
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mica
A. G. Martin, Ottawa, Ont.
Mica Co. of Canada, Ltd., Hull, Que.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.
Toronto Lock Mfg. Co., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motor Trucks
Ford Motor Co., Ford Ont.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.

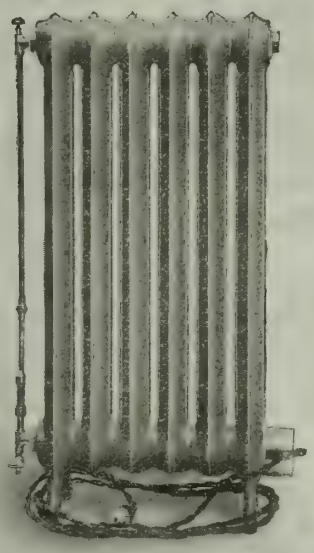
Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Good Men

DO you need the services of a good retail salesman, traveller, or manager. The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.

Electric Steam Radiators



Each radiator independent, complete with glass leg rests, extension cord and plug, etc. The radiator generates steam heat, and is healthy and economical.

Our radiators give the heat and are indispensable for sick rooms, fall and spring use, as a complement to present heating system, garages, temporary heating, etc.

Rapid Radiators will satisfy your customers. Write us for full information and terms.

Rapid Radiators Limited,
196 KING Street West
TORONTO
PHONE ADEL. 2523
"Complete Satisfaction Our Constant Aim"

Do You Want Export Business?

ADVERTISERS in the "Export Numbers" not only reach every worth-while hardware buyer in Canada, but also reach a select list of 1,200 buyers in foreign lands. The next "Export Number" will be issued Feb. 2. Last forms close Jan. 26. Copy and cuts for the export section this issue should be sent in without delay. Regular advertisers may use space pro rata on contract. Rates same as in ordinary issues. Two pages, $100; one page, $55; half page, $31.25. Extra color if desired, $18.75 page.

It would cost you many thousands of dollars and take years for a representative to call on the 1,200 foreign buyers who receive the "Export Numbers" of HARDWARE AND METAL. For the modest rates given above, you can reach these buyers simultaneously.

Write for evidence of direct results secured by advertisers in these numbers.

HARDWARE AND METAL
143-153 UNIVERSITY AVENUE - TORONTO
OFFICES ALSO AT WINNIPEG, MONTREAL, NEW YORK, CHICAGO, BOSTON, LONDON, ENG.

THE BUYERS' GUIDE

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Iron and Wire Work
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.

Piston Rings
The Ever Tight Piston Ring Co., St. Louis, Mo.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Ivel Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conducter
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto
Heyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conducter
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Aylmer Pump Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Parmenter Bulloch Co., Gananoque, Ont.

Roofing, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Rope
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Siding, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Machinery Co., Ltd., Renfrew, Ont.

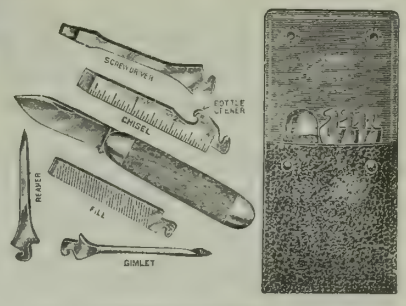
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Who Wouldn't Like to Own This Kit ?

No matter what a man's occupation may be, he will find daily use for the "So Handy" Pocket Knife Tool Kit. Autoist, Sportsman, Hunter, Farmer, Boy Scout—these, especially, will find it a pleasing and practical pocket companion. Excellent, too, for use around the home.

Outfit comprises a splendid Jack Knife with cocoa handle and an exceptionally good blade, and the following tools which can be instantly attached to the knife handle: File, Chisel, Reamer, Screw Driver, Bottle Opener, Gimlet and Rule, all made of high grade steel, carefully hardened and oil tempered.

The So Handy Kit is made in five styles. Jobbers—get posted about this good specialty.



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PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

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Fall Orders for Hardware such as follows:

Snow Shovels,
Lanterns and Globes,
Weather Strip,
Axes, Mitts and Gloves

A good stock on hand, and orders promptly shipped.

Thos. Birkett & Son Co. Ltd.

Wholesale Hardware Merchants

Ottawa Ontario

MENDETS
A PATENT PATCH

Every Home will eventually use Mendets—

The present high cost of copper, tinware, graniteware and aluminum ware is forcing sales for Mendets everywhere.

Efficient, quick and inexpensive in mending kitchen ware and utensils.

Prominently display a few packets and watch them sell themselves.

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Collette Mfg. Company

Collingwood, Ont., Canada

MADE IN CANADA

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These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

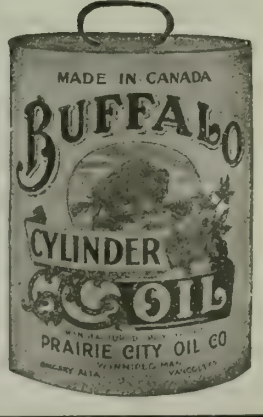
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A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machines Oil (for general use).

Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

THE BUYERS' GUIDE

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Screen Doors
J. H. Williams & Co., Brooklyn, N.Y.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Gorden Seats
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Dominion Sewing Machine & Phonograph Co., Winnipeg, Man.
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Thos. Birkett & Son Co., Ltd., Ottawa, Ont.

Shingles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Shingle Stains
British America Paint Co., Ltd., Victoria, B.C.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Silver Plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Skylights, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Stampings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Gurney Foundry Co., Toronto
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Foundry & Machine Co., Moncton, N.B
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves and Ranges, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
O-Rib-O Mfg. Co., Winnipeg, Man.
Safety Stove Pipe Co., Ltd., Toronto, Ont.
Sheet Metal Products Co. of Canada, Toronto.

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warmington & Co., Montreal, Que.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg Co., Ltd., Montreal.

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Steel Wagon Hardware
McKinnon Industries, Ltd., St. [illegible] Ont.

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Cistern
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q.

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Vokes Hardware Co., Ltd., Toronto, Ont.
Michelin Tire Co., Milltown, N.J.

Automobile, Aeroplane, Bicycle, Carriage, Motorcycle, and Motor Trucks
Tires and Tubes,
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Kribs, Wm. A., Hespeler, Ont.

Truck Bodies
Carriage Factories, Ltd., Brockville, Ont.

Success and Your Associates

ALWAYS associate with men who are earning more money than you are. Such is the advice given by a man whose name is known the world over for his own success and the business which he created. It is good advice of a certainty, but we are not urging that it is the best advice. At the same time it is wise to associate with better or bigger men than you are yourself, because you are likely to be lifted up to their levels.

Most of us would probably like to be the intimates of J. P. Morgan, or of John D, or of Charlie Schwab, or Canny Andrew. If we had a speaking acquaintance with John Wanamaker, or Lord Beaverbrook, or Lord Shaughnessy, and with other distinguished and successful men, we would take comfort from the fact.

And most of us would feel rather small and uncomfortable if we were placed beside President Woodrow Wilson at a dinner table, or beside Sir Robert Borden, Sir Herbert Holt or Sir Wm. Mackenzie. And the reason would probably be that we know so little of the knowledge that really counts. If these successful business men engaged us in conversation we would probably find ourselves knowing very little about the things that matter.

This will illustrate the point:

Here's a true story. A Toronto manufacturer found himself on a train going to Albany in company with a number of distinguished Americans about to attend the inaugural ceremonies of a State Governor. A washout led to a delay, and the Canadian was thrown into close association with senators and congressmen and prominent lawyers. They bantered the little Canadian about Canada. He had the pluck of a bigger man. He had been a constant reader of THE FINANCIAL POST, and had absorbed many facts about Canada. He surprised his American traveling companions with his positive, well-informed and wide knowledge of Canada. When the company reached Albany, the Canadian was persuaded to attend the ceremonies, and was introduced as the man who knew all about Canada. The Governor was interested in Canada, and said so, and the little Canadian found himself telling the story of Canada very ardently to a very attentive listener, much to the amusement of his friends who introduced him.

This man made a hit on that journey, and many friends. One of the company gave him a stock market tip worth a fortune.

The point of this story is: You, as a Canadian, can make yourself informed very fully and intelligently if you become a regular reader of THE FINANCIAL POST. You can make yourself a worthy companion and intimate of presidents and magnates. The world likes to listen to men who know something well, and who can talk interestingly and informingly on the subject of their study.

You can become worth listening to if you know your Canada well. And you can get the kind and amount of knowledge concerning Canada which will make you interesting to others if you will read THE FINANCIAL POST regularly each week.

IF you read THE FINANCIAL POST REGULARLY you will find yourself keeping company with the highest paid staff of editors engaged on any publication in Canada—trained men who know how to make others know what they know and learn.

You will find yourself living in a most interesting world—the great, throbbing world of business. You will have your thoughts tremendously stimulated and helpfully directed. You will find yourself becoming a fit table companion for big men — this because you will have knowledge of a quality that will keep you from shame.

What is it that keeps you and THE POST separated? It cannot be its subscription price of $3. Probably it is because you are not very well acquainted with this paper.

We are going to put it to you this way: If you have the desire to be worthy of association with big men, then prepare yourself for such association by reading THE POST, and to make acquaintance easy, we provide the coupon below. It offers you THE POST for four months for a dollar bill.

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(Signed)

.....

H & M .....

THE BUYERS' GUIDE

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Toboggans
J. E. Beauchamp & Co., Montreal, Que.

Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
R. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Can. Blower & Forge Co., Ltd., The, Kitchener.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
J. E. Beauchamp & Co., Montreal, Que.
A. C. Gilbert Co., New Haven, Conn.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Towel Bars
Kinsinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.
The Veterans Mfg. Co., East Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.
Vivid Electric Lamp Co., Toronto.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Turpentine
Brown Corporation, Portland, Maine.
Fred Smith, Toronto.

Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Vaccuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Brass
National Brass Co., London, Ont.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Jenkins Bros., Montreal, Que.
Milwaukee Valve Co., Milwaukee, Wis.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.

Varnishes—Auto, Caoch, House, Marine
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston,
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Glidden Varnish Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Vehicles, Business
Canada Carriage Factories, Ltd., Brockville, Ont.
Canadian Pneumatic Tool Co., Ltd., Montreal, Q
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Veneer Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Ventillators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.

WALLBOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
The Toronto Lock Mfg. Co., Toronto, Ont.
Otterville Mfg. Co., Otterville, Ont.
Wilkinson & Kompass, Hamilton

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cushman Motor Works, Ltd., Winnipeg, Man.
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Maytag Co., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Nineteen Hundred Washer Co., Toronto, Ont.
Northern Electric Co., Montreal
John Watson Mfg. Co., Winnipeg, Man.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Wash Tubs
E. B. Eddy & Co., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
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Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheelbarrows
Erie Iron Works, Ltd., St. Thomas, Ont.

Wheels, Well
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Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whips
J. E. Beauchamp & Co., Montreal, Que.

Wholesale Hardware
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Caverhill, Learmont & Co., Montreal
J. E. Beauchamp & Co., Montreal.
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice, Lewis & Sons, Ltd., Toronto
White's, Ltd., Collingwood, Ont.
Vokes Hardware Co., Ltd., Toronto, Ont.

Windshield Cleaner
The Outlook Co., Cleveland, Ohio.

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Windows and Doors, Kalameined and Metal
Metallic Roofing Co., Toronto and Winnipeg

Wipers
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E. Pullan Waste & Wipers Co., Toronto.

Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wrapping Paper
Alex. McArthur & Co., Montreal, Que.

Wrenches and Accessories
Barcalo Mfg. Co., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
Plewes Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Wrench Sets
Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Connor & Son, Ltd., J. H., Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Nineteen Hundred Washer Co., Inc., Toronto, Ont.
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary Alta.
White Mop Wringer Co., Fultonville, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

CANADIAN ASBESTOS COMPANY

MONTREAL **TORONTO**

We carry the most complete stock of Asbestos Goods and Mill Supplies in Canada

Asbestos Paper and Millboard
Asbestos Cements
Asbestos Pipe Covering
Blackote Rubber Roofing
Cotton Waste and Oakum

Sole Canadian Agents:

PEERLESS RUBBER MFG. CO.—Rainbow Packing, Etc.
EHRET MAGNESIA MFG. CO—85% Magnesia Products.
JOSEPH DIXON CRUCIBLE CO.—Crucibles, Graphite-Paint and Plumbago, Etc.
ASBESTOS PROTECTED METAL CO.—Corrugated Siding and Roofing.

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

Make Money from Good Pumps---Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The R. McDougall Co., LIMITED
GALT, CANADA

Advertising makes for better merchandise—

Not only does advertising create a good impression regarding the merchandise advertised but it MAKES FOR BETTER MERCHANDISE. There are added responsibility and written-printed claims to substantiate.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

STEEL STAMPS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment.

Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

Sodering Sticks Sell Speedily



Put our striking display carton on your counter, and watch the people grab up ALLEN Sodering Sticks at 30c apiece, and the fun of it is that every sale you make will bring a lot more. Send for sample and circular. BISSETT & WEBB, LTD., 126 Lombard St., Winnipeg, Man.

BEAR BRAND LAMP BLACKS



DENNISTEEL

Made in Canada

Lockers for Factories Stores, Offices Etc.



TRADE SAWYER MARK Registered

STITCHED CANVAS BELTS

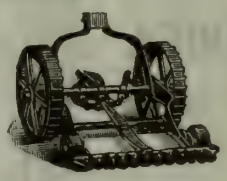
"THE QUALITY BELT"

PLEWES LIMITED, Distributors, WINNIPEG

A good concern to do business with

THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO., Dixon, Ill.



TENTS, AWNINGS

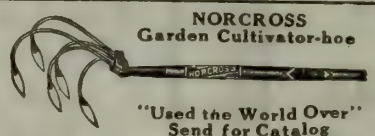
FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

Send Postcard for Catalogue

GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA

NORCROSS
Garden Cultivator-hoe



"Used the World Over"
Send for Catalog

C.S. Norcross & Sons, Bushnell, Ill.

The PARMENTER BULLOCH CO., Ltd.

GANANOQUE, ONT.

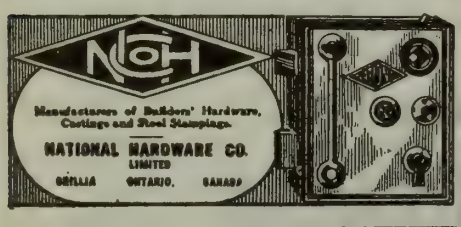
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

STOVE & ELECTRICAL
MICA



Stove mica in assorted sizes for the trade

A. G. MARTIN
234-236 Besserer St.
OTTAWA, ONT.







BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS



Wanted

POSITIONS WANTED

COMPETENT HARDWARE, STOVE AND furnace man with experience as branch manager organizing and handling selling staff in Western Provinces. Open for engagement beginning of year. Satisfactory references. 1207 Union Trust Bldg., Winnipeg, Man.

A GOOD SALESMAN—AN EXPERIENCED hardware clerk wanting position in Saskatchewan or British Columbia will start the first of the year. Box 138, Hardware and Metal.

RETAIL HARDWARE CLERK, TEN YEARS' Western experience, wants position, manager or travelling salesman. First-class salesman, stock-keeper and buyer. Can furnish first-class references as to ability, etc. Disengaged Jan. 1st. State salary paid. Box 136, Hardware and Metal.

ENERGETIC SALESMAN WHO IS SHORTLY returning to England where he has good connections amongst leading hardware merchants, jobbers and engineering plants, is open to consider proposition from a first-class Canadian firm who is desirous of opening up a branch office in the Old Country with a view to obtaining a share of reconstruction orders in Europe. Box 142, Hardware and Metal.

FOR SALE

TINPLATE—500 PACKAGES, 20 x 28, 107 pounds O. H. Coke Primes and Wasters (best quality, deep drawing), $11.00 base box F.O.B. Toronto. Subject prior sale. Box 143, Hardware and Metal.

FOR SALE—HARDWARE AND HARNESS business in mixed farming district in Central Alberta. Stock about sixteen thousand. Fixtures about fourteen hundred. Store 50 x 50, with three lots. Turnover last year seventy-five thousand. Apply Box 140, Hardware and Metal.

TINPLATE STRIPS, CHARCOAL STOCK (best quality, deep drawing), three cents pound F.O.B. Toronto. Quantities and widths as follows:—7,800 pounds, 1¼" to 2¼"; 2,400 pounds, 2⅜" to 3"; 600 pounds, 3⅛" to 3⅝". Gauge .036. Also 2,500 pounds 2¼". Gauge .022. Subject prior sale. Write to-day. W. H. Banfield & Sons, Limited, Toronto.

HELP WANTED

WANTED — ADVERTISING WRITER ACquainted with hardware trade. A large advertising agency wishes to add to its copy staff a young man familiar with the retail hardware trade and who has been writing advertisements for hardware lines. Good prospects for man with ideas—write stating age, present salary—salary desired and sending samples of work. Address General Manager, Box 1934, Montreal.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

STOVE REPAIRS FOR GARLANDS, PEN Esthers, Acmes, Sunlights, Silver Kings, Souvenirs, Welcomes, Crown Hurons, Peninsulars, Jewels, Pandoras, Favorites, Imperial Oxfords, and all kinds of Ranges and Heaters. Write for list and prices. Grundy Bros., Strathroy.

HARDWARE BROKER HAVING ESTABLISHed connection with Western wholesale jobbers, desires one or two additional staple lines. 1207 Union Trust Bldg., Winnipeg.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

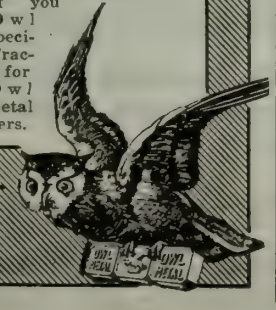
ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

Say You Saw It In Hardware and Metal

OWL METALS

Somebody's selling Babbitt and kindred alloys in your locality. You would be that somebody if you pushed Owl Metals. Especially Owl Traction Babbitt for Tractors. Owl Babbitt Metal for Threshers.



OWL METAL COMPANY WINNIPEG

Hardware and Metal Subscribers

Buy for business as well as for private consumption. That is why one inquiry frequently pays for an entire year's advertising. Advertisers in HARDWARE AND METAL reach only the cream of the trade—the best and biggest buyers in Canada.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

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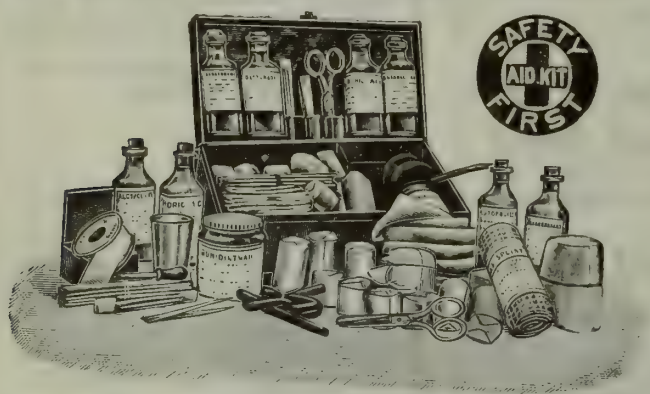
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Pyrene
FIRST AID KIT

Pyrene Safety First Aid Kits Display Them — *Sell Them!*



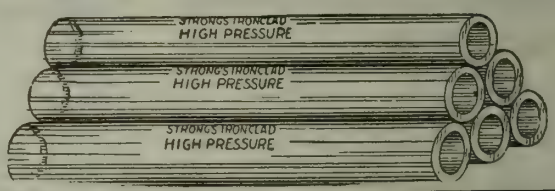
Pyrene Safety First Aid Kits should be part of the equipment of every factory. They should be on each floor, in each department ready for any emergency.

Pyrene Safety First Aid Kits reduce your customers' Compensation Insurance premium and thus cost little or nothing to install.

Include this indispensable kit in your sales of Pyrene Fire Appliances. Your nearest jobber will supply you or write direct to us for literature.

Pyrene Mfg. Co., of Canada, Limited
3 St. Nicholas Street
MONTREAL

Pyrene
FIRST AID KIT



No. 443

Ironclad Gauge Glasses For Canadian Trade

Same diameter the full length of the glass. Will withstand the action of the highest known steam pressure.

When you stock this line you eliminate all losses and annoyances.

Goods available for immediate shipment. Attractive prices.

The Strong Machinery and Supply Co.
NEW YORK CITY



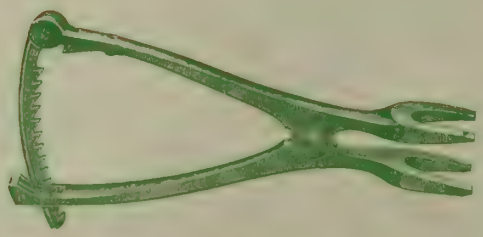
WE take this opportunity of wishing our Customers and Friends a Merry Christmas and Prosperity during the coming year.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited.

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
FACTORIES MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.

McKinnon Industries Limited

St. Catharines, Ontario



Improved No. 1 Valve Spring Lifter
For Ford Cars

A FEW FACTS:

1. Specially designed for Ford Cars.
2. This Lifter is made of strong, tough, malleable iron.
3. Can be folded together, occupying very little space in tool chest or roll.
4. The improved ratchet holds the lifter in any desired position when compressing a valve spring.
5. You have the free use of both hands.
6. The springs are made from selected spring stock.
7. The slot at the end of arms is **WIDE** and the stock heavy.
8. Length overall, 8¾ inches.
9. Weight for mailing, approximately 1 lb.
10. Carefully packed in carton properly labelled.

LIST PRICE

No. 1 .....65 cents each



Auxiliary Radius Rod
for Ford Cars and Ford One-Ton Trucks

You will add 100% to the strength of Axle and Radius Rod already on Ford Cars.

The Clamps are Solid and of Selected Malleable Iron. The Bar is **SOLID** ⅝-inch, carefully selected material and machine threaded. The finish is black Japan, properly baked on.

NOTE, **Mr. JOBBER:**

All "Ford" One-Ton Trucks should be equipped with McKINNON HEAVY RADIUS RODS.

WEIGHT .....8 lbs. per Set
LIST PRICE.....$3.90 per Set

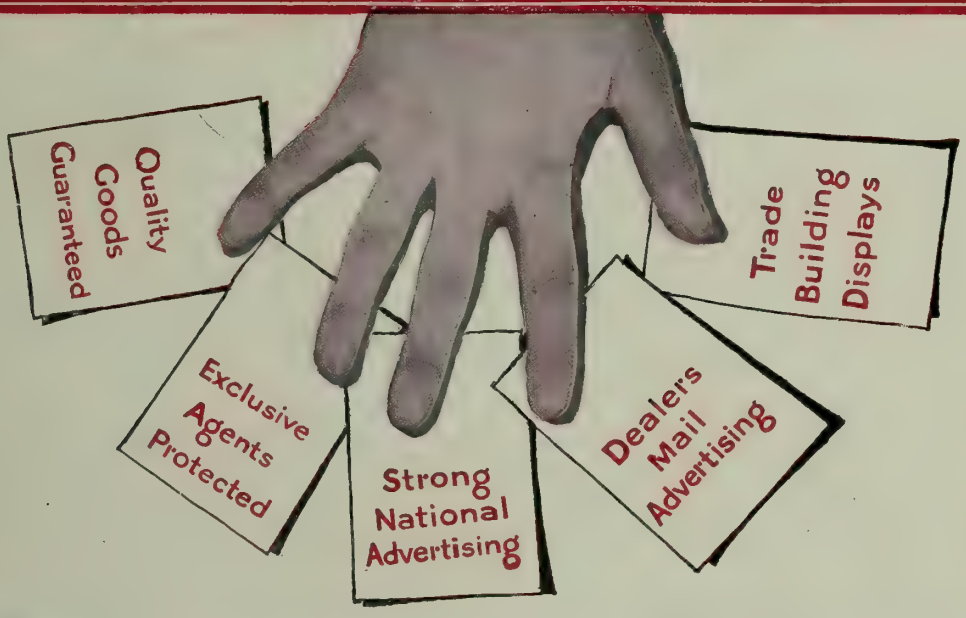
McKinnon Industries Limited

St. Catharines, Ontario

HARDWARE AND METAL

Vol. XXX PUBLISHED EVERY SATURDAY SINCE 1888 December 28
No. 52 1918

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA



Weigh carefully these five points—stronger than ever for 1919

One live dealer **only** in each locality can obtain this profit-making proposition.

Our idea is to work **with** our dealers every **minute—never** stop in our efforts to bring more trade.

The plans for this Spring are bigger, more far-reaching than ever. They'll bring new business, bigger business to every Kyanize Agent.

Kyanize KY-AN-IZE **Products**

The business building line of varnishes and enamels—the line that is backed by original and effective selling plans for exclusive agents. Only one Kyanize Agent to a locality.

LIVE DEALERS

Write to-day for particulars on our propositon. If there is now no Kyanize dealer in your town write for our plan—it will double your business.



This smiling Kyanize Painter brings you business

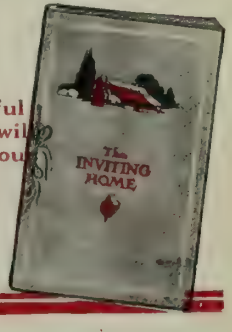
Boston Varnish Company KY-AN-IZE

Everett Station
BOSTON, MASS., U.S.A.

Western Canada Distributors: J. H. Ashdown Hdw. Co., Ltd. Winnipeg, Calgary, Saskatoon

Eastern Canada Distributors: Sturgeon's Ltd., Toronto

A beautiful book that will increase your profits



A New One!

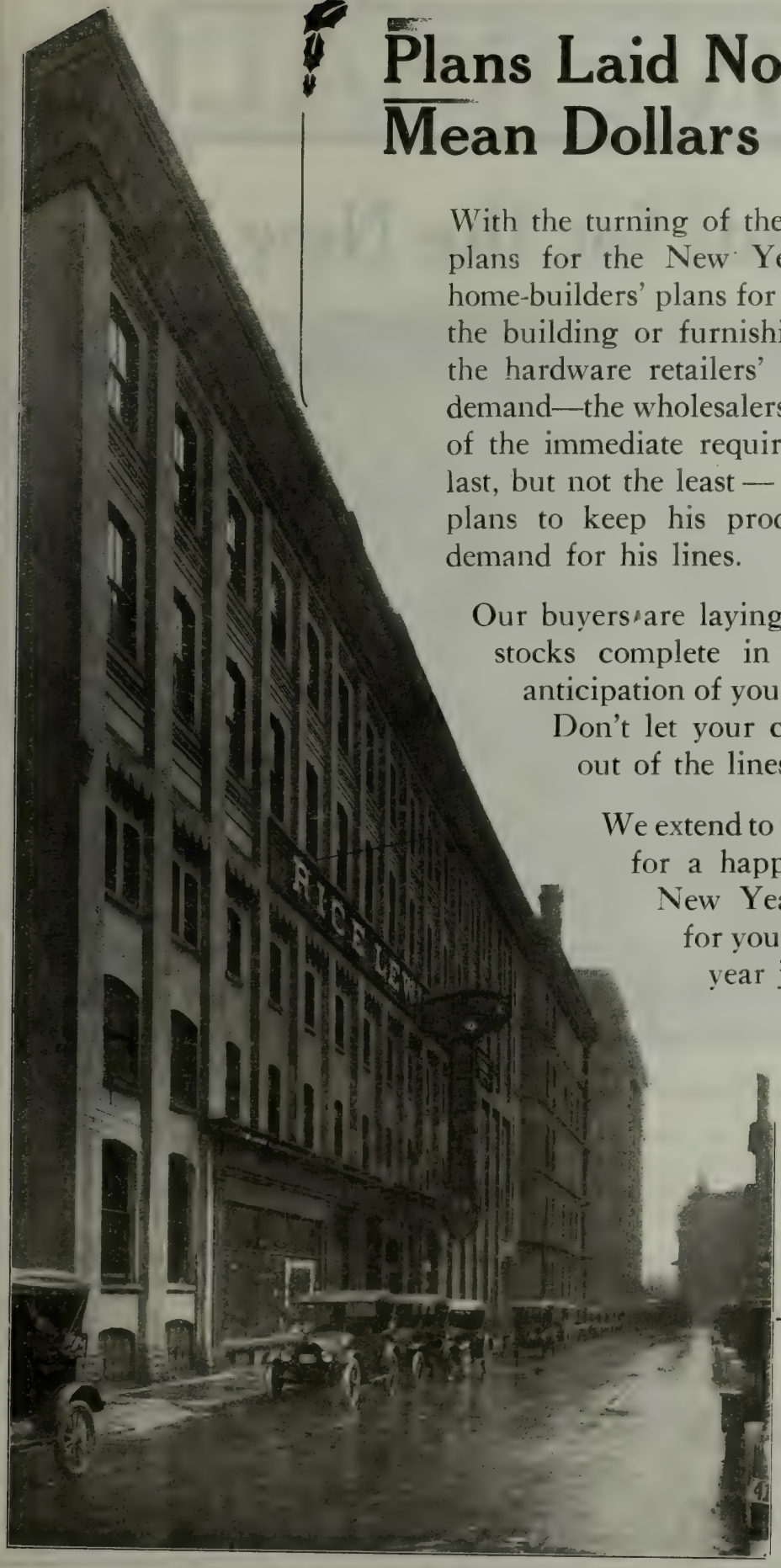
Send for Catalog Number 17.

180 Pages



Write to-day for a copy of this new catalogue — lists every Screw Threading Tool and Reamer in the Butterfield line.

Butterfield & Co., Inc.
ROCK ISLAND
QUEBEC



Plans Laid Now Mean Dollars and Cents

With the turning of the New Year come plans for the New Year's business—the home-builders' plans for their requirements, the building or furnishing of the home—the hardware retailers' plans to meet this demand—the wholesalers' plans to take care of the immediate requirements of all, and last, but not the least — the manufacturers' plans to keep his production up to the demand for his lines.

Our buyers are laying plans to have the stocks complete in every respect in anticipation of your needs this spring. Don't let your customers find you out of the lines they require.

We extend to you our best wishes for a happy and prosperous New Year and thank you for your favors during the year just past.

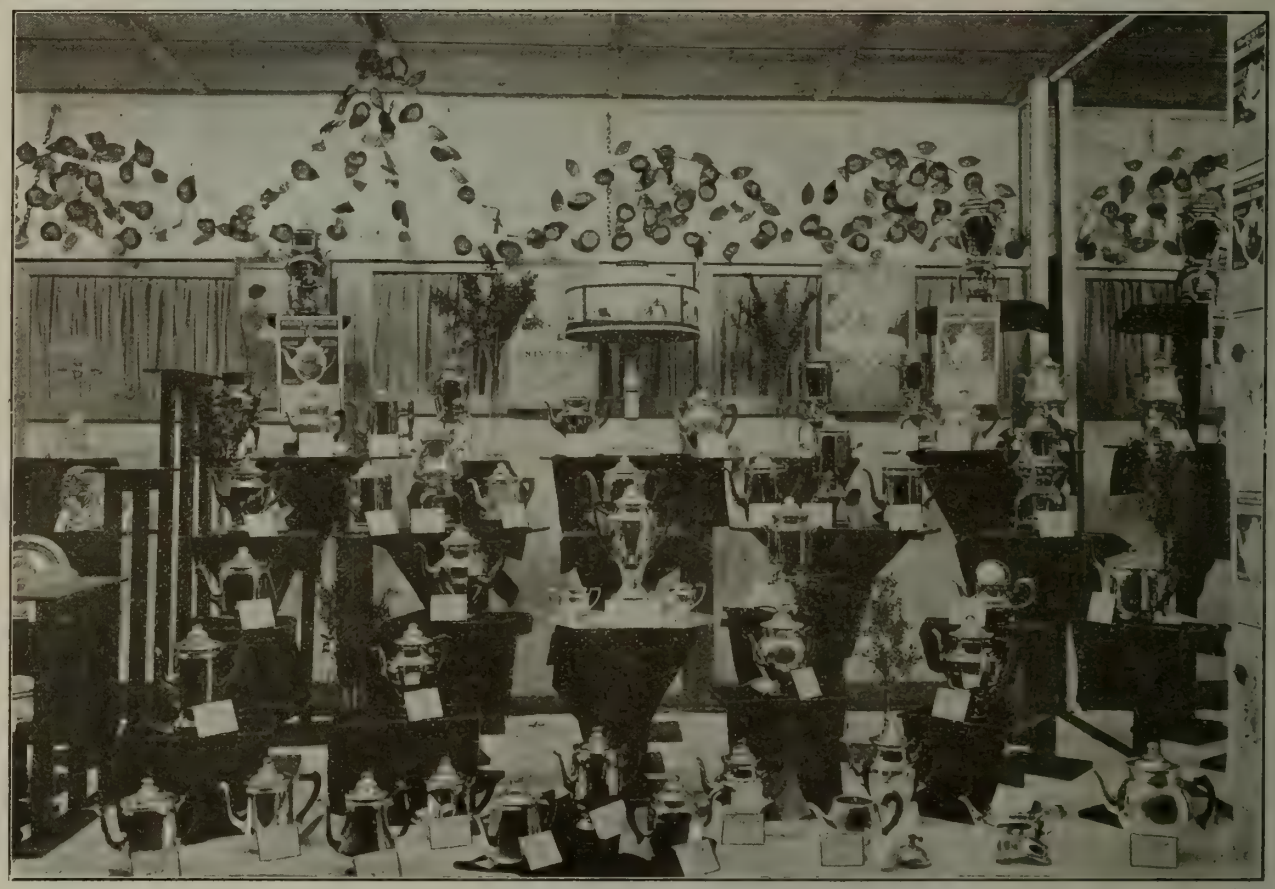
Rice Lewis & Son Limited

TORONTO, CANADA

If interested tear out this page and place with letters to be answered.

UNIVERSAL

Home Needs for the New Year



Economy and utility mean more this year to the Christmas buyer than ever before.

Display the UNIVERSAL line in your windows and your store will become the center of attraction in your community, because customers will see UNIVERSAL Advertising in the national magazines, and when they see the goods in your windows you will make our National Advertising your Advertising.

UNIVERSAL Home Needs have features of design, construction, finish and operation that cannot be found elsewhere. That's why they are readily sought and bought by all classes of gift-givers.

LANDERS · FRARY & CLARK

· NEW · BRITAIN CONNECTICUT · ·

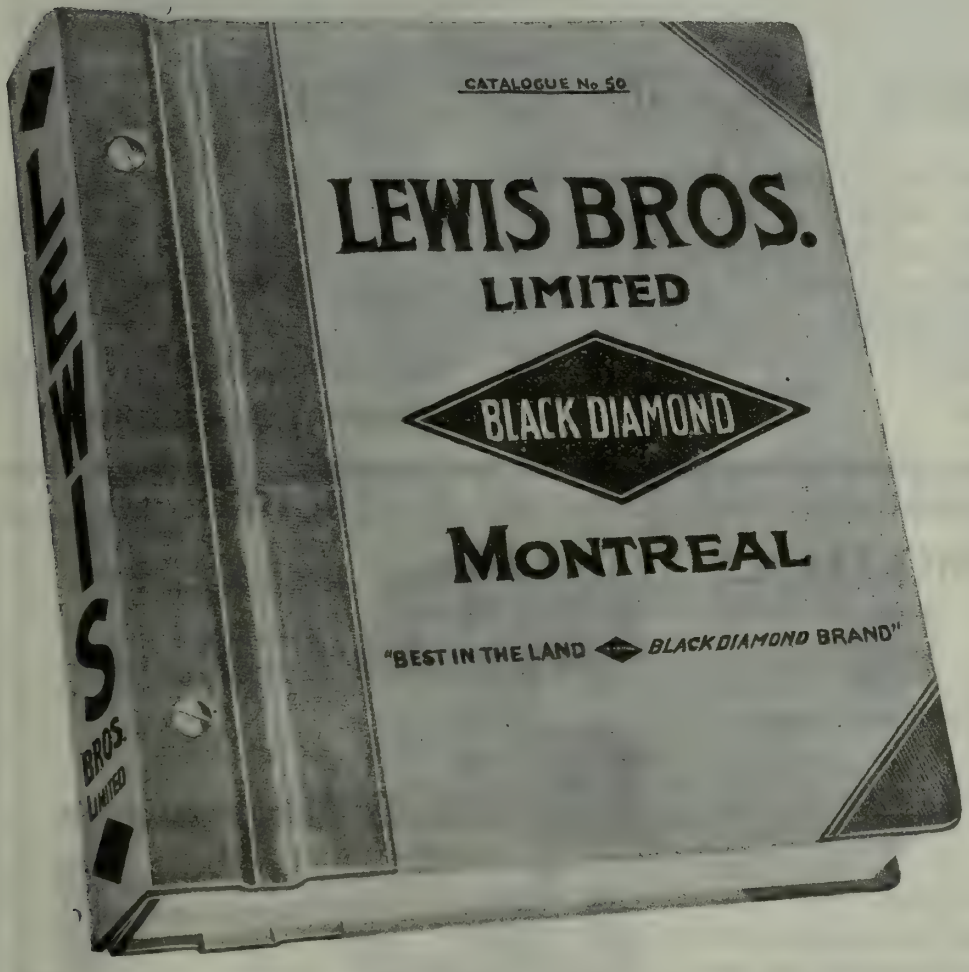
If interested tear out this page and place with letters to be answered.

WE WISH YOU
A HAPPY AND PROSPEROUS NEW YEAR

Since the organization of our business, thirty years ago, many of our very best customers have looked to us with renewed confidence each year, for their dependable source of supply.

TRY US

For all-round satisfaction to yourself and your trade you can't do better.



We Want Your Mail Orders

If you buy hardware, you will find in this book we have illustrated every article, and every illustration is exactly true to the goods it represents. Our general Catalogue was built with the intention of making it of the greatest assistance possible to hardware dealers in making up their "Mail Orders."

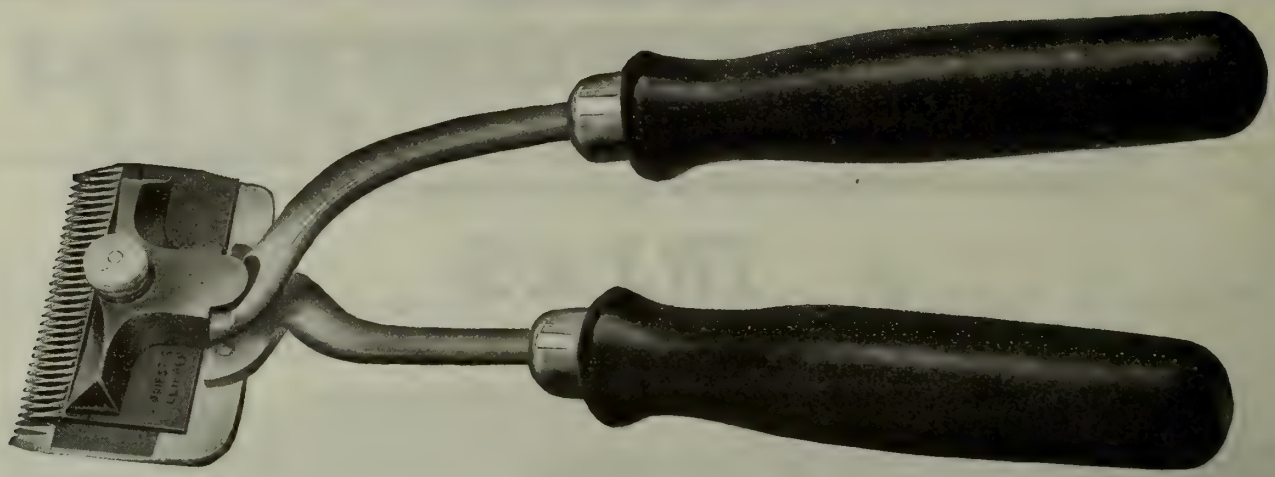
We ship mail orders promptly and charge you reasonable prices.

We shall continue to offer you the very best service, no matter how difficult the procuring of goods may be, and you may rest assured that our stock is better assorted than any other House in the Dominion.

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

Wait for our* AUTOMOBILE SUPPLIES *new catalogue



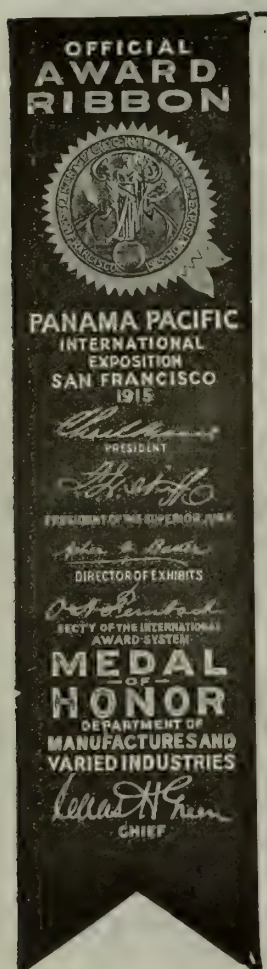
Priest's Horse Clippers

The line of Priest's Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York City



TRIMO TOOLS



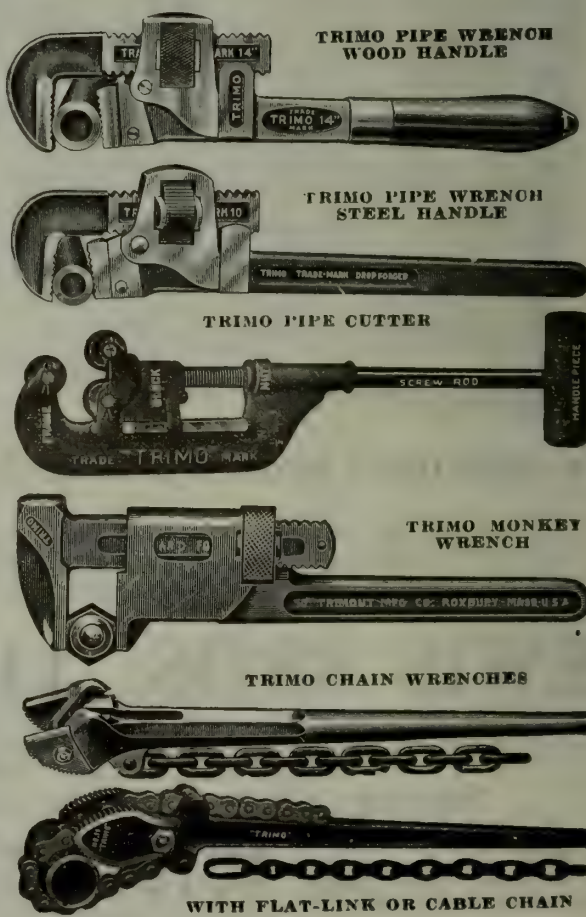
Nut with Nut Guards

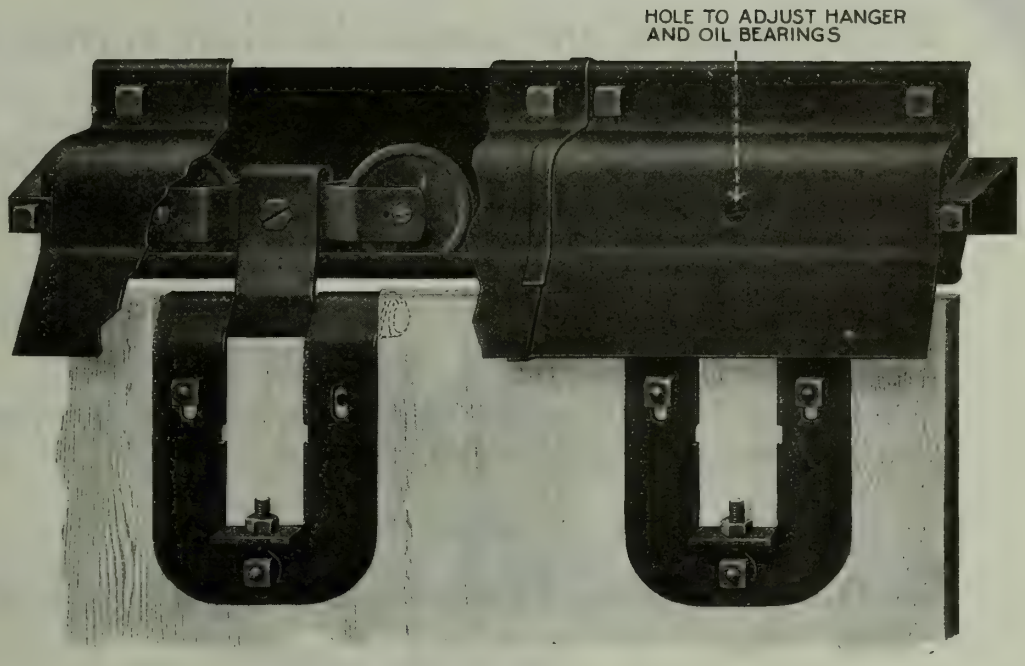
BE sure to ask for the Trimo Wrenches. both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.





Where a tight-fitting door is required

If any one comes into your store and tells you he can't get a Barn Door Hanger that carries the door close to the rail, you show him our No. 88 Adjustable. Show him how it can be adjusted both vertically and laterally **after the door is in position.** The adjustment construction is very simple and is easily operated. You should have a model of No. 88 Hanger to demonstrate how easily and how effectively it operates. Ask us about it when you write.

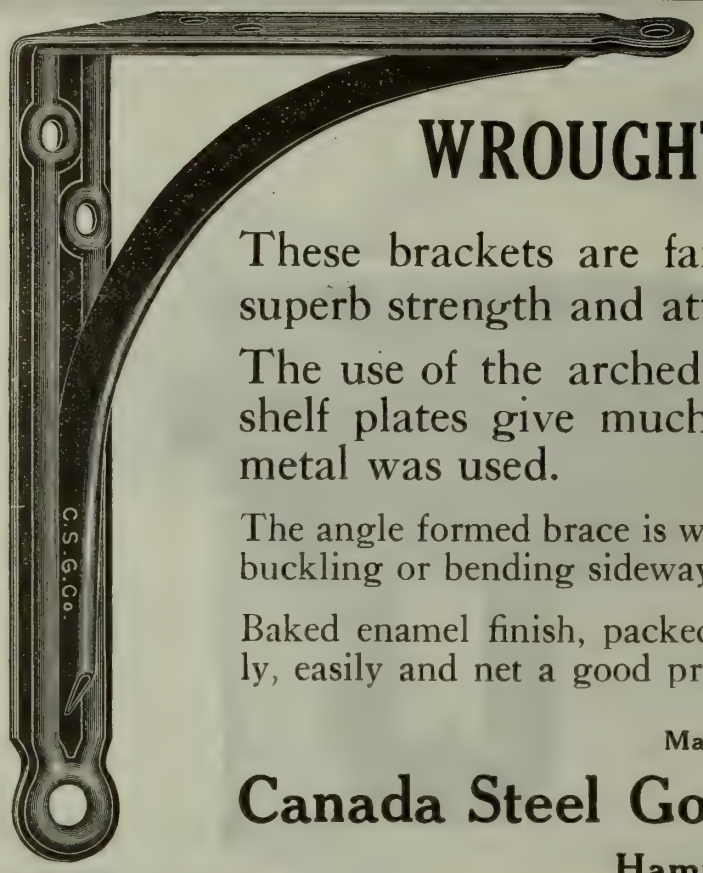
No. 88 Hanger is fully flexible and is equipped with our Improved Storm-Proof rail which really **protects.** It is packed the "National way" with everything necessary to its hanging, including a set of illustrated directions.

Have you a "National" Catalogue?

National Manufacturing Co.

STERLING, ILLINOIS

If interested tear out this page and place with letters to be answered.



No. 140

No. 140
WROUGHT STEEL BRACKETS

These brackets are famous for their correct design, superb strength and attractive finish.

The use of the arched forms of steel in the wall and shelf plates give much greater strength than if flat metal was used.

The angle formed brace is well riveted and renders it secure against buckling or bending sideways under the severest strain.

Baked enamel finish, packed half dozen in a box. They sell quickly, easily and net a good profit to you.

Manufactured by

Canada Steel Goods Company, Limited

Hamilton, Canada

Wishing You Prosperity and Happiness during the Coming Year

The Thomas Davidson Mfg. Co., Limited

TORONTO MONTREAL WINNIPEG

We extend to all our best wishes for A Happy and Prosperous New Year



H. S. HOWLAND, SONS & CO.
LIMITED

WHOLESALE HARDWARE

138 West Front Street

TORONTO



Northern Electric
HOUSEHOLD UTENSILS

It is a known fact that electricity has done more than anything else towards the establishment of efficiency plus economy in the home.
Here are a few of our Electric Household Heating Appliances which are always in demand. We urge Dealers to stock a moderate supply of these high-grade lines, because our Consumer Announcements in the Daily Papers from coast to coast will, in part, feature these Northern Electric Household Appliances.

ELECTRIC COFFEE PERCOLATORS



Coffee Percolator—Pot Style

No. 11793, holds 7 cups or 2½ pints. Finished in nickel, comes with cord and attachment plug complete.



Urn Style

No. 12793, graceful and ornamental, finished in nickel, holds 7 cups or 2½ pints, comes with cord and attachment and plug complete.



Pot Style

No. 11493, holds 8 cups or [illegible] pints, finished in nickel, comes with cord and attachment plug complete.

ELECTRIC Toasters, Irons and Chafing Dishes



N.E. B130 Toaster

Upright open Toaster finished in nickel, comes with cord and attachment plug complete.

N.E. B142

Handsomely designed Chafing Dish. Holds three pints, finished in nickel, comes complete with cord and attachment plug.





N.E. No. 2 Iron

Nickel plated, weight, 6 pounds, complete with cord and attachment plug.

Write our house nearest you for further particulars, literature and prices.

WE SHIP PROMPTLY

Northern Electric Company
LIMITED

Montreal
Halifax
Ottawa

Toronto
London
Winnipeg

Regina
Calgary
Vancouver

TACKS



TACKS FOR EVERYBODY

AUTO TRIMMERS
CARRIAGE TRIMMERS
BASKET MANUFACTURERS
CARPET LAYERS
SHOE MANUFACTURERS
UPHOLSTERERS

Heads that will not break off
And Points that meet the demand

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON **MONTREAL**

If interested tear out this page and place with letters to be answered.



Put This Stand On Your Counter

This attractive stand displays a Millers Falls Bit Brace No. 732, the only brace that is nationally advertised. It shows the features of the brace and is an effective silent salesman. Sent free with a small brace order.

Once you put it on your counter you will find that there is a market for these braces which you did not realize existed.

Our advertising in the "Saturday Evening Post" features No. 732 Brace as the third tool for every household, and it is creating a buying interest that you should cash in on.

This brace is already the carpenter's favorite, so that it appeals equally to amateur and professional tool user and will help speed your whole tool line. No. 732 Brace has the famous Millers Falls tool quality throughout. Ball-bearing head, ratchet and all-purpose chuck that takes twist drills as well as auger bits.

Send for our sales handbook, "How to Sell Tools." It is full of selling ideas that are worth money to you. Free on request.

MILLERS FALLS COMPANY

"Toolmaker to the Master Mechanic"

MILLERS FALLS, MASS.

New York Office: 28 Warren Street

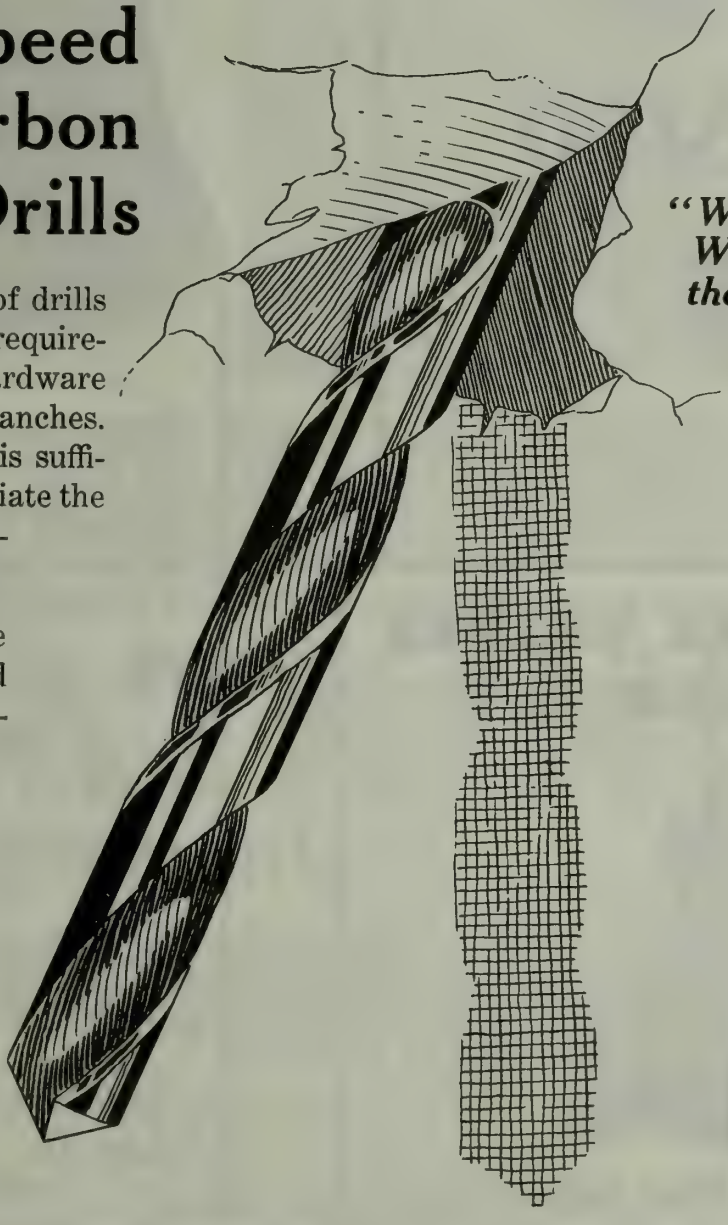
WILT

High Speed and Carbon Twist Drills

"Where There's a WILT—There's the Way."

The **"WILT"** line of drills provides for the requirements of the hardware trade in all its branches. The **"WILT"** line is sufficiently large to obviate the necessity of carrying a mixed stock.

"WILT" drills are put up in neat and convenient packages for the trade, and will reach you in good condition. Wholesalers and retailers can sell **"WILT"** drills with the assurance that the final purchaser will receive absolute satisfaction.





Sell WILT Products

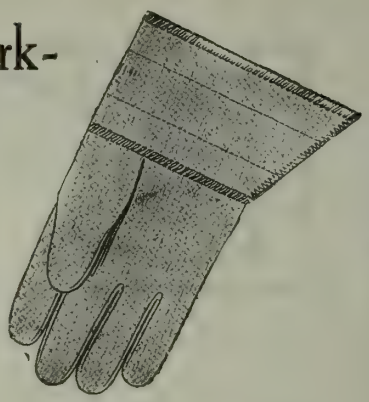
WILT TWIST DRILL CO.
OF CANADA, LIMITED

WALKERVILLE :: :: :: ONTARIO

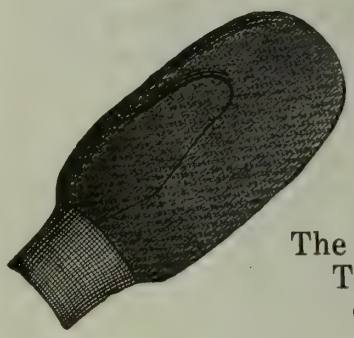
London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C.2, Eng.

For the working men of your town

in fact for every man because practically every man needs a good roomy serviceable pair of working gloves.



TAPATCO
REGISTERED TRADE MARK BRAND

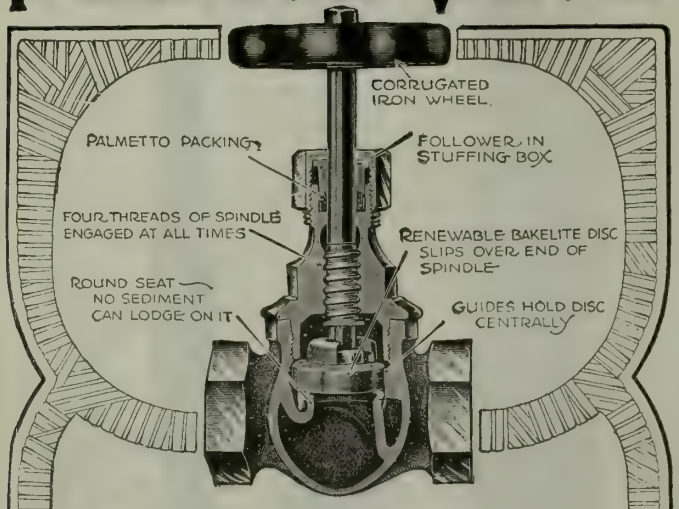


You can get this profitable extra trade by stocking the Tapatco lines—There's a style and a weight to suit every requirement.

Your jobber can supply Tapatco Gloves.

The American Pad and Textile Company
Chatham, Ontario.

FAIRBANKS VALVES



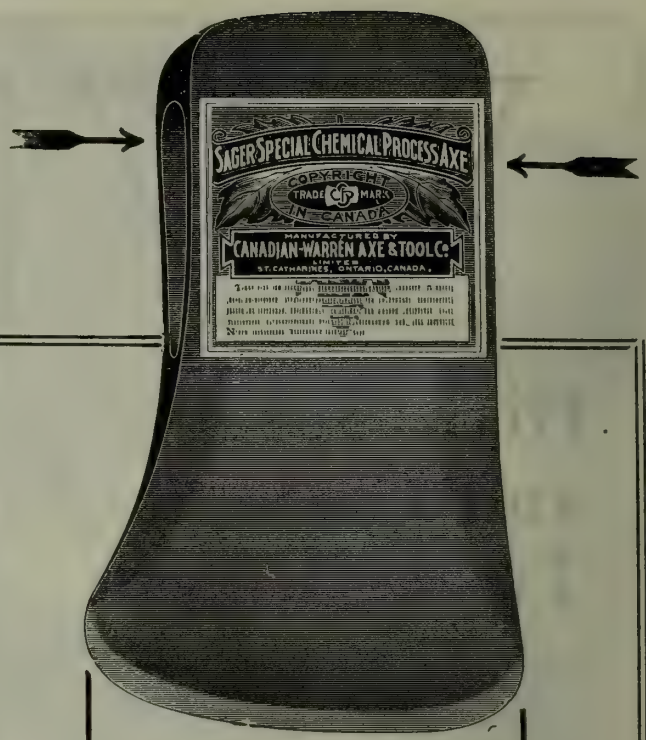
Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited
"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa,
Toronto: Hamilton, Windsor, Winnipeg,
Saskatoon, Calgary Vancouver, Victoria.



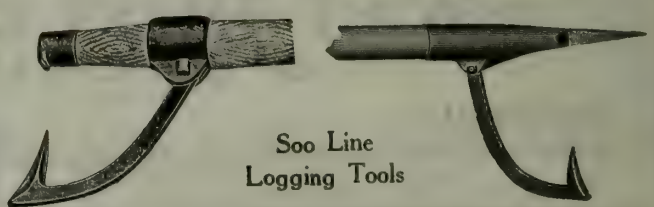


WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian Warren Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

If interested tear out this page and place with letters to be answered.

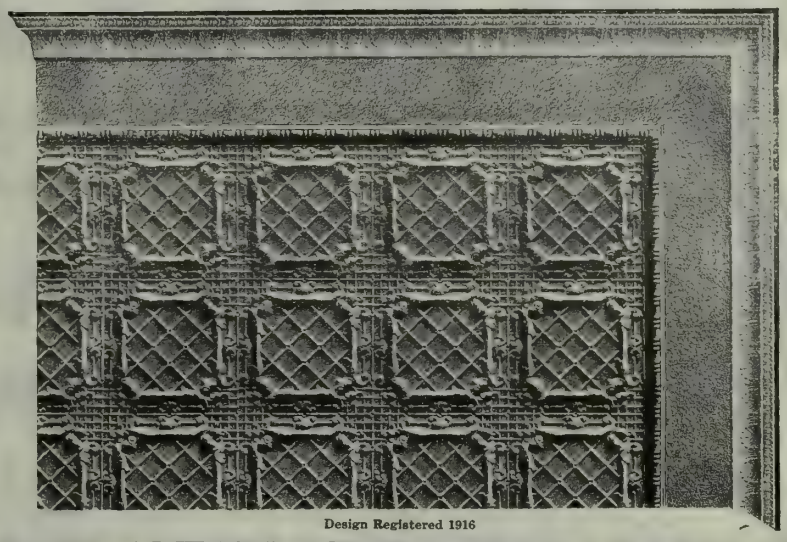
"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

"Metallic" never cracks or falls off

In being put up it doesn't fill the place with dirt, muss, fuss and dust like lath, plaster and wall-paper. And "Metallic" is *easy* to put up—it's clean, sanitary, washable, paintable and permanent.

We help you land the business. Write to-day for catalogue and full information.

Stock carried by
GEO. W. REED & CO., LTD
137 St. Antoine Street, Montreal



Design Registered 1916

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

ATKINS
Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger profit.* Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.
Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

If interested tear out this page and place with letters to be answered.

Show Your Customers Why

they ought to choose the Starrett Hack Saws on a strict basis of comparison of how fast they will cut; how economically and how much better they stand up under strenuous work.

Starrett Hack Saws

are the **right** saws to sell. Made of the finest tungsten steel, with properly milled teeth, flexible or hard backs. Starrett Hack Saws cut saw costs because they save time and labor.

STARRETT HACK SAWS CUT QUICKER LAST LONGER

Send for Our Hack Saw Catalog

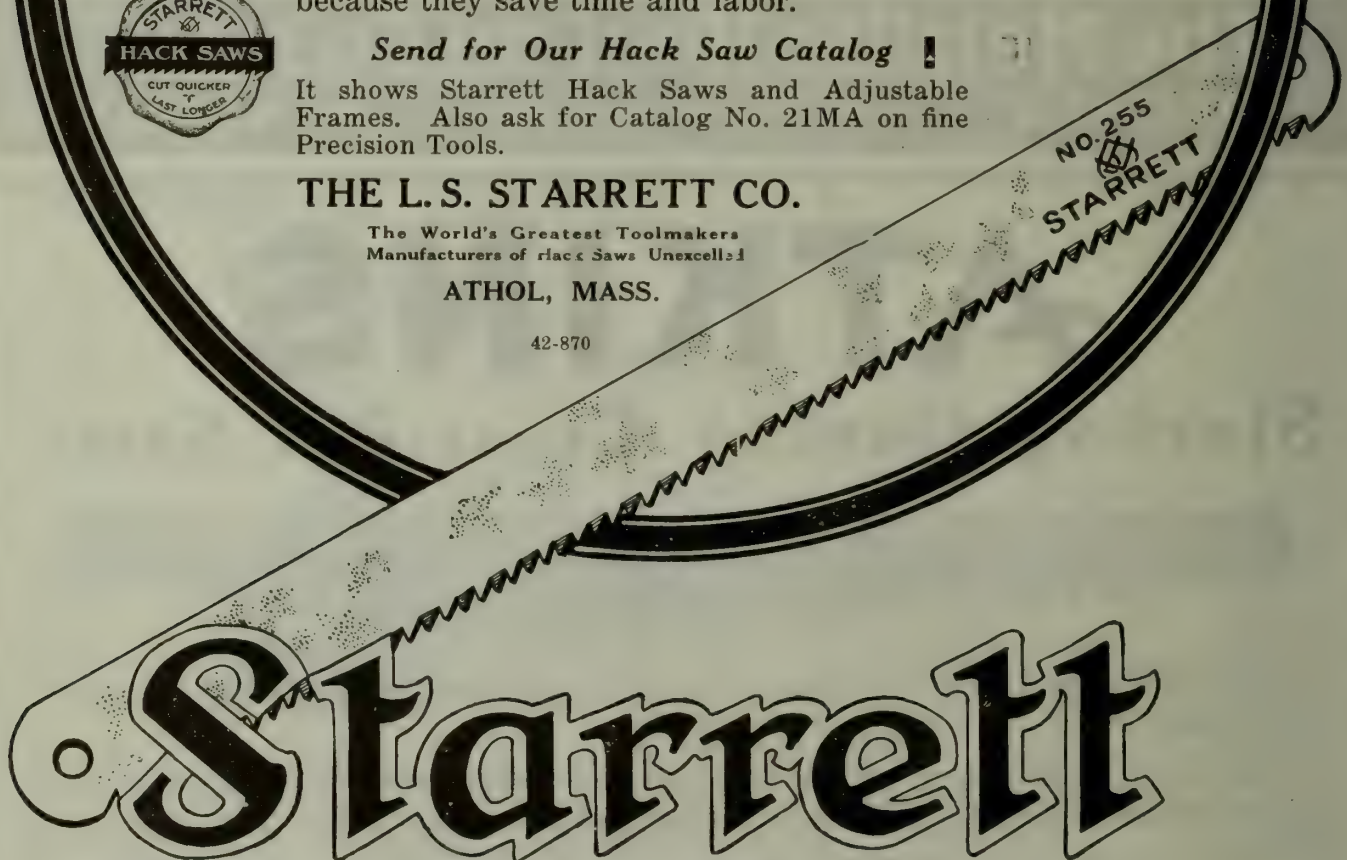
It shows Starrett Hack Saws and Adjustable Frames. Also ask for Catalog No. 21MA on fine Precision Tools.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

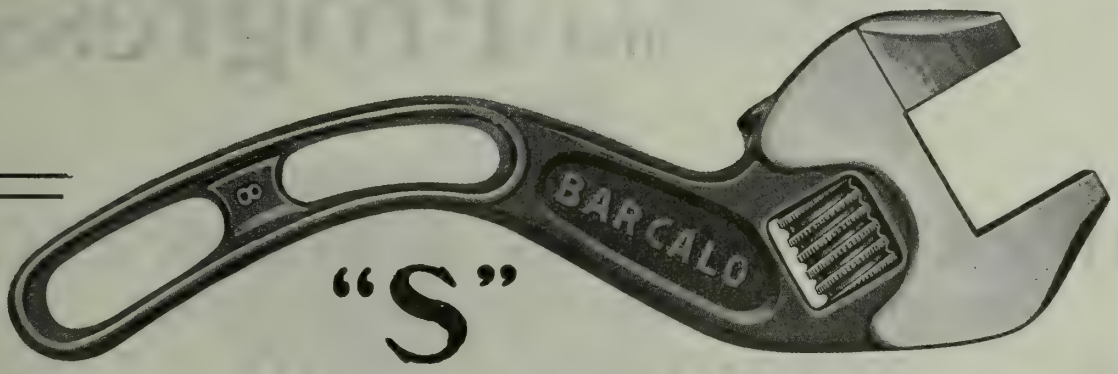
42-870



Starrett Hack Saws

If interested tear out this page and place with letters to be answered.

BARCALO



"S" Wrench SERVICE

There are no frills about the Barcalo "S" Wrench. Yet any mechanic will take pride in its attractive and businesslike appearance.

The primary object of the Barcalo "S" Wrench is to perform a special service for the Machinist, Engineer, or Garage man.

It will perform all the operations required of any wrench, besides helping the mechanic out of many a tight place where the ordinary wrench would be an impossibility.

Its claim to Usefulness is backed by extraordinary strength, unsurpassed lasting qualities, simplicity of construction and freedom of manipulation.

Made in 6, 8, 10, 12, and 14 sizes.

We are zealous of our ability to make good Wrenches.

We guarantee to replace, free, any Barcalo Wrench proving unsatisfactory to your customer.

Dealers are making a **good margin** of profit, through **Barcalo sales.**

How about you?

May we mail you further information? Write to-day.

Barcalo Manufacturing Company
BUFFALO, NEW YORK
TORONTO--GEORGE H. SMITH
44 Adelaide St. West
MONTREAL--GEORGE L. COHOON
11 St. Sacrament St.
WINNIPEG--D. PHILIP
138 Portage Ave. East

Peace Prosperity and Progress

HENRY DISSTON & SONS, INC.

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

TORONTO - CANADA

PHILADELPHIA, U.S.A.

"From Ore to Finished Product"

NAILS

WIRE

WIRE NAILS

All Standard and Special Gauges.

Dominion Iron & Steel Company, Ltd.

Sydney, N.S. **Montreal, Que.**

Nail Wire, Rivet Wire, Oiled and Annealed Wire, Galvanized Wires, Plain, Barbed and Coiled Spring.

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

SCHOOL DESKS



Go after the orders for school desks. You will be surprised how easily you can land this business. Think of the turnover and the profit on these big sales. It's mighty worth your while. We allow dealers a very handsome discount or commission, and suggest your writing now for full particulars of the desk and the proposition.

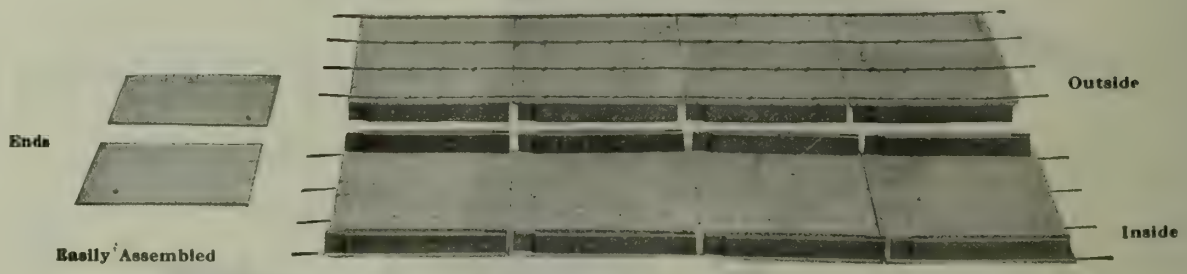
JAMES SMART PLANT

Brockville, Ont. **Winnipeg, Man.**

Resolve now to safeguard your 1919 shipments by packing them in

4-One Wirebound Boxes

(*Famous for Economy*)



VIEW SHOWING BOX IN KNOCK-DOWN

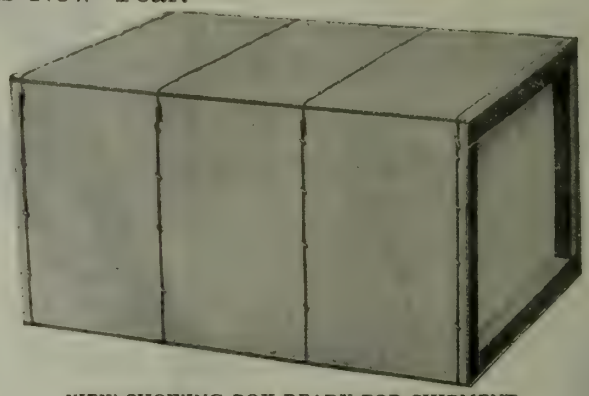
By including this in your New Year Resolutions you will be laying the foundations of a Prosperous New Year.

Just consider the advantages of shipping in 4-ONE WIRE-BOUND BOXES:

Their **Lightness** means less freight charges.

Their **Security** means safe arrival of goods at destination without risk of pilfering in transit.

The **"Knock Down" feature** saves storage space.



VIEW SHOWING BOX READY FOR SHIPMENT

Make it a Prosperous Business Year by using 4-One Wirebound Boxes in your shipping department.

Would you like us to send you samples and prices? State what size (inside measurements) length, width, depth and weight of contents.

CANADIAN WOOD PRODUCTS LIMITED

TORONTO

For the Needs of Peace

THE ending of the great world-war has opened the way for new construction that has long been urgently needed—schools, homes, churches, factory buildings, public buildings — structures of all sorts. Sheet Metal will form an essential part of most of these buildings. Sheet Metal is used for cornices, roofs, sidings, eavestrough, balconies, flashings, ridges, gutters, ventilators and in many other ways.

It is vitally important that all the Sheet Metal used should be lasting, should resist corrosion.

The important factor of cost is all in favor of Ferric Sheet Metal.

Among sheet metals made from iron ore base, time and the experience of hundreds of building owners have proven that TONCAN METAL is unsurpassed in its ability to resist corrosion—to give long satisfactory service.

If you are building for permanence, specify TONCAN METAL for all Sheet Metal work.

Our "Corrosion Book" gives a lot of interesting information about sheet metal. It's yours on request.

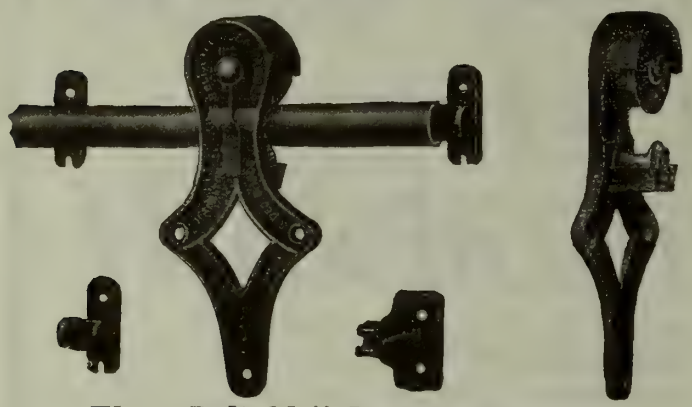
The Pedlar People, Ltd., Oshawa, Ont.
Canadian Distributors

The Stark Rolling Mill Co., Canton, O.
SOLE MAKERS



If interested tear out this page and place with letters to be answered.

Once on, never off the barn or factory door



The "Reliable" Barn or Factory Door Hanger

That's the experience of users of the "Reliable" door hanger—the hanger that lives up to its name in daily performance, no matter where it is used, in or out of doors.

The "Reliable" is practically unbreakable and never comes off the track, always runs smoothly, being well made and operated on the "Reliable" round track.

The supports of the "Reliable" are adjustable, thus enabling the user to instal them without interference of knots and cracks.

You cannot know the "Reliable" if you don't see one. Order a set and sell yourself on its merits.

Allith Manufacturing Co., Limited

Hamilton, Canada

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



Gold Medals Grand Prix

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England

London Showroom, 62 Holborn Viaduct, E.C.

Address correspondence to TRINITY WORKS, SHEFFIELD



Again in Demand

The wooden tub is back—the high cost of the metal tub is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

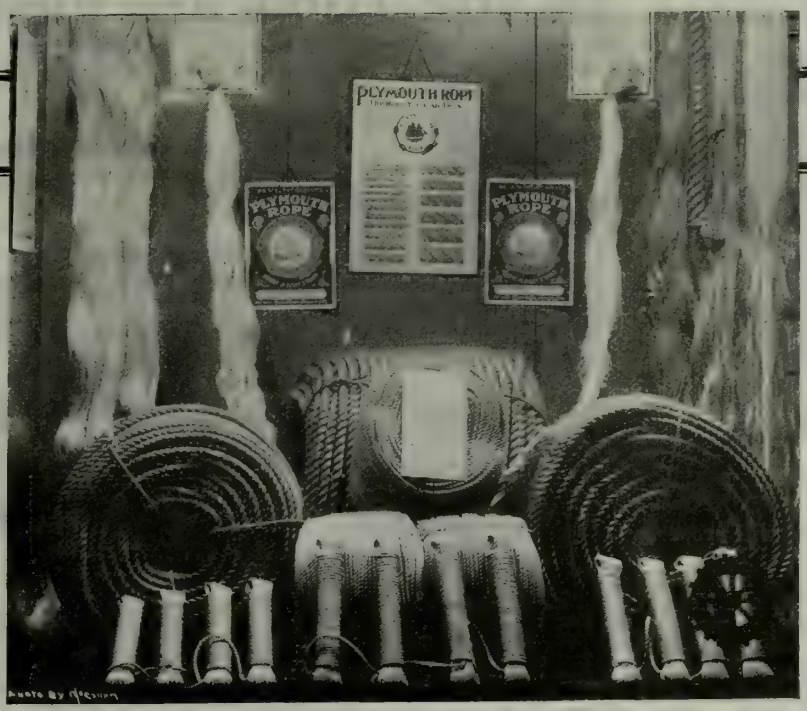
Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue.

The Wm. Cane & Sons Company, Ltd

Manufacturers **NEWMARKET, ONTARIO**

YOUR WINDOW

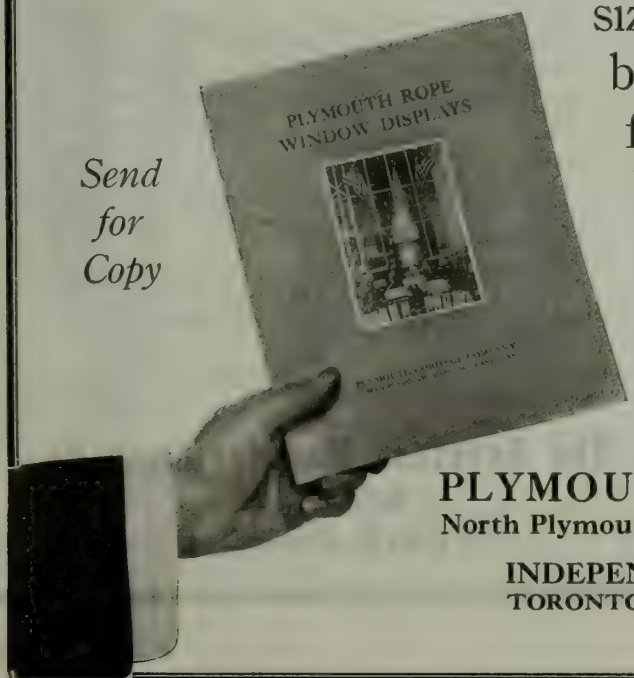


BIG or small, you can make it sell rope and we'll help you trim it. Sales return is the standard by which you must measure the value of a window display. The decorative possibilities of

PLYMOUTH ROPE

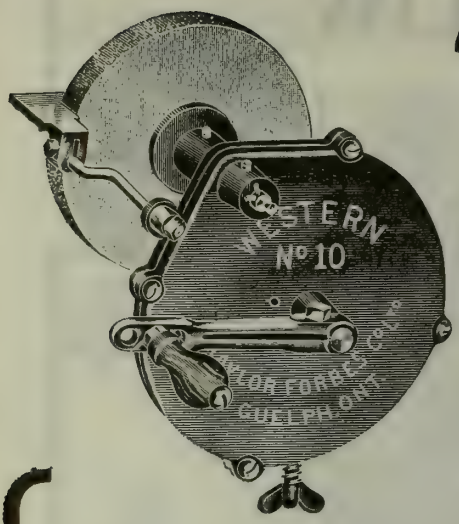
are shown in a booklet gotten up for your purpose. Any size and any shape window can be beautifully trimmed. Write for copy of Plymouth Rope Window Display.

Send for Copy



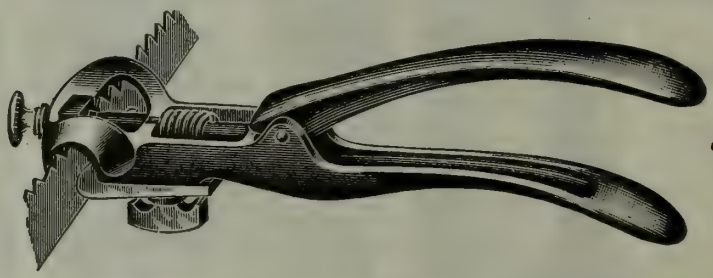
PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. Welland, Canada

INDEPENDENT CORDAGE COMPANY, Ltd.
TORONTO, CAN. *Canadian Sales Agents*

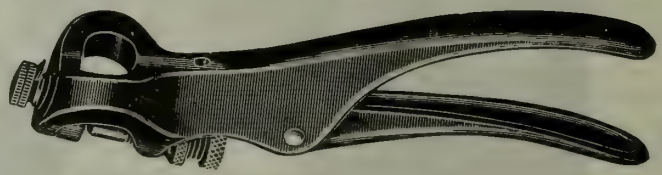


Handy Tools are Fast Sellers!

Here are two lines you can handle to good advantage. Their usefulness is so quickly apparent that customers simply cannot resist buying.



"Perfect"



"Taylor"

Western Tool Grinders

A strong, well-made Tool Grinder that puts an edge on a blade to satisfy the most particular. Supplied with a high grade Corundum Grinder Wheel running on a clean, noiseless, perfect gear without a chain.

Two sizes: No. 5—5 in. wheel and No. 10—7 in. wheel.
Comes to you painted and each carefully packed in a separate box.

Perfect and Taylor Saw Sets

The only tools to use that will properly put a saw in shape again. No guesswork when these are used. Both these saw sets are used for Hand and Tennon Saws. Perfect Saw Sets are made of malleable iron and steel with a polished finish. Taylor Saw Sets are made of cast iron and steel with a gun metal finish.

Taylor-Forbes Co. Limited

Head Office and Works: Guelph, Ontario

If your jobber cannot supply you, write us for information.

Taylor-Forbes Co., 246 Craig St., Montreal; H. G. Rogers, Limited, 147 Prince William St., St. John, N.B.; Canadian United Mfrs. Agency, London, Eng.

Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.; H. F. Moulden & Son, Travelers' Bldg., Winnipeg, Man.



Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.

Those Hard-To-Get-At Nuts



In every garage, machine shop, blacksmith shop and factory in your locality there's a lot of unnecessary cussing that you can turn to profit.

Those nuts that are so hard to get at with an ordinary wrench are easy prey to the Original "Westcott" adjustable "S" Wrench. The "Westcott," besides being the most convenient and useful wrench for ordinary use, can be used in places inaccessible to the Monkey-Wrench. It stops the cussing and adjusts the nut quickly and effectively.

"Westcott" Wrenches are fully guaranteed to do their duty. We empower you to refund the purchase price of any "Westcott" that fails.

The "Westcott" is easily adjusted by the hand that holds it. Its handle is made of first-class refined malleable iron and the jaws of forged steel scientifically h treated.

If your jobber cannot supply the "Westcott," write us and we will tell you who can.

The Keystone Manufacturing Co.

Buffalo, N.Y.

POSTAL STATION B

A Dependable Cellar Drainer!

When a customer enquires of you about a proper apparatus to keep his cellar dry, it's up to you to make no mistake.

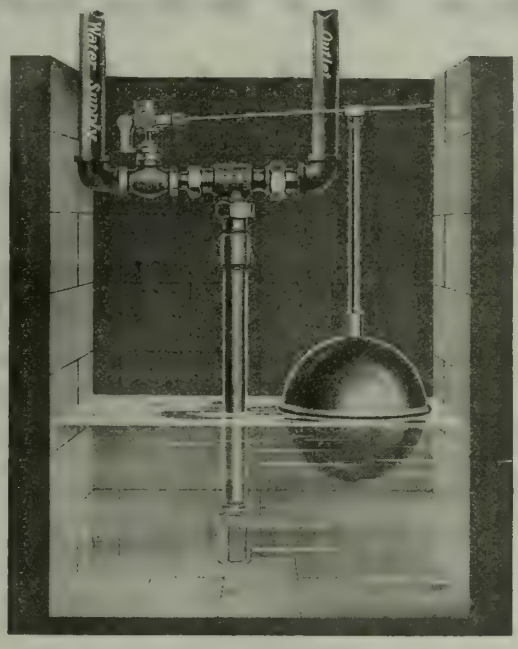
He is up against a very annoying nuisance, and if you sell him a cellar drainer that is dependable, his gratitude will know no bounds.

Morrison Automatic Cellar Drainers as the name implies operate themselves—are willing workers, *always on the job*. A veritable

"Watch Dog of The Cellar"

They have a *greater lift* than another cellar Drainer; 30 feet when connected to 60 lbs. water pressure.

All working parts above water—of simple construction and easy to install.



Recommend the

MORRISON Automatic Cellar Drainer

The same **Morrison Guarantee** back of this apparatus as is back of all our products.

That's your assurance of dependability.

We would welcome an opportunity to send you information and prices. If you will but write us.

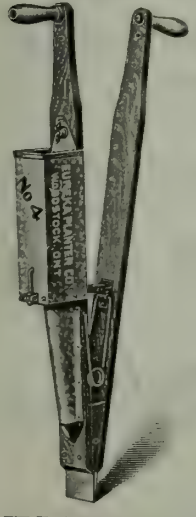
JAMES MORRISON BRASS MFG. CO., LIMITED

93-97 Adelaide Street West, Toronto

EUREKA PLANTERS

Your Customer Will Be Pleased With An Eureka Planter. A Satisfied Customer Means More Business.

Eureka Planters are made from the best materials, simple in construction and easy to operate. The fact that they are measuring up to all we claim for them is making a tremendous appeal to dealers everywhere.



Eureka Corn Planter

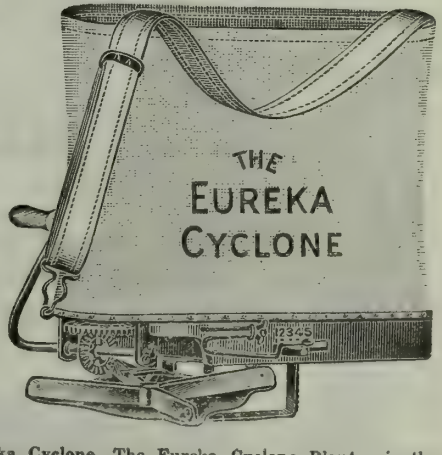
In one and two-hand styles, well finished, light and durable, positive and accurate in action. A seed guard determines the number of kernels to be dropped in each hill. Only one lot of seed can pass into the jaws at one time. A flat steel spring is used in place of the cheap brushes used in ordinary planters, which constantly wear out.

Get next to the Eureka Line.

There's money in it for you.

We manufacture many more handy labor-saving devices for the Farmer and Gardener.

Write to-day for literature and prices of our complete line.



Eureka Cyclone—The Eureka Cyclone Planter is the most economical Planter of its kind on the market to-day. It will distribute a more uniform spray of seed over the land than the old hand method. Easy to carry. A light weight device, yet durable. Planting with the Eureka Cyclone results in a greater yield to the acre.

EUREKA PLANTER CO., Limited, Woodstock, Ontario



HOYT METALS



Are Sold on Their Merits!

During the past forty years we have maintained a fixed ideal of **Quality First.**

Result: **The Hoyt Perfect Alloys.**

That's why it's so easy to sell our mixed metals. Not only will you find **Quality** and **Satisfaction** in our products, but **Prompt Attention** and **Courteous Service** in our organization. A combination hard to beat.

The lines that have made Hoyt Metals Famous:

"NICKEL GENUINE"
"TROJAN"
"FROST KING"
BABBITTS

Solders in Bar and Wire, free flowing and satisfactory in every way.

Information or suggestions cheerfully given. Write us.

HOYT METAL COMPANY
TORONTO, CANADA
London, Eng. St. Louis, Mo.
New York, N.Y.

Three Reasons for your Selling "Correct" Lamp and Lantern Burners

FIRST: They give such a nice bright light, your Customers, after they buy their first "Correct" Burner will buy no other—Bigger Sales.

SECOND: Every "Correct" Burner is guaranteed absolutely satisfactory, in every respect, or your money back—No argument on this point.

THIRD: You are giving your Customers the best money can buy —Something to talk about in these times of high prices.

THE BURNER WITH THE PATENTED FLAME SPREADER

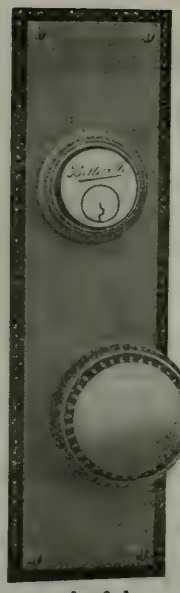
MANUFACTURED ONLY BY

The Schultz Manufacturing Co., Limited

HAMILTON - CANADA

Sold by all leading Wholesalers and Jobbers.
Give us the name of your Wholesaler and we will send you a sample.

If interested tear out this page and place with letters to be answered.



"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company

BELLEVILLE ONTARIO

WANTED

Fall Orders for Hardware such as follows:

Snow Shovels,
Lanterns and Globes,
Weather Strip,
Axes, Mitts and Gloves

A good stock on hand, and orders promptly shipped.

Thos. Birkett & Son Co. Ltd.

Wholesale Hardware Merchants

Ottawa Ontario

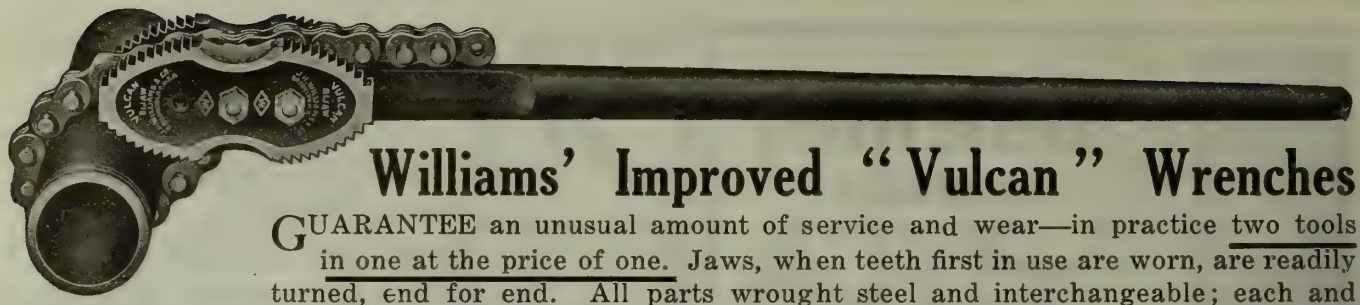
We make special grades of files for every kind of industry, including:

LOCOMOTIVE SHOPS
LUMBER CAMPS
AEROPLANE FACTORIES
FURNITURE MANUFACTURERS
AUTOMOBILE FACTORIES
ENGINEERING SHOPS
MUNITION PLANTS
FOUNDRIES
BOILER WORKS
CARPENTERS
PLUMBERS
AGRICULTURE MACHINERY MANUFACTURERS
MINERS
SHIPBUILDERS

In the "Famous Five" line you can depend upon getting the exact grade of file for every customer.

When ordering a special line from your jobber all you need to do is to specify "Famous Five" and state the size, cut and quantity.





Williams' Improved "Vulcan" Wrenches

GUARANTEE an unusual amount of service and wear—in practice two tools in one at the price of one. Jaws, when teeth first in use are worn, are readily turned, end for end. All parts wrought steel and interchangeable; each and every chain "proof-tested" and certified.

J. H. Williams & Co., "The Wrench People"

The A. G. Low Co., Ltd.,
30 Pacific Ave., Saskatoon, Sask.
Agents for Manitoba, Saskatchewan,
Alberta and British Columbia.

General Offices:
30 Richards Street,
Brooklyn,
N.Y.

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

Manufacturers OF WIRE

HEADQUARTERS FOR

Wire Bale Ties

LARGEST CAPACITY AND STOCK IN CANADA

Prompt Shipment

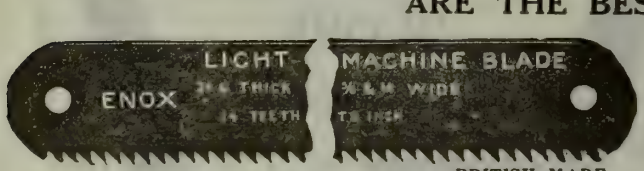
LAIDLAW BALE TIE COMPANY, Limited

HAMILTON, CANADA

Winnipeg Toronto Montreal
London, England

ENOX HACKSAW BLADES

ARE THE BEST

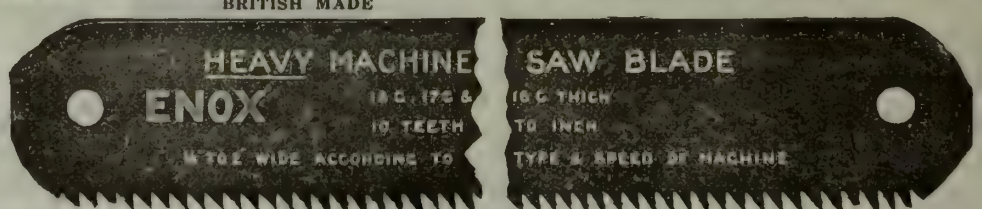


BRITISH MADE



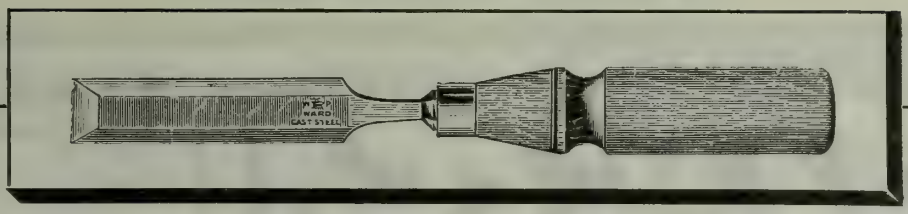
AGENTS IN CANADIAN TOWNS WANTED

AN ENTIRELY BRITISH COMPANY



Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10



ALWAYS IN DEMAND

WARD & PAYNE'S

CELEBRATED LIGHT EDGE TOOLS

Every user of Chisels, Gouges and other light edge tools has supreme confidence in Ward & Payne products. Known the world over for the excellence of their serviceable qualities.

Anvil Brand products have stood the test of a 100 years.

W P

Largest Makers of Light Edge Tools in the World.

WARD & PAYNE, SHEFFIELD
CABLES: WARD, SHEFFIELD

ALEXANDER GIBB, 3 St. Nicholas St., Montreal
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ANTHONY ERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.

HARDWARE DEALERS

This sketch illustrates the Simonds No. 237 One-Man Cross-cut Saw with Lion Handle. We would like to send you our descriptive booklet and complete discounts covering Simonds Cross-cut, Hand and Jack Saws.

SIMONDS CANADA SAW CO., LIMITED

Guaranteed to Cut 10% More Timber".

SIMONDS

"The Saw Makers"

The superiority of Simonds Crescent Ground Cross-Cut Saws is due to the quality of the steel used in them and the method of grinding. Crescent grinding is an exclusive process, used only in Simonds Saws. It means teeth of even thickness throughout the length of the saw, and the blade tapered for clearance to the greatest degree consistent with strength. This grinding makes cutting easy because it prevents binding in the kerf. Write for Booklet.

SIMONDS CANADA SAW COMPANY LTD. Simond Steel MONTREAL QUE

Simonds Canada Saw Company, Limited,
St. Remi Street and Acorn Avenue,
MONTREAL, Quebec. S-3
VANCOUVER, B.C. ST. JOHN, N.B.

If interested tear out this page and place with letters to be answered.

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man



4 Good Reasons
---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO



ABOUT YOUR BRUSH TRADE

Are you content with the profits from your brush counter ?

There's big money wainting for you in

KEYSTONE
HOUSEHOLD BRUSHES

Quick turnovers, moderate prices, good profits and satisfied customers all combine to make the Keystone line one of the most profitable lines you can handle. Write to-day for particulars and prices on Keystone Brushes and Nuggest Brooms.

Stevens-Hepner Co., Limited
Port Elgin, Ontario

Get prices and information bout the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

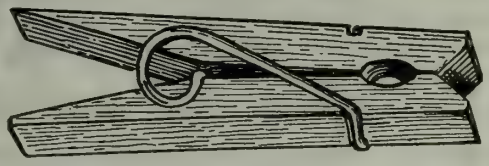
THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - - - - ONTARIO

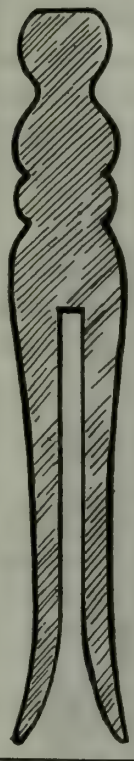


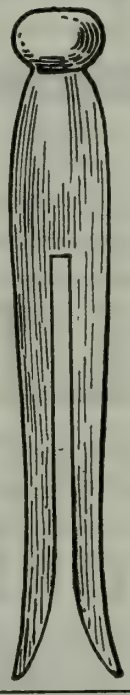
It's a Pink anyway you take it.

The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins







Lake Megantic, Que.

Represented by

Boivin & Grenier, Québec.
Delorme Frère, Montréal.
J. Hunter White, St. John, N.B.
H. D. Marshall, Ottawa.
Harry Horne Co., Toronto.
Tomlinson & O'Brien, Winnipeg.
Oppenheimer Bros., Vancouver.

These agents have always a stock on hand sufficient to satisfy the demands of clients in their territory.

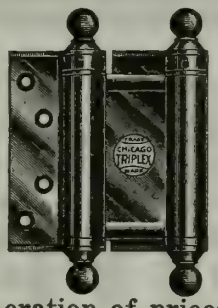
Satisfaction on these three lines guaranteed.

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

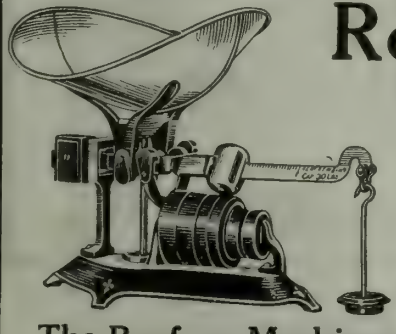
CHICAGO TRADE C S B CO MARK NEW YORK

Kills The Losses

Why should housewives take all the risk in regard to honest mistakes in weighing? It certainly is easy to convince her she shouldn't, and that a Renfrew scale will save not only risk but many actual losses. That builds up sales for you.

An ordinary, doubtful scale would only add useless disputes. The Renfrew is accurate for every weight from ½ oz. to 30 lbs., and its owner can prove her weights every time by means of the Government Inspector's Certificate which goes with every Renfrew.

The Renfrew is made in black finish, or in all-nickel finish suitable for candy stores or homes desiring a little bit better. Write for literature and attractive selling proposition.



Renfrew HOUSEHOLD SCALE

Guaranteed to weigh accurately.
Capacity: ½ oz. to 30 lbs.

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.

Eastern Branch, Sussex, N.B.
Western Representative: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scales, Tractors, Wood-Saws, Grain Grinders, etc.

P X H
TRADE MARK

ONE of the largest buyers of tools in the Dominion said to us the other day, "After the war we shall sever many business connections we have been obliged to make in order to keep our stock in shape for our customers. The manufacturer who has in these past four years kept up the quality of his product in spite of the temptation to sacrifice quality for quantity output is the only man with whom we shall maintain business relations."

Which is sound "Hoss Sense"

Confidence is the basis of all trade, and a buyer can only place reliance on the product which has stood up under the war strain.

P.H. and Imperial Files have been and will be marketed solely on the basis of service.

"THEY CUT FASTER AND WEAR LONGER"

Port Hope File Mfg. Co.

LIMITED
PORT HOPE - - ONTARIO

"Ask Your Jobber"

IMPERIAL
TRADE MARK

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EVEREADY DAYLO

We Are The Leading Distributors

and Make Immediate Shipments from Our Complete Stock

MAIL US YOUR ORDERS OR WRITE FOR CATALOG

Our reputation has been won by our efficient service

EVEREADY DAYLO

SPIELMAN AGENCIES, Reg'd, Read Bld., 45 St. Alexander Street, MONTREAL

CROWBARS



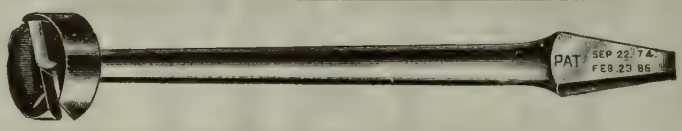
No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

TARRED FELT SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



THE PROGRESSIVE MANUFACTURING CO.

Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

WE EXTEND TO OUR MANY CUSTOMERS

THE SEASON'S GREETINGS

May the Incoming Year Bring Continued Health, Happiness and Prosperity to All.

Yours Sincerely

J. J. TURNER & SONS, LIMITED, - PETERBOROUGH, ONTARIO, CANADA

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EVEREADY DAYLO

On Whose Cash Register?

THESE Eveready DAYLO advertisements are going to ring up sale after sale this summer and we know just who will get the profits.

They will go to the dealer who constantly displays the Eveready line in his windows; who uses the display material which we will send him—and who puts the right sales effort behind this fast-moving line.

And every sale means the start of a growing, permanent business through repeat sales of Eveready Tungsten Batteries and Eveready Mazda Bulbs.

There's a DAYLO for everybody and every outing or vacation purpose—76 different styles—Ever Ready for *their* use and *your* profit.

An Eveready DAYLO window *today* will start the sales just that much quicker. Try it.

Canadian National Carbon Company, Limited
Toronto, Ontario



EVEREADY *for* Profits

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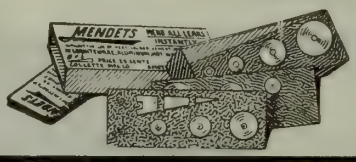


Merchants!

Order Through These Wholesale Hardware Houses

Below is a revised list of jobbers who handle Mendets, the famous quick and permanent kitchenware and utensil repair: White, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Alexander & James, Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Emmerson & Fisher Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; L. H. Hebert & Co., Montreal, Que.; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal; A. Chown & Co., Kingston; The Gray-Harvey Co., Ltd., Ottawa, Ont.; H. S. Howland, Sons & Co., Toronto; Revillon Wholesale, Ltd., Edmonton, Alta.; W. B. Dalton & Sons, Kingston, Ont.; Lewis Bros., Montreal, Que.; The Kennedy Hardware Co., Ltd., Toronto, Ont.; F. R. Murray Co., Ltd., Vancouver; Kingan Hardware Co., Ltd., Peterborough; Sumner Co., Ltd., Moncton, N.B.; Cunningham Hardware Co., New Westminster; T. McAvity & Sons, Ltd., St. John, N.B.

COLLETTE MFG. COMPANY, Collingwood, Ont., Canada



METALS · CHEMICALS · GLASS

B&S·H Established 1790

CASTOR OIL

For Lubricating Purposes

We are prepared to make prompt shipments in Barrel Lots.

Enquiries Solicited.

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.

Canadian Sales Agents: United States Steel Products Co.
Exporters for American Sheet & Tin Plate Co.

Non-Poisonous Insecticides

Safety Efficiency Economy

KATAKILLA

The UNIVERSAL INSECTICIDE for use on FRUIT, FLOWERS, and VEGETABLES. A non-poisonous powder, readily soluble in cold water, cheap, efficient and effective.

"KŪR-MANGE"

The approved Insecticide for use on Horses, Cattle, Dogs, etc. A certain cure for Parasitic Mange, Lice and other parasites. As supplied to the British Army.

Agents Wanted

Sole Manufacturers and Patentees:

MacDougall Brothers Ltd.

Port St., Manchester, Eng.

Pyrene FIRST AID KIT

Pyrene Safety First Aid Kits Display Them — *Sell Them!*



Pyrene Safety First Aid Kits should be part of the equipment of every factory. They should be on each floor, in each department ready for any emergency.
Pyrene Safety First Aid Kits reduce your customers' Compensation Insurance premium and thus cost little or nothing to install.
Include this indispensable kit in your sales of Pyrene Fire Appliances.
Your nearest jobber will supply you or write direct to us for literature.

Pyrene Mfg. Co., of Canada, Limited
3 St. Nicholas Street
MONTREAL

Pyrene FIRST AID KIT

If interested tear out this page and place with letters to be answered.

Build Up Your Business—

by handling the BEST.

MADE IN CANADA BY CANADIANS.

Sold All Over the World



ARROW HEAD SAWS

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T. F. SHURLY CO., LTD.
St. Catharines, Ont.

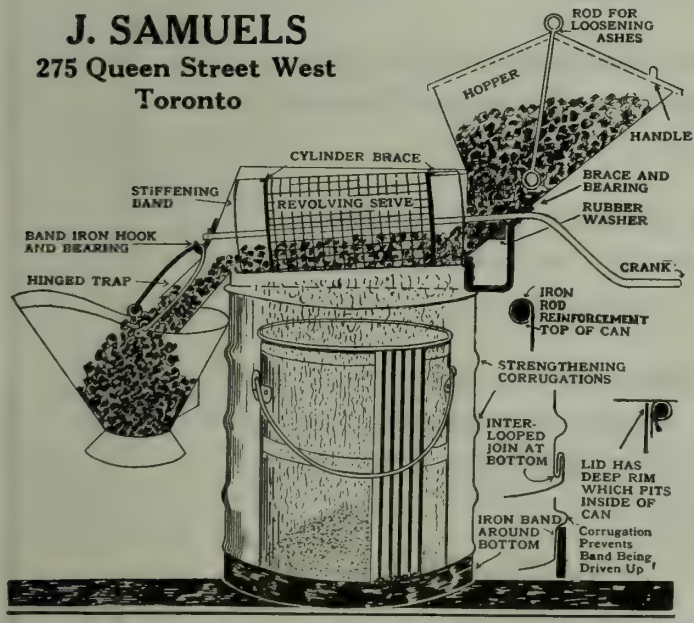
Take Advantage of This!

The coal shortage has made ash sifters a necessity. Do you realize the number of sales you can make with the **Samuels' Sifter?** An ash sifter possessing advantages not found in any other and costing no more.

Saves Fuel, Time and Labor. No trouble to sell this line.

Order from your jobber or write us direct for information.

J. SAMUELS
275 Queen Street West
Toronto



More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

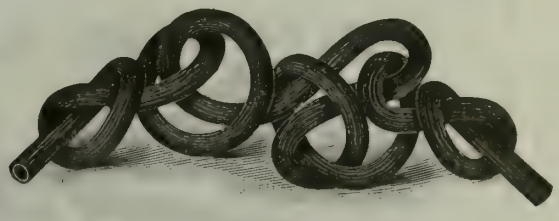
Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Halifax Montreal Ottawa Fort William Winnipeg Regina Saskatoon Lethbridge Calgary Edmonton Vancouver Victoria



From War to Peace

SANE optimism is in the air throughout the five stories of the Gillette office and factories.

From the office to the shipping department, we look forward to the twelve months of 1919 with optimism of the finest and most wholesome kind.

Just as we planned to develop business along the lines of war needs, so we have turned our efforts now to peace and "business as never before!"

As before, our plan is solely to create demand through the retail store. Not a week goes by but we interest men in the purchase of a Gillette—men who pass your store.

Every dealer can get his share of this business, but the man who, like ourselves, plans an aggressive campaign to sell Gillettes, will profit most by the prosperity that follows victory!

The Gillette Safety Razor Co., of Canada, Limited, wishes you to enjoy

"BUSINESS AS NEVER BEFORE"

TRADE Gillette MARK

KNOWN THE WORLD OVER

"Member Audit Bureau Circulations."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, DECEMBER 28, 1918 No. 52

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Stanley Chest Handle No. 1207

WHEN Captain Kidd buried those chests heavy with doubloons and jewels, he doubtless was careful to see that the chest handles were amply strong for the work required of them. The Stanley Chest Handle No. 1207 here shown is not merely sturdy, but it permits of a comfortable grip and is especially suitable for use on chests and boxes which have surface for applying only a narrow plate.

This handle is furnished in Plain Steel and in Japan Finish only. The handle is 4 inches wide and has a plate 1 3/4 x 7/16, with a 5/16 inch wire, 7/8 x 8 screws and is packed 1/4 dozen per carton or 12 dozen pairs in a case.

Everyone who needs a chest handle needs a good one and this is it!

THE STANLEY WORKS

NEW BRITAIN **CONN., U.S.A.**

Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball Bearing Butts. Also Pulls, Brackets, Chest Handles, Peerless Storm Sash Hangers and Fasteners; Screen Window and Blind Trimmings; Twinrod Box Strapping, and Cold Rolled Strip Steel.

Canadian Representative:

A. MACFARLANE & COMPANY, Coristine Building, MONTREAL

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, DECEMBER 28, 1918 No. 52

Shippers Demand "Cash" from Railways

Only Fair, They Say, if They Must Settle Promptly For All Shipments That Railways Should Pay Up When Claims Are Made For Damages, Over Charges— Railway Order Postponed Until March 1

THE proposal which the Canadian railways announced some weeks ago of putting all shippers on a cash basis on January 1 will not go into effect until March 1. At a meeting held in Toronto and attended by a number of manufacturers and retailers, representatives from the accounting departments of the various railways and the secretary of the Canadian Railway Board, it was decided, after going carefully into the question, to postpone putting the measure into effect for two months.

It was stated to HARDWARE AND METAL that the first announcement sent out by the railways to the shippers was misleading and resulted in a great deal of misunderstanding. The announcement led many to believe that no goods would be accepted for shipment unless the charges were either paid for or a bond was given that would assure the payment inside of 96 hours.

Against the Proposal

Many shippers, especially some of the larger ones, regarded this action as decidedly drastic and protested vigorously, pointing out that it would cause them a great deal of inconvenience. It would mean that they would have to prepay all charges and then collect from the retailer.

At the conference it was explained that it was not intended to have the measure work out in this way. The railway authorities stated that they had intended to allow shipments to be made as at present, with the option of collection being made at either end. This would leave all shipping arrangements as they are now, subject to whatever understanding is arrived at between the shipper and the consignee.

Want Their Money

The representatives of the railways, it is stated, took a firm stand in regard to the cash basis and pointed out that they proposed to get their money and not have collections spread over weeks and months. They claimed that this "credit" system had resulted in too many losses and that they proposed to put all shippers on the same basis. At the present time some pay cash and others do not, but after March 1 they plan for all to pay cash.

The manufacturers and retailers, as pointed out in a former issue of HARDWARE AND METAL, have a grievance against the railways in that money due them from the railways for overcharges and other causes is often not paid for six months or a year. Claims for damages, it is stated, are not settled promptly in a great many cases. These matters were brought up at the conference and the manufacturers and retailers declared that if the railways are going to collect cash from everyone in future they ought to arrange to settle all damage claims, overcharges, etc., on a cash basis and inside of a few days after the claims are made.

They made the point very strongly and also pointed out that the proposal of the railways to only allow a limit of 96 hours for payment for shipments was unreasonable and in many cases a physical impossibility because merchants, especially those getting in large quantities of goods from overseas, did not get the necessary papers in that time and could not check up the shipments to see that they were OK or enter any claims for damages that might be necessary.

It was suggested that one week at the very least should be allowed for settlement, preferably a little longer.

The justice of these claims of the manufacturers and retailers was admitted and it was finally decided to postpose the date at which the railway's order would become effective in order that the questions at issue may be taken up more thoroughly with business interests all over the country.

Will Meet Later

This is being done immediately and circular letters are being sent out this week by the Canadian Manufacturers' Association. It is expected that some other suggestions may be made and which will be in the interests of all and when the information is in a committee will meet and decide upon what recommendations are to be made. They will then take the question up with the representatives of the railways and Secretary of the Canadian Railway War Board.

When the new order becomes effective it will mean that the accounting systems of many large shippers will have to be changed. There has been some objection to this on the grounds of inconvenience. The railways, however, have made it plain that the cash basis plan is to be put into effect and as many of the manufacturers and others are working either on a cash basis or as close to it as possible, they state that in the long run the plan would work out in the best interests of all.

For Forty Years

The Canadian railways have been granting credit to shippers and time in which to pay for more than forty years, one official stated to HARDWARE AND METAL. Some months ago it was decided to go on a cash basis as a result of the policy that was inaugurated in the United States by Director-General of Railways McAdoo. The plan, it is stated, worked so well across the line that the Canadian railways after investigating thoroughly took the necessary steps to make it effective in this country.

"Between increases in wages and higher operating expenses the railways need all the money they can get now to carry on business," said one official to HARDWARE AND METAL. "Under the old system of granting credit there were many losses and often delays and inconvenience and all sorts of disputes and quibbling, sending out and chasing up accounts and so on. It is hoped by the new system to eliminate all troubles of this kind and to reduce all losses from collections to a minimum.

Stove Prices Guaranteed Until April 1

At Meeting Held in Toronto it Was Decided to Continue Present Basis—Reduction in Pig Iron Prices Will Make But 1% Difference in Finished Stoves—Prices Have Been Advanced Moderately

HARDWARE dealers may purchase their requirements of stoves and ranges during January, February and March at present prices, and they will be taken care of by the manufacturers in so far as the guaranteeing of prices are concerned. Any purchases made within this time will be invoiced at to-day's prices, and if declines occur by April 1 a refund will be made accordingly.

In effect, this is the decision arrived at by the stove manufacturers at a meeting held in Toronto.

"Prices for stoves and ranges have not been as high as they should have been," said a Montreal stove maker to HARDWARE AND METAL. "Costs of raw material steadily increased throughout the year and when advances were made these were the closest possible and did not begin to cover the cost to the maker and allow him any kind of a margin. The stove makers of Canada have made little or no money."

It was further pointed out that, in view of the decreased cost of pig iron the trade would perhaps expect stoves to cost less. "This will mean a decrease in the cost of manufacture of about one per cent.," said one manufacturer, "thus there will be practically no difference in the situation." It is evident that the manufacturer can make no price changes on the basis of his present buying.

Prices to Hold

That prices are likely to rule steadily for the immediate future is probable. It will be recalled that little or no material above the scant necessities of the makers was brought in last fall as it could not be secured. There is therefore little stock to go ahead with and deliveries of raw material are expected to be slow now that winter has set in. Transportation is a big problem in addition to that of material shortage and it will take considerable time to overcome this.

Some dealers plan to convey these facts to customers through newspaper announcements and in other ways will reach out for all the stove business possible. There are no indications that prices are to decline rapidly, and manufacturers have gone on record as against entertaining any thought of them reaching pre-war levels. Statements from the Government heads appear to confirm the continuance of a more or less steady basis, and merchants may profitably employ themselves it is stated, in carrying on business energetically.

British Government Relaxations On Exports And Imports Affecting Canada

THE British Board of Trade announces that the following relaxation of the existing prohibitions of export and import is now in effect.

A. Export Prohibitions

The following is a list of the articles affected and of the changes made in the nature of the prohibitions applicable to each. In explanation of the changes it should be noted that goods on list A are prohibited to all destinations, and goods on list B to all destinations outside the British Empire, while goods on list C are prohibited only to countries neighboring enemy countries.*

It will, of course, be understood that the existing position regarding trading with enemy countries is in no way affected by these modifications.

(Note.—Attention is called to the fact that by the proclamation of October 1, 1918, all goods, whether mentioned by name or not (except printed matter and accompanied by personal effects), are prohibited on list C.)

Headings Transferred From One List to Another

Heading.	From list.	To list.
Anvils	A	C
Compasses (other than ships' compasses) and their component parts	A	C
Cotton wool and articles containing cotton wool	B	C
Electric lamps	B	C
Field glasses and their component parts	A	C
Grindstones	A	C
Insulating materials, the following—		
Oiled insulating cloth, paper, silk and tape	A	C

*All destinations in European and Asiatic Russia and in other foreign countries in Europe and on the Mediterranean, except France and French possessions, Italy and Italian possessions, and Portugal, and to all ports in any such foreign countries.

Headings Altered

DELETE

(A) Emery and corundum and manufactures thereof, carborundum, alundum, crystolon and all other artificial abrasives and manufactures thereof.
(A) Platinum, alloys of platinum and manufactures containing platinum.
(A) Steel containing tungsten or molybdenum, and any tools or other articles made from such steel.
(A) Steel and steel articles, containing chrome, cobalt, nickel or vanadium.
(A) Thermometers.
(A) Wire rods and wire of iron or steel and articles manufactured wholly of such wire rods or wire.

SUBSTITUTE

(A) Carborundum, alundum, crystolon and all other artificial abrasives and manufactures thereof.
(C) Emery and corundum and manufactures thereof (except such as are prohibited as parts of shoe-making machines).
(A) Platinum, alloys of platinum and manufactures containing platinum except artificial teeth (which are on List C).
(A) Steel containing tungsten or molydenum.
(C) Tools or other articles made from steel containing tungsten or molybdenum.
(A) Steel containing chrome, cobalt, nickel or vanadium.
(C) Steel articles containing chrome, cobalt, nickel or vanadium.
(A) Thermometers, clinical.
(C) Thermometers not otherwise prohibited.
(A) Wire rods and wire of iron or steel.
(A) Wire cloth (iron or steel).
(A) Wire netting (iron or steel).
(A) Wire rope (iron or steel).
(A) Nails manufactured from iron or steel wire.
(A) Screws manufactured from iron or steel wire.
(C) Manufactures of wire and wire rods not otherwise prohibited.

AMERICAN WAR BOARD LIFTS RESTRICTIONS ON RUBBER

The United States War Trade Board announces, in a new ruling (W.T.B.R. 414), that all restrictions upon the quantity of crude rubber which may be imported from overseas have been removed. Applications for licenses to import this commodity will now be considered without limit as to quantity.

It is also announced that the War Trade Board withdraws the Government option price and will require no further undertaking relative to maximum values.

Careful consideration has been given to the advisability of eliminating the requirement of guaranties, but it has been found necessary to require these undertakings for the present.

This relaxation, however, will not authorize the importation of any shipments of rubber from any country other than the country of origin. Applications for import licenses for such shipments will not be considered until after February 13, 1919. The same policy will be applied to applications for licenses to import shipments of rubber now in the United States which have been made in violation of the regulations.

BIG DEMAND FOR STEEL

Reports from Sheffield, England, state that peace business is coming forward in increasing volume from both home and overseas sources, mainly for saws, files, and various descriptions of hand and shop tools. A good deal of work has also begun on railway axles, tyres, springs and the like. In such departments the makers can see full work for a long period, and only fear that they may be hampered by want of labor. The prospects for agricultural steel and farm tools has never been brighter, and a record demand next season is anticipated. Material is now available, but makers are crying out for more workmen.

Two Lines With Big Possibilities

Auto and Tractor Accessories and Electrical Goods Will be Splendid Sellers According to Many Hardwaremen Who Are Planning to Handle Them More Extensively Than Ever—What Are You Planning For Next Year?

ALL parts of your business are not equally profitable. In the very nature of hardware merchandising there are some lines that sell much faster than others. Now is a splendid time to go over your stock and check up carefully. You will be surprised how many changes you can make that will help you to make a faster turnover and hence bigger profits next year. The more goods you can handle and the faster you can keep them moving the bigger your sales records will be and that is a goal towards which all merchants strive.

Many firms will in the next few weeks while taking stock consider carefully what lines they should increase, what lines they will buy less of and what lines they will eliminate altogether. This requires a thorough knowledge of the needs of the territory in which the store is located and its possibilities for development.

Steadily Expanding

Many dealers to whom HARDWARE AND METAL has talked recently mentioned two lines especially in which they were planning to increase sales next year. One of these is auto accessories and the other electrical goods.

It is a question which of these lines is going to be the biggest seller in the future. While some hardware men will tell you that they are doing a splendid and steadily increasing business in electrical goods others will tell you that their auto accessory departments show an equally profitable expansion. It seems to be generally conceded that there are going to be enormous opportunities in both the auto accessory business and in electrical specialties. With money pouring into the farmers' pockets from every side and with the steady extension into the rural districts of electric power lines, there is certain to be a tremendous call for electrical labor-saving devices, washing machines, vacuum cleaners, motors for various purposes, toasters, percolators and other goods. On the other hand the figures issued by the Government show that the number of licenses issued for autos is growing at the rate that only those who are in close touch with the situation appreciate.

Hardwaremen's Chance

All this means golden opportunities for the hardwaremen, and that they are alive to their chances and are getting ready to cash in on this business is shown by the plans they are making. Many firms are getting ready also to handle tractor accessories in connection with auto accessories. These lines make a combination, they claim, that will not only show splendid profits but go well together. While the tractor business is as yet only in its infancy great things are predicted for it. A representative of one of the largest firms in the world making both autos and tractors stated to HARDWARE AND METAL that they would not be surprised if in a very few years their tractor business did not surpass their auto output, and they are not looking for any diminution in the auto business. On the contrary their output for the coming season is only limited by the ability of the steel mills to fill orders.

Worth Studying

This situation is worth the most careful consideration on the part of any hardwareman. Two years ago tractors, that is, the smaller and less expensive varieties were largely in the experimental stage. Five years ago the handling of auto accessories in hardware stores was the exception. Many firms were just beginning to see the possibilities of the trade, few were handling them in large quantities. Many hardwaremen will tell you to-day that no department of their store has developed as rapidly or as steadily as the auto accessory business. In spite of war conditions and everything else it grew and grew.

"We started five years ago with a line of wrenches," said C. A. Whitwam, of the Hobbs Hardware Company, London, Ont., to HARDWARE AND METAL. "We thought auto accessories was going to be a profitable line to go into, but we wanted to feel our way. The business has grown steadily and shows every indication of still growing. We started with a stock of wrenches and this year alone we bought $20.000 worth of tires to say nothing of other goods."

Enlarging Department

"We have done a splendid business in accessories," said W. J. A. Lytle, manager of the Aikenhead Hardware, Limited. "They are an all year seller and we handle them in steadily increasing numbers. The main thing in building up an auto accessory business is to get the right goods. If a merchant gets the wrong kind of a stock he can lose money on it very quickly. There are so many new lines which nobody knows very much about that there may be a temptation to buy them. We handle only standard goods for which there is a demand. We have made provision for a larger accessory department than ever next year and intend to push these lines harder than ever.

Are Fast Sellers

"We find auto accessories are developing into one of our best sellers," says the firm of De Long & Clarke, of Centreville, New Brunswick. "They are great custom getters. Auto owners have to have repairs and by handling accessories we get many customers that otherwise we might never get."

These are merely the opinions of a few firms. They voice the general views of many others with whom HARDWARE AND METAL has discussed the situation. Confidence is one of the big requisites of successful merchandising. These hardwaremen are confident that auto accessories and tractor accessories are not only here to stay, but that their sale will increase every year and they are laying their plans accordingly.

Turn Stock Quickly

"We turn our stock over quickly," said one dealer. "We find the percentage of profit is larger than on many lines of hardware and we find also that the business attracts an especially good class of customers to our store. Most car owners want what they want and are not inclined to discuss prices as long as they are at all reasonable. Most of them have the money and pay cash for all they get and they have proven themselves good buyers. We have never plunged in regard to stocking a lot of goods we did not know anything about. We have built the business carefully, supplying the needs of our customers and handling standard lines that are in demand. The accessory department has shown a steady and most satisfactory growth in every way."

Get in The Swim

"My advice to hardware dealers," said another successful accessory man, "is to get in on what is proving itself to be a splendid business. It is going to be

(Continued on p. 51)



TIRE DEALERS PLAN TO STOP PRICE SLASHING

A NUMBER of dealers handling tires and other rubber goods plan to meet the manufacturers on Monday, December 30, and take up with them the question of setting standard prices for all lines. There have, it is stated to HARDWARE AND METAL, been many complaints regarding price cutting and this had had such serious effects upon trade in some sections that the dealers will ask the manufacturers to take the necessary measures to stop it. In some lines of rubber goods the druggists are alleged to have slashed prices outrageously to the detriment of other firms. It is stated that this has happened especially in London and St. Thomas. In both of these cities there are cut rate drug stores. Just what action will be taken has not yet been definitely decided, but a committee representing the dealers of Ontario will meet the manufacturers and go into the matter with them and it is expected that a policy will be decided as a result of the conference.

HARDWARE MEN MADE MOST OF OPPORTUNITY

RETAILERS in general and hardware men in particular report a splendid Christmas trade. Some merchants state to HARDWARE AND METAL that their only trouble has been that they did not buy sufficient quantities of many lines to take care of their trade. One firm for instance, that purchased 1,000 electric heaters early in the fall, sold so many for Christmas gifts that it had only fifty left on Thursday. The manager stated that he cannot get new shipments very quickly and is wondering how he will take care of the rest of the season's business. As was expected, Christmas giving this season has leaned as never before to the purchase of useful and serviceable gifts and this offered a golden opportunity that hardware firms have not been slow to take advantage of. The coming of the New Year will find many firms, it is stated, with their stocks of many lines lower than they have ever been and the hardware trade on a sound and substantial basis in every way.

NEW ORDER MAY HELP BRUSH MANUFACTURERS

THE United States War Trade Board announces in a new ruling (W.T.B.R. 347) that it will now consider applications for licenses to export wool, mohair, camel's hair, alpaca, cashmere, and all similar hairs; also all tops, noils, yarns, shoddy, and waste of the foregoing; and all manufacturers of wool, mohair, camel's hair, alpaca, cashmere, and all similar hairs; journal waste; human hair, manufactured and unmanufactured; human hair press cloth; animal hair, manufactured and unmanufactured; animal hair press cloth; and hog bristles, manufactured and unmanufactured.

This may have the effect shortly of helping the difficulty Canadian firms have found in securing bristles and material for brushes.

CALGARY WILL VOTE ON EARLY CLOSING

THE question of early closing is to be referred to the citizens of Calgary at the coming election. It is a question that has come in for a good deal of attention and there has been a good deal of differing opinion on the matter. The matter came up again at a recent sitting of the city council, and after much discussion by various members of the council as well as by delegates from associations interested, the following options were drafted by Ald. Adams, chairman of the legislative committee, and City Solicitor Ford:

That the following be substituted for clause 3 of the legislative report of Nov. 20 and submitted on preferential vote basis—

Indicate by figure one which of the under-mentioned closing hours you prefer:

A The present closing hours of retail stores as governed by the early closing by-law which are 1 p.m. on Wednesday the year round, 10 p.m. on Saturday and 6 p.m. on every other day of the week.

B 1 p.m. on Wednesday, 9 p.m. on Saturday and 6 p.m. on other days of the week.

C 6 p.m. on every week-day except May, June, July and August, when the closing hour shall be 1 p.m. on Saturdays.

D 6 p.m. on every week-day except Saturday, on which day the closing hour shall be 1 p.m. the year round.

E Half-holiday either Wednesday or Saturday the year round, such day to be selected for each class of retail shop by a majority of such class of retailers and closing at 6 p.m. on every other day of the weeek.

The vote on none of these questions shall apply to barber shops.

GLASS WORKERS ASKING FOR INCREASE IN WAGES

LATEST reports from American centers indicate that the glass market continues very firm. Demands made by the workers recently, says a report from Pittsburgh, were for 35 per cent. advance to all the four skilled trades and to snappers, and they have asked for a flat price per box on all single strength sizes, which is now under consideration but would be a most serious penalty to the manufacturers at this time. The workers seem to be very firm in their demands and it looks as if there would be an advance over the wages at the close of last blast.

The report says in part: "All parties propose adherence to the curtailment plan that was arranged with the Washington officials in September and October, and of course that will be a great factor in the settlement. A meeting of the committee was held on December 17, so there cannot be any new glass made until late January or early February, and with a higher wage scale unavoidable, I think it should be most reassuring to the buyers."

ASK FOR REMOVAL OF THE WAR TAX ON AUTOS

ANNOUNCEMENT may be made shortly of the removal or modification of the war tax on automobiles.

Representatives of the organized automobile industries of Canada waited on Sir Thomas White, acting Prime Minister, and Hon. A. K. MacLean, acting Minister of Trade and Commerce, and urged that the excise war tax on automobiles be removed. The tax which was imposed in the last budget amounts to 10 per cent. on automobiles, and is applicable to all imported into or manufactured in Canada and unsold on April 30, 1918. The request of the auto manufacturers is being considered at Ottawa.

ENGLISH TOOLS WILL BE AVAILABLE SHORTLY

AN English manufacturer states that he will be in a position to take care of orders from Canadian trade in the near future for such lines as chisels, plane irons, garden rakes, dutch and other lines of garden hoes, trowels and so forth. These, he stated, could be delivered for the requirements of the trade early next year. These lines are on the free list.

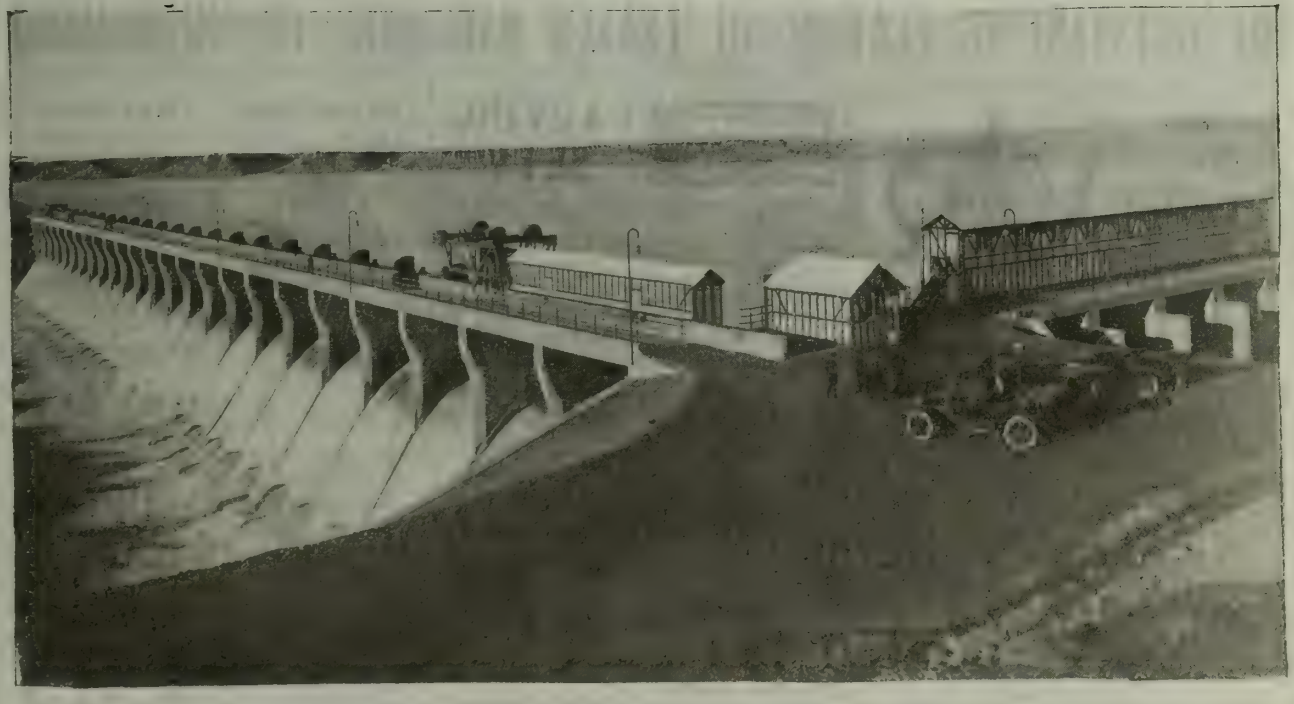
It is understood that spades and forks will be the short lines, these being on the closed list yet, and in addition there may be a shortage of garden shears. Transportation will now be the big question and there is every prospect that more ships will be available shortly.

PROPOSED CHANGES IN EXPRESS RATES DEFERRED

NO increase in existing express rates will be made before March 1. Before that date recommendations will be made by a special committee which may considerably modify the schedule of rates recently submitted by the railway express companies. Strong objection was made to these, especially by Toronto shippers, as the rates between Toronto and Montreal, were to be increased by 100 per cent.

At a conference held in the offices of the Canadian Manufacturers' Association between representatives of the manufacturers and the Secretary of the Railway War Board and the officers of the Accounting Departments of the various railroads, the question of freight and express charges and credit arrangements was fully discussed. It was finally agreed that the date at which the regulation should go into effect should be postponed until March 1. In the meantime J. E. Walsh, of the Canadian Manufacturers' Association, will appoint a special committee of manufacturers to study the question and make a counter-proposal. This will be presented before the Railway War Board prior to March 1 for a final settlement of the issue.

Current Events in Photograph



THE GREAT DAM AT BASSANO, ALBERTA

Water sufficient to irrigate 440,000 acres is diverted by the dam, which is one of the largest of its kind in the world. The concrete structure is 720 feet long and it raises the level of the Bow River by 46 feet. The dam is part of the system which supplies water for what is known as the eastern section of the territory to be irrigated. The outlay in connection with this has totalled about $8,000,000, and there are about 2,500 miles of distributing ditches which take the water to all parts of the country.

Increasing Business By 100 Per Cent.

Galt Hardware Man Tells Results of Advertising and Gives Figures—Weekly Special Sales, Well Advertised, Bring Cash Buyers to Store in Crowds

"ADVERTISING has increased our business 100 per cent. and it will do the same for other hardware men," said J. A. Fraser of the Fraser Hardware Co., Galt, Ont., to HARDWARE AND METAL.

As will be seen from the illustrations the Fraser Hardware Co. arranges its advertising matter in an attractive manner. It aims to get results and it gets them. Realizing that it is important not only to let people know that you have the goods, but to give them a picture of what is offered and give them the price the firm features all of these points. In addition it tries to make the goods it offers advertise the store. One of the ways of doing this has been to offer weekly specials. The Fraser Company does business on a cash basis and it aims to keep its stock turning over rapidly. It has found that its "specials" are big producers from a sales standpoint and that whatever is offered acts as a "leader" which brings many more sales.

Came In 15 Miles

As will be seen from the advertisement reproduced below the firm offered a good serviceable lantern at $1.05. At present prices these lanterns were a real bargain and the people of Galt and vicinity were not slow to take advantage of the sale. It will be noted that the sale was held on Saturday. There was a special object in this as Galt is a market town. Farmers came in that day from a radius of fifteen miles around and no less than seven dozen of the lanterns were disposed of, the majority of them going to the farmers.

In addition to its advertisement the firm had a big window display of the lanterns. They were shown in its centre window and a large card with the price in big figures was put in a conspicuous place.

Sold Other Goods

"The sale of the seven dozen lanterns was only one of the results," said Mr. Fraser, "The advertisement and the window display brought scores of people into our store and a big percentage of them took home other things. We did a splendid business and were well satisfied. One of the things we try to do in our advertising is not to overcrowd the ad with reading matter and to have attractive illustrations.

The firm has found that people have come to look regularly for the Saturday sales and every week it holds one. The announcement is usually made in an ad generally occupying about half a page. The time of the sale is announced and the hours set are rigidly kept. Only during the hours mentioned can the "special" that is offered be secured.

Note in the advertisement the prominence that is given to the word "Value." The biggest type in the whole advertise-



ment is used for this and it was given the most conspicuous and central position possible. The firm tries in this way to drive home to everyone who reads the ad that the "special" offered is not only big value but that the whole policy of the store is to give good value.

Clear Illustrations

In arranging its advertisements the firm makes a point of using cuts that stand out. For instance in the illustration of the lantern the lettering on the base "Guaranteed Wind Proof" is quite distinct. There is nothing smudgy or indistinct about any of the cuts. This is a good policy, especially when it is considered that many of the cuts shown in various papers are often so smudgy as to be illegible. Clear, sharp illustrations create a favorable impression on prospective buyers and when the price is given in big figures the good impression is added to. These are important things to consider when it is remembered that a good advertisement is a real "salesman" and is aimed to bring people into your store to buy.

Sold The Goods

The following week the Fraser firm put on a two-day sale. The object in this was to give both the women of the city of Galt and the Farmers' wives a chance to buy aluminum. The city women could shop on Friday and the farmers' wives on Saturday, the market day. Apparently they could not resist the "special." That "Aluminum" "Last Big Sale of the Year" brought them to the store in such numbers that Mr. Fraser says he did the second largest day's business the firm has ever had. They came from the city and the country in spite of the fact that it rained on both days. Besides a large number of the special sets and the kettles the firm sold about $75 worth of other aluminum goods.

Mr. Fraser is able to give some interesting figures which show the real "pull" both his advertising and the "special sales" have in comparison with the regular business. He has held three special sales of aluminum. By this means he sold 360 sets of the pans. During the same time and without the special advertising he disposed of 140 at the regular price. He regards this as the most convincing evidence that the "sales" create the demand. "The success of our sales," he said, "is due to advertising, to giving real value and service and to our abiding by the strict rules of the sales."

It will be noticed that in the last advertisement the "Cash" policy of the store is emphasized right in the centre of the reading matter. "Do not ask for credit as we will have to refuse you. This sale is for cash only."

Mr. Fraser says the cash plan is working out splendidly.



Restrictions Hamper British Gunmakers

Discussing the outlook in England for the manufacture of sporting guns the "Ironmonger" says:—

"The prompt removal is needed of the restrictions on the manufacture of shotguns. No industry has been more severely injured by the war than this. At the beginning, practically all the skilled mechanics in it were sent either into the army as armorers or into the big rifle factories as instructors and later on nearly all the older men were taken, while the few that remained were obliged to obtain licenses to carry on their trade. In addition stringent regulations were introduced to govern the use of materials for gun making and for repairs, and as a result the trade became moribund. The manufacturers are still precluded from carrying on their industry, and their men, now being discharged fro the rifle factories, cannot obtain employment at their regular trade. Overseas markets are clamoring to be supplied, and if British gunmakers are not allowed to supply them others will. The goodwill created by British gunmakers is a valuable asset, but unless the prevailing restrictions are promptly removed it will probably be extinguished. There is urgent need, too, for a prompt settlement of accounts with the small-arms factories. Several of these could be adapted for the production of machine-made sporting guns on a scale which would enable this country to recapture the trade in cheap guns, formerly lost to foreign competitors. Until the controlling interests learn from the Government precisely where they stand, however, they cannot be expected to move far in that direction. The requirements of the moment are the settlement of financial matters and the release by the Government of works and plant. Those subjects can be dealt with immediately, and it is of the highest importance that there should be no unnecessary delay."

AFTER EXPORT BUSINESS

Now that the new test of prices applicable to export of bar iron has been issued, Scottish firms are losing no time in endeavoring to recover and extend the important overseas markets they possessed before the war. The falling off in Government requirements in steel material has enabled producers to turn more machinery on to iron output, so that their position for undertaking an enlarged mercantile business is steadily improving. A feature of order-books is the abundant request they disclose for material for agricultural machinery and for rivets and bolts. There is a good demand also for hoops and strips, a circumstance that indicates activity at the necessity for widespread distribution of tube works.

EDITORIAL COMMENT

STANDING THE TEST WELL

PERHAPS no better indication of the splendid manner in which Canadian business interests were prepared to meet the reconstruction period could be had than the commercial statistics which show that during the month of November the smallest number of failures was recorded in twenty-six years. This is in spite of the fact that business was decidedly irregular during that period owing to all sorts of rumors which preceded the signing of the armistice and the big celebrations that took place after. In Canada and the United States during November there were 549 failures recorded, a decrease of twenty per cent. over October and of 43 per cent. over November a year ago. During the eleven months of 1918 for which figures are available business failures totalled 8,810, a decrease of twenty-six per cent. from the number in 1917 and just more than half of the number in 1915, which holds the record with 17,447.

DO YOUR BEST FOR THEM

THE boys who have been "over there" are beginning to come home. A few thousands have already arrived and many thousands more will be on the way shortly. When they started away to fight for the flag most of them were assured by their employers "your job will be waiting for you when you come home again." Well, the boys are coming home and one of the most cheery things they can hear these days is a hearty welcome from the man they formerly worked for and the assurance that he will be glad to have them back in the store again just as soon as they can come. Some of the boys who are coming in the first lots are just getting over wounds and it will be some time before they can take the positions they formerly held, but it will comfort them a whole lot if they know the place is waiting for them. They have offered their best for the Dominion, for the Empire, and to help keep the world free, and giving them back their old positions is one of the very least things employers can do and yet it is a thing the boys will appreciate thoroughly.

COMMERCIAL AVIATION

THE possibilities of commercial aviation are receiving a great deal of attention by the governments of France, England and the United States. Now that the war is over and thousands of aeroplanes and thousands of specially trained aviators are available, the question of employing these men and speedy machines in facilitating commercial projects is being careful investigated. The delivery of mails in Canada and in some parts of the United States has been accomplished most successfully. If aeroplanes are useful for this purpose, why not for delivery of merchandise and other things is the question that is asked. It is not at all impossible that before very long regularly organized air routes may be established between important points. Such a service, it is argued, would greatly facilitate the delivery of important letters, and small shipments of goods. The latest developments in aeroplanes has resulted in some remarkable carrying power being obtained and speed which makes even the fast express trains seem like mere snails. All sorts of projects have been suggested to the governments, but in the meantime, reports from investigating committees have not been made.

CHEAPER STEEL, BETTER BUSINESS

THE remarks of Judge Gary before the members of the Steel Institute are of keen interest to the trade, especially to those who have been trying to study out what the future has in store.

It is announced that the prices of iron and steel products will be cut $3 or more per ton, except for ore. But wages are not to be cut. This was well known to Judge Gary, when he declared that "the next five years in this country will be the most progressive, prosperous, and successful of our history. The results will astonish even the most optimistic of to-day.

I have intimated that values or prices generally throughout the country are abnormal and unreasonable. We ought to get back to a peace basis as soon and as speedily as possible. It should be accomplished in an orderly and methodical manner and with the least disturbance to general business and without injustice to any. This is peculiarly a time for constructive thought and action; for cool heads, for courage, for the exercise of a spirit of fairness: even for sacrifice when necessary. There should be no danger in this country of serious business depression. We are so rich and prosperous and our resources are so large that the indulgence of feelings of fear or doubt as to our financial, commercial or industrial safety and progress would be wholly unjustified. Our prospects are bright, our opportunities for success are greater than ever before."

PRACTICAL EDUCATION

EXTENSION of industrial and technical education and the getting away to a great extent of a lot of the more or less useless things at present on the curriculum, seems to be the policy which Hon. Dr. Cody, Minister of Education, is adopting. From the standpoint of business men and manufacturers, this is a move in the right direction. One of the great complaints of commercial men in connection with modern schools was that the product they turned out was not fitted to take its place in the stores, the factories or the warehouses and do the work competently. A great deal of extra training was nearly always necessary. Hon. Dr. Cody is planning, it is stated as a start of his new policy to establish industrial and technical schools in the Brantford, St. Catharines, Welland, Thorold districts, where a great deal of manufacturing is done. Other schools it is expected will be opened later. Hon. Dr. Cody has stated that if the Dominion Government will do for technical and industrial education what it has done for agriculture great advances can be made. He is working to secure Dominion aid and has the backing of a number of business men and manufacturers.

IMPORTANT DEVELOPMENTS

SOME interesting indications regarding the outlook for business in Canada may be gained by a glance at some of the statistical reports. Not in many years have the banks been opening so many new branches. This policy is general in all parts of the country and is especially noticeable in the Canadian West. Important development in connection with banking extensions are also under way in the Maritimes. Inquiries continue to pour in from overseas from firms wanting Canadian goods of all kinds. In this issue of HARDWARE AND METAL, no less than a dozen inquiries are listed from firms wanting hardware goods of various kinds. These are merely the forerunners of what are coming according to many manufacturers who are looking for a big trade. Just in this connection is a point of interest to retailers in regard to placing their orders. Manufacturers state that the first people to place orders will naturally be the first to get their goods and while no serious delays are anticipated, some firms are not finding the class of help they require at all plentiful. With the farmers needing all the help they can get, with thousands of foreign laborers leaving for home on every boat and with little prospect of any great numbers of soldiers returning for many months, the question of securing adequate help may yet be more serious than was anticipated. An immense demand for building materials of all kinds is expected in the spring and many firms report that already inquiries for materials are coming in in large numbers. All these facts may be merely straws which show which way the wind will blow. Another indication of bigger business is that a number of firms have already purchased land on which to erect factory extensions and the lists of new incorporations is larger each week than it has been since the war started.

FIXING EXPORT PRICES

THE British Minister of Munitions announces he is fixing export prices of pig iron applicable to all exports while existing maximum prices for home delivery remain in force. New maximum prices are also being fixed for steel for delivery in the United Kingdom from February 1. The Ministry state that while the Government was practically the sole purchaser of iron and steel products, prices were stabilized by paying direct to makers a subsidy representing increased costs due to war conditions. Since the Government no longer is the sole purchaser it is desirable to place the industry on an economic basis, but as the immediate withdrawal of all subsidies would seriously prejudice the resumption of ordinary commercial work the Goverment has decided to remove the subsidies in two stages. Subsidies applicable to steel making will be removed January 31, those applicable to pig iron will continue to April 30. It is not intended that Government subsidies should be used to enable exports to be made to overseas markets at less than full cost, and therefore, the Government will levy as drawback on exported iron and steel the difference between home and export prices.

ENGLAND IS OPTIMISTIC

THE direct cost of the war to all the belligerents is estimated at $200,000,000,000. Of this amount about $150,000,000,000 has been raised by war loans. This seems a huge sum and yet it cannot be said that the world's bankers are worrying particularly about it, although the charges for interest and sinking fund will run up to about $10,000,000,000 annually. The British financiers refer casually to the fact that Britain "only owes about $5,000,000,000 abroad" and declares that she is amply able to take care of this debt. It is a decidedly encouraging fact that most of England's debt is to those at home. If history repeats itself, and many competent authorities assure us that it does, a comparison of England's financial status now and one hundred years ago is interesting. At that time Britain was emerging from a fight with Napoleon and others which had lasted for twenty years, and was up to that time one of the great wars in the world's history. Her debts then, which were considerably under $100,000,000 were looked up on by many as colossal and predictions were made that the country would be swamped. What happened? England's trade developed by leaps and bounds and the foundation was laid for the prosperity which has made it possible for her to come through the tremendous struggle of the last few years with such flying colors. As far as the future is concerned, England is looking for enormous trade gains in the next few years. She expects to capture markets that were formerly held by Germans who will now not be in a position to ship and even if they were would find that sentiment against Hun made goods would be very strong. In the far East, in South America and in Russia, British merchants and manufacturers expect to do a greatly increased trade.

EVENTS IN THE TRADE

Business Changes

Fort Saskatchewan.—The firm of Gordon and Dubuc, hardware merchants, has dissolved partnership, P. D. Gordon having retired from the firm. Mr. Gordon will move to Vancouver, while Mr. A. Dubuc will carry on the business.

Obituary

James Lawson, of Barrie, Ont., died on Tuesday. He was a brother of W. J. Lawson, buyer of shelf hardware for Rice Lewis & Son, Limited, Toronto.

Louis P. Foucar, aged 74, for many years in the hardware business at Tottenham, Ont., died from the effects of a stroke he sustained some weeks ago.

Personals

A. Sparks has joined the staff of the Western Hardware Company of Edmonton, Alberta.

John Neiderhouse has been taken on as a clerk by the W. E. Warner Hardware Co., Edmonton.

T. F. Towers, formerly with the Mackenzie, Milne Hardware Co., of Sarnia, Ont., is a mayoralty candidate at Sarnia.

Frank Stott, who has been on the road for the Miller, Morse Hardware Co., Winnipeg, has left to join the travelling staff of Wood, Vallance Ltd., Winnipeg, and will be starting out on his new territory early in January. Mr. Stott passed through Toronto Monday of this week on his way to Cobourg, where he will spend the holidays.

Fire Losses

Fire of unknown origin caused a loss of $50,000 in the building at 179 McDermot Ave., Winnipeg, occupied by the Louis McLain Co., Ltd. A large stock of aluminum good and hardware specialties was almost completely destroyed. The fire occurred only a short time after Mr. Louis McLain had left on a business trip to Cleveland.

Trade Notes

Newbrassware Co. of Canada, Ltd., has been registered in Montreal.

J. A. Lefils & Frere, manufacturers of brooms, has been registered in Montreal.

The Canadian Kron Scale Co., Wm. M. Thorpe, Stanley L. Gibson and G. H. Smith has been registered in Montreal.

The Fox Chain Company, of Hamilton, Ont., capitalized at $200,000, plans to manufacture anti-skid chains for automobiles.

Many Hardware Lines Removed From the Conservation List

The following articles have been removed from the conservation list by the American Government:

All articles of aluminum containing ten per cent. or more (in weight) of metallic aluminum.

Brass and all articles containing ten per cent. or more (in weight) of brass, brass pipe, brass plates, brass sheets, brass tubes, brass wire.

Bronze and articles manufactured therefrom.

Cameras, photographic, other than moving-picture cameras.

Chromium ore, and any metal or ferro-alloy thereof.

Cobalt ore, and any metal or ferro-alloy thereof.

Copper, as follows: All articles containing 10 per cent. or more (in weight) of copper; pipe; plates, rods, sheets, scrap, tools, tubes, wire.

Crucibles, as follows: graphite (plumbago); platinum.

Diamond, industrial.

Ferroalloys, as follows: Ferrocerium, ferrochrome, ferrocobalt, ferromanganese, ferromolybdenum, ferrotitanium, ferrotungsten, ferrouranium, ferrovanadium, ferrozirconium.

German silver (nickel silver and alpaca metal) and articles containing same.

Glass, optical.

Graphite (plumbago) and articles manufactured therefrom.

Lead, as follows: pipe, sheet.

Nickel, all articles containing 10 per cent. or more (in weight) of nickel.

Nickel alloys.

Nickel silver (German silver and alpaca metal) and articles containing same.

Oil-well drilling implements, machinery and accessories.

Ore, as follows:

Antimony, chromium and any metal or ferro-alloy thereof, chromium and any metal or ferro-alloy thereof, manganese and any metal or ferro-alloy thereof, radium, strontium, titanium, tungsten and any metal or ferroalloy thereof, uranium, zirconium, oxide or manganese, plumbago (graphite) and articles manufactured therefrom, pyrites, rods, copper; scrap, copper; searchlight reflectors, sheelite, sheet lead, silverware containing no tin, silverware containing tin, spelter, tungsten ore and any metal or ferroalloy thereof, vanadium, wolframite, zinc or spelter.

Leather (Removals)

Harness leather; leather, as follows: belting leather, rough tanned leather.

Electrical Apparatus

Carbon electrodes, caustic soda cells, electrolytic, electrodes, as follows: carbon, graphite (plumbago), electrolytic cells, emery, as follows: files; flour, grain; flour, emery; generators, suitable for searchlights, searchlights and parts thereof and generators therefor.

Twenty-nine Firms in British Explosives Merger

The firms which, under the name of Explosives Trades Limited, recently formed a merger in England with a capital of $90,000,000 plan to carry on the business of manufacturers and producers of nitro-glycerine, dynamite, blasting gelatine, gelignite, sporting and military powders, fuses, detonators, fireworks, explosives of all kinds, chemicals, gas mantles and illuminating apparatus, glycerine, oils, fats, artificial manures, celluloid, artificial silk and dyes.

The amalgamation had its origin in the fact that the co-operation which was found to be essential during the war to meet the demands for explosives, proved so advantageous to the individual companies that it was decided to perpetuate and extend the effort in peace time. The war demand for explosives has now practically disappeared, but there is an enormous and growing field for explosives in various peace industries. Another incentive to combination, apparently, has been the knowledge that foreign manufacturers of explosives have banded themselves together and that it will need a strong organization to rebuild this branch of British trade in overseas markets.

The twenty-nine firms in the merger are: Alliance Explosives Co.; Australian Explosives and Chemical Co.; Bickford, Smith & Co.; Wm. Bennett, Sons & Co.; St. Helens Electric Fuse Co.; Unity Safety Fuse Co.; Birmingham Metal and Munitions Co.; British Explosives Syndicate; British South African Explosives Co.; British Westfalite; Cotton Powder Co.; Curtis's and Harvey; E. C. Powder Co.; Eley Bros.; Eley Bros. (Canada); Abbey Improved Chilled Shot Co.; Elterwater Gunpowder Co.; King's Norton Metal Co; Kynoch; Kynoch-Arklow; National Explosives Co.; New Explosives Co.; Nobel's Explosives Co.; Electric Blasting Apparatus Co.; Patent Electric Shot Firing Co.; Roburite and Ammonal; Sedgwick Gunpowder Co.; Schultze Gunpowder Co.; W. H. Wakefield & Co.

On January 1 the Canadian SKF Co., of Toronto, will open a sales office at 412 St. James St. W., Montreal, Que., under the direction of Geo. F. Sheppard, where they will carry a large stock of the company's products.

The Western Hardware Company, Edmonton, Alta., is extending its business by the addition of a large stock of furniture. W. E. Warner is also stocking furniture and plans to carry a more complete line later.

Montreal News

George MacAllister, representing Shurley and Dietrich, Galt, was in Montreal this week.

A. E. Dykes, manager of the J. H. Ashdown Hardware Co., Ltd., at Winnipeg, spent a day or two in Montreal on his return from Atlantic City.

A. W. Poole of McArthur, Irwin, Ltd., is this week a guest in his old home at Poole's Resort.

L. T. Wall of Winnipeg, manager of Central Tools and Forgings, was a Montreal visitor this week.

Incorporations

Dalyte Electric Limited head office Guelph, Ont., capital $1,000,000, has been granted a Dominion charter. The company plans to acquire the business of the Dalyte Lampp Company, Limited, The Munder Tungsten Lamp Company, Limited, and The Flexible Conduit Company, Limited, and to manufacture and deal in textile materials, conduits, cables, tungsten lamps, incandescent lamps and other electrical materials and supplies.

The Canadian Cushion Inner Tire and Rubber Company, Limited, head office Wingham, Ont., capital $40,000, plans to manufacture rubber tires and rubber goods and to purchase from Carl E. Judgson, of London, Ont., his interest in patent No. 173866 granted to The Aero Cushion Tire Company for an alleged new and useful improvement in tire fillers.

McColl Bros., Ltd., capitalized at $1,000,000, head office Toronto, Ont., plan to carry on the business of exporters, importers and manufacturers of and dealers in oils, varnish and soap.

The Standard Cabinet Company, Limited, head office Montreal, capital $95,000, plans to manufacture house fittings, fixtures, toys, wooden wares and furniture of all kinds, gramophones, phonographs, musical instruments, toys, house fittings and fixtures and brass, wooden and metallic ware.

Coke and Coals, Limited, capital, $50,000, head office Montreal, plans to carry on the business of coke and coal merchants, and to deal in coal of all kinds, coke, copper ores and clay and mineral substances, and to carry on the trade of mine, coal and oil-well owners, foundry, quarrymen and metal dealers, and to manufacture, refine and sell petroleum, oil, gases and other products from coal, and to make and deal in firebricks, cement and fuel of all kinds.

Trying Arbitration Instead of Lawsuits

That elimination of wastage by lawsuits is being daily more carefully guarded against by big business in its initial contracts and agreements is shown by an arbitration proceeding in which many Ontario lumbermen are vastly interested and which is in progress in Toronto before a board composed of Judge Valin, Mr. W. R. White, K.C., of Pembroke, and Mr. McCaughey, of North Bay. The parties directly concerned are the Forest Products Co. and the Beaverboard Manufacturing Co. The former, it is alleged, contracted to supply 10,000 cords of pulpwood to the latter, at a named price, and it is alleged delivered only a few cords, when demanded and price went up. The Beaverboard Co. now seeks damages under the contract, one clause in which provides for the arbitration of any dispute arising out of the transaction. The proceedings are still going on.

European Varnish Makers Are Seeking Raw Materials

INDICATIONS point to a firm market for varnishes in 1919 according to W. W. Ingersoll, vice-president and secretary of the Dougall Varnish Company, Limited, Montreal. Mr. Ingersoll bases his opinion, he says, upon actual conditions that have arisen since the armistice was declared; some of them at any rate. With the lifting of restrictions and the assurances of peace being signed European varnish makers have come into the American market for their requirements of raw material. Activity in this respect had been very marked already and prices firmer as a consequence. With European needs to be supplied and a big deficiency to be covered, prices here were bound to stiffen and advances would be very probable, he said.

"Prices," said Mr. Ingersoll, "will not be lower for a year."

Asked as to the container outlook Mr. Ingersoll said that this was much better as far as supply is concerned. "But we shall have to pay for them, and they will perhaps be hibher than they have been," was his reply. Mr. Ingersoll expects a big business in 1919.

HARDWARE AND METAL has given various reports and opinions regarding the outlook for the coming season as related to varnish and the tendencies appear to be quite as firm as they have been. With so much work to be done because of the deferring of necessary finishing owing to the war, there is every reason to anticipate great activity.

NOVEL PLAN PROVES BUSINESS BOOSTER

Merchants of Kingsville, Ont., as a means of attracting farmers from the surrounding district to attend their monthly co-operative sales, have adopted the plan of inviting rural visitors to bring with them on the first Saturday of every month, any goods they wish to sell. Services of an auctioneer are provided free of charge, and the farmers are thus enabled to convert personal effects which they no longer value into ready cash, a large proportion of which is exchanged for merchandise offered by the Kingsville retailers. The plan, recently adopted as an experiment, has proved successful as a pulling power for trade, and members of the Kingsville Retail Merchants' Association who are responsible for the innovation are well pleased with the results.

MAY EXTEND EXPRESS SERVICE

Investigation into the possibility of extending express service to Sandwich, Ont., will be conducted shortly by the different companies who will go over the situation with the Border Chamber of Commerce, which has been endeavoring to secure this service for some time. Under the present system, merchants of Sandwich have been compelled to pay a rate of 25 cents per hundred pounds for all goods consigned to them to cover the extra cost of transportation from Windsor.

HAMILTON STORY IS DENIED

A story on the front page of a Toronto morning paper on Thursday stated that the Steel Company of Canada was planning to go into the manufacture of stove pipes, kettles and galvanized sheets. Inquiries made by HARDWARE AND METAL elicited the information from officials of the firm that no such step is contemplated.

$60,000 CHRISTMAS GIFT

A Christmas gift valued at $60,000 in the shape of a pavement was formally presented to the City of Sarnia, Ont., by the Imperial Oil Company. The presentation was made at a gathering attended by Hon. W. J. Hanna, M.P.P., C. O. Stillman, Geo. W. Mayer, G. H. Smith, A. McQueen, Daniel Strachan, Victor Ross, of New York.

Hon. W. J. Hanna, M.P.P., president of the Imperial Oil, Ltd., told the story of the origin of the idea of the presentation. He was in the south when the suggestion came under his notice by wire. He realized Sarnia's supreme need, as is the supreme need of every other city and municipality, to be good roads, and readily endorsed the idea.

HARDWARE LETTER BOX

Watch Repairs and Tools

B. N. Sparks, Enterprise, Ont.—Where can we secure to advantage watch repairs and tools?

P. W. Ellis & Co., Toronto and Montreal.—Ed.

Curtain Stretchers

Des Rochers, Ltd., Montreal, Que.—Kindly give us the name of a curtain stretcher manufacturer?

These are made by Otterville Mfg. Co., Ltd., Otterville, Ont.; McFarlane Mfg. Co., Ltd., Toronto; Chicago Curtain Stretcher Co., Chicago, Ill.—Ed.

Says Big Demand For Cutlery Means That Prices Will Remain Firm

THERE is small chance of cutlery prices being reduced for some time according to Charles F. Smith, who, at the twenty-fourth annual convention of the National Hardware Association in Atlantic City, spoke as follows:

"The world-wide shortage that exists in many lines of manufacture is particularly pronounced in all kinds of cutlery, table, pocket, scissors, shears, razors, etc., for the reason that for four and one-half years the cutlery factories of England, France and Germany were commandeered for war purposes, and that for the last year or more the cutlery facilities of the United States have been largely devoted to war work.

The accumulated stocks have been used up and the shelves of the world are bare of cutlery.

Will Take Time

It will be a long time before the cutlery factories of England and France, with many of their workmen killed or maimed, can get back from a war to a peace product and to a production equal in volume to the pre-war period.

It will take even longer to do that in disorganized Germany. It is fair to assume that the product of the European cutlery factories will for some time be taken up by their home market. England will naturally send her first exports of cutlery to her overseas Dominion, now more than ever drawn close together by their common efforts and sacrifices in the great war. Germany, when she has cutlery to export, will send it to neutral markets, as for example, South America, where she will find it easier to do business than in the United States.

Barely Enough

The production of cutlery in this country is barely enough to supply our own needs even with the considerable additions to plans made since the war began. Under such conditions, and with orders on the books of cutlery makers far greater than usual, any reduction in the prices of these goods seems highly improbable unless there shall be great reductions in the prices of material and labor. Such reduction we neither expect or desire. Material is so small a part of the cost of cutlery that it would take a great reduction in the price of material to justify a reduction in the finished product.

As to labor, while it is true that the fantastic prices paid in many instances to war workers must disappear and are disappearing, it is equally true that for a long time the present general level of wages will probably continue.

Food Prices High

With the whole world short of food of all kinds, it is unlikely we shall see the farmers' profits cut and until there are conditions which bring about lower prices for food, rent, clothing—the main items in the high cost of living—there is no good reason to expect lower prices for labor, and no justice in asking labor to bear a greater burden.

"Plainly, then, we do not intend to reduce prices either on our cutlery products or on our lines of house furnishing hardware. To show our confidence in the future we propose to you that during the coming year we shall guarantee the prices of all our products against our own decline for 90 days from date of invoice.

Plenty of Business

"We say to you frankly that the volume of business on our books is such that we do not wish you to load us up with large orders unless shipping dates can be spread through the year. Anxious as we are to give good service, we shall be unable to take the proper care of all our trade unless we are able to distribute our goods evenly where they are really needed to take care of current business."

CANADIAN HARDWARE WANTED IN SIBERIA

L. D. Wilgress, Canadian Trade Commissioner at Vladivostok, Siberia, writes under date of November 8, 1918 as follows:

"One of the largest importing and distributing houses in Siberia have given me the following list of articles for which there is a good market in Siberia: Safety hammer automatic revolver, glass, dry plates, kodak films, photographic films, sharpeners, self-loading pistols, revolvers, champion single gun automatic ejector, Berdan primers, automatic pistols, chilled lead shot, Parrer guns, double-barrel hammerless shotguns, Remington auto rifles, lawn mowers, crosscut saws, sporting rifles, pocket scissors, barber's shears, Wizard portable and Mirr-O-Lite lamps, taper square shank drills, saws, spoke shaves, Diamond files, gasolene torches, Niagara grinders, wrought brass butt hinges, garden tools, sets of furniture casters, nickeled, trunk locks, spring dividers, reciprocating automatic drills, horse nails, batteries, battery zincs, padlocks, electrical household irons, rivet forges, utility rugs, steel boiler tubes, steel wire rope, carbon brushes for dynamos, radiators for automobiles, Chicago spring butts, registers japanned, door bells, automobile lamps, switches, tools, knives, coat and hat hooks, duplex stocks and dies with pipe cutters, chain wrenches with flat link size, auger bits, scroll saw blades for wood, flexible hack-saw blades, plain gilt upholsterer's nails, screw-drivers, adze eye plain face hammers, combination pliers, ring ratchet braces, pipe cutters, spring tempered rules, gas and water tubes, machinists' hammers without handles, emery, latches, rectangular bells, door checks "Bloint," pruning shears, California pattern, railroad picks, spark plugs, Rotastrop, high-speed steel cutters for cylindrical blocks, nut wrenches, bright, regular grinding wheels for wet and dry works, paper shot shells, steel furniture springs, wire nails, copper sulphate, electric lamp stands for the table, combination coffee mill, Morse taper shank twist drills, pails — galvanized iron, steel-frame freezer, various toys, automatic pencil sharpeners, flexible cleaner for 22 calibre rifles, Yale locks, oilstones, vertical power forge pumps, dolls, round iron, brass sheets, wool knitting, sacking or packing needles, glassware, washboards, sewing machine needles, speed indicator, hand-sewing machines, red and white lead, aluminium enameled ware, agricultural machinery, twine.

Says Nova Scotia Has 100,000 Horse-Power in Undeveloped Waterways

AT a conference attended by over 100 business men and manufacturers in Amherst, N.S., under the auspieces of the Canadian Manufacturers' Association, reconstruction problems affecting commerce and industry were considered. W. S. Fisher, of Emerson & Fisher, Ltd., St. John, presided, and the speakers included K. Y. Smith, district engineer of the Dominion waterpowers branch; W. H. Sexton, principal of the N.S. Technical College; J. Grove Smith, of the Commission of Conservation staff; Dr. W. B. McCallum, chairman of the Commission on Research; Watson Griffin, Chief of the Commercial Intelligence Department, Ottawa, and Sir John Willison, Toronto, president of the Canadian Industrial Reconstruction Association.

The development of the water powers of the Maritime Provinces, in order to relieve the demands on the coal mines and forests, was urged in the paper prepared by Mr. Smith, who estimated that in Nova Scotia alone there were water powers in close proximity to industrial centres which could develop 100,000 horse power.

The great need for improved facilities for technical education was emphasized by Dr. Sexton, who said, in order to secure prompt action and adequate development the co-operation of the manufacturers is required. As a preliminary to more advanced work he suggested a technical course paralleling the high school course.

In an address in which he furnished startling figures on Canada's annual fire loss, J. G. Smith urged the appointment of fire marshals in every province of the Dominion.

Sir John Willison said that organization, co-operation and production were the three vital problems in Canada. He emphasized the need for immediate and

adequate organization to secure for the Dominion a full share in the business arising from the rebuilding of the desolated portions of Europe.

An address on the resources and commercial possibilities of the Maritime Provinces was given by Mr. Griffin. He said that in the countries of Europe, in Siberia, South America, South Africa, Australia, New Zealand, the West Indies and even in old India there will be opportunities for sales managers of Canadian companies to make great records during the next few years, as merchants' supplies of almost all kinds of goods have been nearly exhausted during the war.

Placing at the disposal of the manufacturers and merchants the organization of the Commercial Intelligence Service of the Department of Trade and Commerce, he also pointed out that in the countries of Spanish America where Canada is not represented, arrangements have been made for the co-operation of the British consuls. The work of Exhibits and Publicity Bureau, with its permanent exhibition in Ottawa and its motion picture service was described.

Few Canadians, he said, as yet realize the great natural resources of the Maritime Provinces and the geographical advantages they possess. He pointed out that while the eastern ports are 2,000 miles nearer Europe than New Orleans and the gulf ports, they are also 500 miles nearer to the leading countries of South America and South Africa, on account of the way that portion of the North American continent juts out into the ocean. He urged the organization of steamship lines on a scale sufficient to enable Canada to reap the benefit of this advantage and also of all water connection between the lower province ports and upper Canada.

Mr. Smith's final suggestion was for the formation of hydro-electric commissions in Nova Scotia and New Brunswick.

Detroit Auto Manufacturers Expect Little Change in Prices

THE Windsor, Ont., correspondent of HARDWARE AND METAL writes as follows: "Detroit auto manufacturers have completed plans for making pleasure cars during 1919 that will only be limited by the amount of steel they can procure. On January 1 Washington will lift the restrictions and the manufacturers are prepared to return to the 100 per cent. basis of production.

Steel at present is not coming in as plentifully as desired. As transportation burdens of the railroads become lighter the manufacturers hope to secure an ever-increasing supply.

Few new models will be shown at the March automobile show in Detroit and these will only be for display purposes. New models will not be placed on the market in appreciable degree until September, six months being required to turn out a new line once the designs are approved.

The principal changes contemplated in the higher priced cars will be centred in the motors. The airplane design is increasing in favor and will be adopted widely it is stated.

Although some decreases in price have been reported no important drops are anticipated for one or perhaps two years. Prices will range all the way from $400 to $3,500 on Detroit made products.

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

878. Turin concern wish to represent manufacturers of tools, screw bits, leather belting, saws, and engineering sundries.

882. Messina merchant would handle cereals, coal tools, wood, timber, linoleum, safes, ropes, paper, nails, etc.

883. Rome representative seeks agencies for chemicals, pharmaceutical products, colors, varnishes, oils for colors and lubricants, cotton and woollen piece-goods, agricultural and industrial machinery, steam and electrical motors and apparatus, leather, etc., articles.

886. **Iron and steel.**—A British firm of merchants in Argentina steadily purchasing large quantities of the following articles in New York, would like to receive prices f.o.b. New York from Canadian manufacturers. Confirmed and irrevocable letters of credit are opened in favor of shippers. Articles: Baling wire, fencing wire, galvanized and black, iron girders, merchant bars, galvanized sheets, flat sheets, mild steel bars, nails, high carbon oval steel wire, galvanized piping, black plates, iron fencing standards, galvanized gas tubes, calcium carbide and cotton waste.

888. **Wire fencing and gates.**—A London firm seeks the agency for the United Kingdom of a Canadian manufacturer of wire fencing and gates, which articles he could work in with other agencies which he is handling.

889. **Component parts for automobiles, etc.**—A United Kingdom automobile manufacturing company is prepared to purchase from Canadian manufacturers, supplies of component parts required for the production of 30 cwt. motor lorries and two to five-seated pleasure cars, including engines, wheels, front and back axles, frames, gear boxes, complete steering, complete transmission, clutches.

892. **Pipe fittings for the British West Indies.**—A Trinidad firm having branch offices throughout the West Indies and a branch office in Halifax, N.S., wishes to get in touch with a Canadian firm that can supply pipe fittings.

893. A partner in a London firm specializing in manufactures of wood and turnery, of which he possesses an expert knowledge, and for the sale of which an established connection is claimed, propose visiting Canada shortly to place contracts for such goods as dowels, broom, pick, hayfork, rake and other handles; washboards, skewers, clothes-pegs and clips, etc. The firm is prepared to either represent manufacturers on a commission basis, or purchase goods outright.

900. **Catalogues and price lists.**—A Johannesburg wholesale firm of general dealers ask for catalogues and price lists from Canadian manufacturers of lanterns, enamelware, tools, all kinds, hardware, brushware, handles, woodenware and furniture shipped k.d.s.

901. **Engineering specialties.**—A Johannesburg firm of specialists in engineering supplies is prepared to take up agencies and control for South Africa in such lines as wrenches, forgings, jacks and other engineering or mining supplies. If any line is taken up, this firm undertake to advertise in a thorough way.

902. **Agencies.**—A South African commission house now representing successfully one Canadian manufacturer, is prepared to take up other agencies in such lines as hardware, household utensils, farm-house specialties, shovels, spades and other tools.

903. **Toys.**—A Manchester commission agent with good connections wishes to represent a Canadian manufacturer of toys.

904. **Domestic woodware.**—A Manchester commission agent with a large connection, is open to represent a Canadian manufacturer of domestic woodware, washboards, pegs, rolling pins, towel rails, bread boards, etc.

906. **Machinery and tools.**—A Manchester merchant is open to handle on commission, machinery and tools.

908. **Machinery.**—A Manchester firm is open to represent manufacturers of heavy specialized machinery and engineers' tools.

909. **Steel, etc.**—A Manchester commission agent is open to represent manufacturers of billets, sheets, sections, castings, forgings, air compressors, machinery engineers' tools.

911. **Tools.**—A Manchester manufacturers' agent wishes to hear from Canadian firms open to appoint a representative to handle pulleys, hack-saw blades, twist drills, hammers and vises.

927. **Agency—Linseed cakes.**—A firm in Delft, Holland, wishes to secure the agency for Holland of Canadian manufacturers of linseed cakes and similar cattle food.

929. **Automobiles, motor-cycles and automobile accessories.**—A firm at The Hague, Holland, is desirous of getting into touch with Canadian manufacturers of automobiles, motor-cycles and automobile accessories.

930. **Steel and copper wire, etc.**—A London company wishes to get into touch with Canadian manufacturers with the object of securing their selling or buying agency for the United Kingdom. They have a branch at Birmingham. Goods suggested are steel and copper wire, wire nails, etc., mica, chemicals, leather for upholstering trades, woodpulp, etc.

931. **Crude asbestos.**—A firm in Amsterdam, Holland, desires the address of Canadian manufacturers of crude asbestos.

932. **Cellulose, chemicals and metals, boots and shoes, food products.** An import-export house in Milan wishes to hear from Canadian exporters of the foregoing products.

934. **Industrial chemicals, metallurgical products and metals, refractory material.**—A firm in Milan wishes to get in touch with Canadian firms with a view to obtaining exclusive agencies in Italy for industrial chemicals, metallurgical products and metals and refractory material.

945. **Construction hardware, construction materials, paints, varnishes, etc.**—A Paris concern desires to open connections with Canadian manufacturers of construction materials, steel, paints, varnishes, etc., and hardware materials in general.

951. **Oils, white lead, etc.**—A French firm would like to buy in Canada oils, white lead and all kinds of raw materials for the manufacture of colors, paints and varnishes.

957. **Iron and steel.**—A French agent requires representation in France of Canadian firm exporting steel and iron.

THE CLERKS DEPARTMENT

Did You Know That C. M. Schwab Started Career as Grocery Clerk?

Steel Magnate Who Was Recently Offered $53,000,000 For His Holdings Began Business Life at $30 a Month —Early Learned the Value of Service

CHARLES M. SCHWAB started his business career by earning $30 a month behind the counter of a grocery store at Braddock, Pa. Later his contract with the Carnegie Steel Company called for $1,000,000 a year. Now he is drawing $1 every twelve months from Uncle Sam, with the shadow of the White House creeping ever nearer.

True, the salary chart of Charles M. Schwab—a retail clerk, steelworker, master organizer and the world's greatest shipbuilder—would resemble the ups and downs of an express elevator.

Charles Michael Schwab—everyone is so accustomed to calling him "Charlie" or "C. M." that his full name has been almost forgotten—was born in Williamsburg, Pa., on February 18, 1862. His family wasn't wealthy. In fact, even for that section of the country, they were rather poor. But they managed to secure for Charles M. a sound educational foundation in the local school, followed by two years at St. Francis College. Not a complete education, by any means, but one of which young Schwab made the most by specializing in chemistry and mathematics—subjects which proved most valuable in the later years of his career.

At the age of sixteen, when most boys are just entering high school, Schwab had to leave his books and look for a job.

Stage Driving

The first place that presented itself was that of a driver of the stage coach which his father ran between Loretto, Pa., and Cresson station. This job did not present much opportunity for the exercise of the knowledge which Schwab had picked up at school, but there are lots of residents of the Pennsylvania steel country who claim to this day that "Charlie" was the best driver the old coach ever had.

"He was careful to avoid unnecessary danger," they say, "but he had nerve enough to take a risk when it had to be taken. And he always got away with it"—which is a comment applicable to every phase of the Schwab career.

The heavy snows in the mountains made stage-driving practically an impossibility in the winter months, so in November, 1878, Schwab landed his first real job behind the counter of the grocery store of A. H. Speigelmire, an old friend of the elder Schwab, who also kept a retail store.

His First Insight

It was there that he got his first insight into human nature and the best manner of handling customers. "It's pretty hard to find any place to beat a neighborhood store when it comes to picking up a knowledge of people in general," Schwab stated in later years. "You get in the habit of sizing up men, of learning—unconsciously, perhaps, but none the less certainly—the characteristics of voice and appearance, which go far to indicate the real nature of the man or woman with whom you are dealing. You learn patience, and you pick up a multitude of other information which ought to prove of value to the man who knows how to use it. You gain at least a rudimentary knowledge of the value of money, and you secure an insight into the world of commerce. True, it may be only a peep through the gates, but it serves to inspire the ambitious man with a craving for further knowledge—a craving which he later learns can never be satisfied, but which goes on and on, leading him constantly upward."

"Million-Dollar" Smile

The memory of the citizens of Loretto may have become somewhat tinged with gold in the years since Schwab worked behind the counter of the Speigelmire store, but there are people alive to-day who claim to remember him at that time and who assert that he was the ideal clerk.

Even in those days his smile—for which Pierpont Morgan was later credited with offering a million dollars—was always in evidence. He smiled when he opened the store at six o'clock in the morning and he smiled when he closed it late at night. Possibly he smiled even more contentedly when he received his salary of $30 a month, but he never lost sight of the fact that he owed it to himself and his employer to present a pleasant face, even when the work was the hardest.

Learned "Service"

Incidentally, in the Speigelmire store Schwab picked up his first knowledge of the meaning of the word "service." He was always ready to make change, carry parcels, or do errands, and in the evenings he divided his time between entertaining the children with his piano playing and brushing up his mathematics, with a view to some day becoming an engineer.

In the back of his head, however, he kept always the thought that the steel mills of the country presented the real future for himself and his country. He believed in steel in a day when this industry was comparatively insignificant, and he finally carried this belief to the point where it enabled him, solely through the eloquence of his oratory, to form the United States Steel Corporation with a capital of a billion dollars and $28,000.000 worth of stock in the name of Charles M. Schwab, president.

Opportunity Comes

It was while he was still working behind the Spiegelmire counter that his opportunity came to him. Captain William R ("Bill") Jones, then superintendent of the Carnegie Steel Works, and the best known steel maker in the country, dropped into Speigelmire's one day to make a trifling purchase. Schwab waited upon him, and before he left, had asked him for a place in the mills.

"Can you drive stakes?" inquired Captain Bill, attracted by the earnestness of the boy's voice and the sincerity of his smile.

"I've driven a stage coach and I'm not afraid to tackle stakes," came the answer. The next morning he started on his new job at $1 a day. Six years later he was superintendent of the entire mills, at that time the largest steel works on the continent!

It was Captain Bill Jones that gave Schwab his first opportunity to make good in the industry he had always intended to enter and it was Captain Bill Jones who took him to Andrew Carnegie, at the age of twenty-two, with the statement that, "Here is a young man who knows as much about the mill as I do."

Great Organizer

At twenty-four Schwab had planned and organized the greatest steel mills in the world, the Homestead Steel Works. He was at the head of the engineering department of the entire Carnegie Company, and he had between 6,000 and 7,000 men under him. At thirty-five he had

tackled and solved every problem in connection with the company—including the reconstruction work necessary after the disastrous strike of 1892—and received, as his reward, the presidency of the Carnegie Company.

It was shortly after this that Carnegie voluntarily tendered him a contract calling for a minimum salary of $1,000,000 a year—the contract which Schwab tore up when the United States Steel Corporation was formed, because he did not wish his personal affairs to interfere with the future of the new organization.

In the early days of the war Schwab was offered $53.000.000 for his holdings of Bethlehem Steel—with the proviso that he should continue to act as president, but he declined. Money had ceased to mean anything to the man who formerly clerked behind the counter. Power and work and a part in the future of the industry to which he had devoted his life were what he wished.

Then came the entry of America into the world war, and, with it, the appointment of Charles M. Schwab to the position which will probably live longer in the minds of the people than any other—that of the head of the United States Shipping Board—the man who built the line of ships across the Atlantic.

"But," Schwab would say, "I didn't build the ships. It was the men who worked with me—not for me. They deserve the credit."

The country, however, thinks otherwise.

TWO LINES WITH BIG POSSIBILITIES

(Continued from page 39)

better now the war is over and steel and other materials become available for new cars. I do not think it is wise for a hardware man who does not know much about accessories to jump right into the business. It takes a little time to learn to buy the right lines. Very often there is a tendency to buy too much, especially of goods that look all right but which it may turn out are not in demand or are not suited to the dealer's trade. Some dealers have found to their cost that it does not pay to stock every new accessory that comes out. They are innumerable and many of them are fads. It is good policy for any dealer to buy only for the market in sight and expand as the demand expands. Accessories handled properly are a good money maker and bring nice trade. Our experience with them has been most satisfactory in every way."

WOULD INCREASE FEE OF TRANSIENT TRADERS

W. C. Miller, secretary of the Ontario Branch of the Retail Merchants' Association, appeared with a large deputation of Toronto merchants recently before the Board of Control, asking that the license fee for transient traders be increased from $50 to $250. The board recommended that the City Solicitor submit a new by-law at the next meeting of council and an effort will be made to collect from this class, which at present avoids paying into the city treasury while competing with merchants who do.

KEEPING FROST FROM WINDOWS

Solutions of Retailer's Perplexing Problem in Winter-time—Adequate Ventilation Best Preventative of Heavy Frosting

ONE of the difficulties which Winter time annually presents to the retailer appears to be the elimination of frost from display windows, and, though there has been much written on the subject, HARDWARE AND METAL has been in receipt of many inquiries recently regarding the matter. These letters are from retailers who are taking time by the forelock and are preparing well in advance.

There are various remedies suggested for the frosting of windows, and these are roughly divided into two parts. In cases of slight frosting, the trouble can usually be eliminated by the rubbing on the window of preparations such as alcohol, glycerine and water, ammonia and salt water, or alcohol and water. Where windows do not frost over very heavily, it is also possible to keep the glass clear by throwing a strong current of air over the inside with an electric fan. The current of air should strike the glass from one side and sweep over the entire surface, thus creating a circulation of air over as much as possible of the surface. In large windows two fans should be used.

Cause of Trouble

It might at this point be well to define the cause of the frosting of windows, which in cases of considerable difficulty necessitate much more drastic measures than those previously enumerated. The windows frost over because of the difference in temperature in front and back of the glass. If the air in the window is warmer than that outside, there will be condensation of moisture when it strikes the glass. Thus the point is to make the temperature on both sides of the glass as nearly the same as possible.

The windows should be enclosed, the back, sides and floor being practically air-tight so that none of the warm, moisture-laden air of the store or basement will find its way in. Sometimes this will be all that is necessary, but in exceptional cases of heavy frosting it will be necessary to go further and have some form of an opening just below the glass to admit cold air into the window, and openings in the top to let out the warm air. This circulation of air from outside will keep the temperature of the inside of the glass much the same as that outside.

Old Windows

There are several ways of ventilating windows already installed. When the floor and background have been made thoroughly air-tight, the window should be ventilated by boring holes through the sash, about 1 inch in diameter, with corresponding holes in the upper sash of the window placed from six to twelve inches apart. If the glass is so set that there is no wooden sash to bore through, it will be necessary to instal air ducts from the base of the window up through the floor.

Some windows are built in bay window style protruding over the sidewalk, and in such cases all that is necessary is to bore holes through the floor which overhangs the sidewalk, with corresponding holes in the ceiling of the window. This often provides the necessary ventilation but it will be necessary to put a top cover over the roof holes to prevent rain entering.

Open Back Windows

In cases where windows are used which are not enclosed, it is impossible to use the ventilating system as a preventive of frost. In such cases the best remedy suggested is to get as much heat next to the glass as will render the glass too warm for frost to accumulate. To do this, some stores uses electric heaters, oil heaters and gas, the latter in numerous small jets from a pipe run along the lower sash.

A Novel Idea.

Another suggestion, which is both simple and very often effective, is to place pots of unslacked lime in the window as near the plate glass as possible. These can be made to appear as part of the display by using jardinieres or other containers, and the design of the window need not be affected. In large windows there should be three or four such jardinieres, but in small windows one or two will suffice.

HOW GERMANY SAVED TIN CANS

The extent to which Germany absorbed old tin cans and tin plate from England before the war and some of the processes by which the tin is removable from such material is doubly interesting at present, when we are urged to employ every means possible to save by-products and scrap of all kinds, and when tin itself has reached the highest price in its history.

Before the war a German firm established in several parts of Great Britain large works for cleaning tin cans, recovering the tin and solder, and pressing the clean steel into bales. In this way they shipped a large quantity of good steel to Germany. Ultimately they stopped detinning in England and merely desoldered the scrap and shipped it baled to Germany. Detinning by the chlorine process was cheaper on the continent, yielding, in addition to the sheet, tin tetrachloride, a valuable product of silk manufacture. Tinned steel plate to the amount of some 150,000 tons, some of which is believed to have been detinned, was exported from England for many years before the war, and thus Germany obtained at small cost a large tonnage of steel and other metals that could have been worked up into marketable products.—"Scientific American."

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

PORTABLE SEWING MACHINES

Davis portable sewing machines manufactured by the Davis Sewing Machine Company of Dayton, Ohio, will be

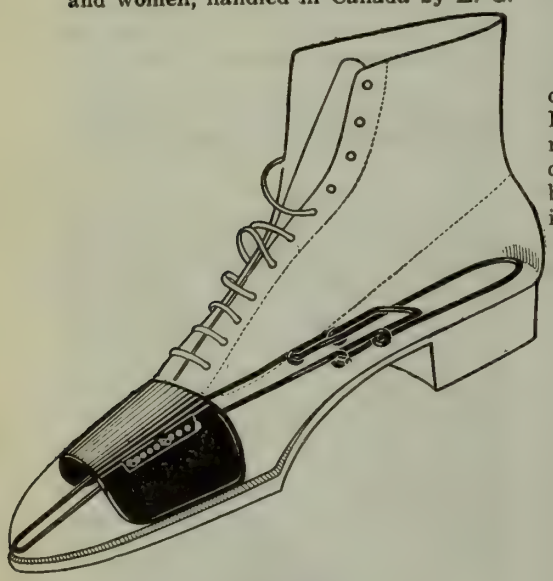


Portable Sewing Machine

handled by the Factory Products Company, 220 King St. W., Toronto, who have secured the selling rights for Ontario. The machine, which is electrically operated, will, it is stated, cover a wide range of work, and when not in use can be stowed away in a small space. It is stated that it can be run slowly or up to 800 stitches per minute, and is regulated by a foot controller. The claim is made that 200,000 stitches can be made at a cost for power of one cent.

SHOE TREES

"Kloo" adjustable shoe trees for men and women, handled in Canada by E. G. Gooderham, 24 King St. W., Toronto, will, it is claimed, fit any sized shoe and will make shoes last twice as long and retain their shape. The "Kloo" shoe trees, it is stated, weigh only six ounces, will fold up to the size of an ordinary brush and may be conveniently carried in a travelling bag. They are made of enamelled steel.

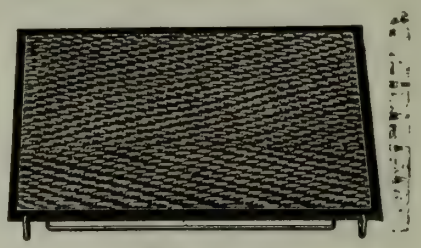


Shoe Trees

AUTO MAT

The auto board "Koko Mat," made by the Theo. H. Gary Co., 67 Irving Place, New York, is, it is stated a matting woven of Cocoa-Fibre-Yarn clamped in a black enamelled steel frame in such a way that it cannot be taken out or become loose by any means. The frame is attached to the running board by a patented locking spring clamp, which, it is claimed, holds it tight so that it cannot rattle or work loose.

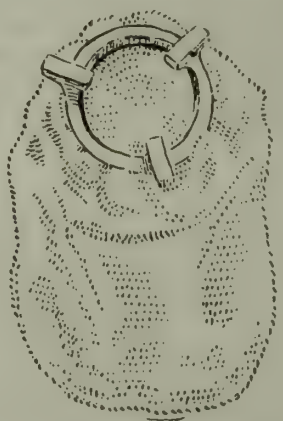
No holes or screws are necessary, it is stated. The matting scrapes the mud off shoes, and being porous, allows the moisture to evaporate quickly, it is stated, and the dust to fall through or to be shaken out.



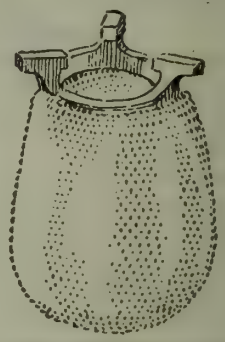
Koko Mat

R. M. FLEXIBLE MANTLES

R. M. Moore Co., Ltd., Vancouver, have come on the market with the R. M. Flexible Gas Mantle, for which they make the following claims: Greater candle power and longer life, and cannot be damaged in shipment. As the name implies, it is flexible and can be tied in a knot without being damaged. This allows it to be shipped easily. When put on a burner it shapes itself to suit the amount of gas supplied, thus it is pointed out, it is not necessary to regulate the gas to suit the mantle. This gas mantle has already been used by some cities illuminated with natural gas, and is being adopted by a number of city gas companies.



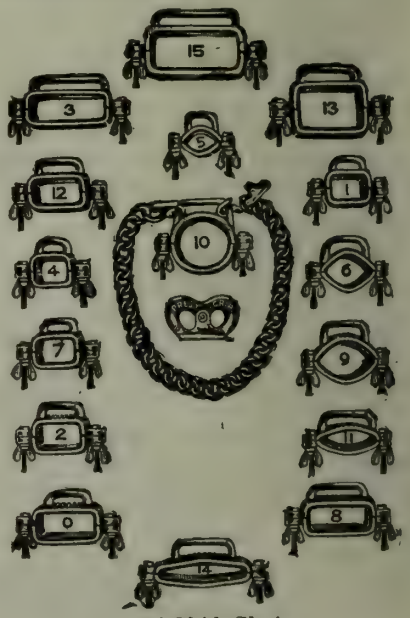
Before Burning



After Shaping on Burner

ANTI-SKID CHAINS

"Prest-O-Grip" anti-skid chains, made by the Rowe Calk and Chain Company, Plantsville, Ct., are, it is claimed, quickly and easily hooked on. They are made specially for motor trucks with solid tires, and if a truck is stuck in the mud it is claimed "Prest-O-Grips" will take it out without the necessity of jacking it up. Another claim is made that it is not necessary to push the truck around to attach the grips.



Anti-Skid Chain

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

INGOT metals seem to be furnishing most of the thrills in the hardware markets, which generally are very well maintained. Lead has reached lower levels, and with the heavy stocks held in Canada some are of the opinion that even further declines can be expected. Antimony has come down materially, and whereas even lower figures may be reached, no further big drops are anticipated. Spelter has come down, copper is lower, and there seems to be some tendency towards lower prices on aluminum.

A lowering of values has been recorded in eavetrough and conductor pipe this week. These have been selling on a basis of list plus 15 per cent., and the new prices determined on are net list. This is a reflection of declines which have been recorded in galvanized sheets during the past two or three weeks. Corrugated sheets have not been changed. The basis now prevailing was not determined on from high-priced flat sheets, with the result that present quotations on the corrugated sheets are well in line or slightly less comparatively than the flat sheets.

An easier feeling has developed in regard to rope. Hemp, which is the real basis, has been sagging materially the past few weeks, and with ample supplies coming forward, substantial declines seem to be a prospect for rope. Any further change follows on the heels of a decline of 2c per pound recorded last week.

Contracts for cotton waste are being completed, and these are being filled in "subject to decline." The feeling prevails that a gradually lower scale of quotations will be in evidence, though this must be slow in coming. Restrictions on the use of wool in wool waste have been removed, and former basis for the various grades is being established.

Sheets and plates have held firm and unchanged at levels recently established. The present range of quotations seems to be fairly well in line with figures at the mills, and whereas some slight adjustments may be effected, no material change is contemplated.

Christmas business has been very good. The mild weather and absence of snow for so long resulted in a big movement of coaster wagons, kiddie kars and kindred lines. Skates also moved very well in the last couple of days, along with sleighs, snowshoes and toboggans. Cut glass, silver-plated ware and cutlery of all kinds were very active, and jobbers report a splendid clean-up of all holiday goods. The outlook for 1919 in all lines is considered very bright.

MONTREAL MARKETS

MONTREAL, Dec. 26.—Ingot metals show weakness and declines are recorded in copper, tin, spelter and lead. Old materials are weak, although old rubbers hold steady. Solder is lower on three grades, strictly, commercial and wiping, and wire solder also is quoted down. A decline of half a cent per gallon has been made in the price of fuel oil.

A firm basis obtains for stoves and ranges, and prices are being guaranteed for the next three months. Sheets and plates are easy, and trading very limited. Jobbers report an excellent sale of seasonable lines, and some are completely sold up on gift goods, while none seem to have any overstock at all.

Rope is Quiet On Steady Basis

Montreal.

ROPE AND CORDAGE.—The recent declines are the basis still in this market on the various qualities of rope. Sisal is selling at 25½c per pound base; pure manila at 37c and British manila at 31c per pound. Little trading is being effected.

Stove Prices Firm; Prices Guaranteed

Montreal.

STOVES AND WARES.—That stove prices will hold during the first quarter of 1919 is predicted by the manufacturers. In fact this is looked upon by the makers as a certainty and those buying during the first three months of 1919 will be guaranteed against declines.

Wares are rather quiet, but the markets are seasonable and prices are maintained.

Gasoline, Coal Oil Held; Fuel Oil Down

Montreal.

COAL OIL, GASOLINE, FUEL OIL.—The coal oil market is steady and business seasonably good. Royalite is selling at 19c and Palacine and Electroline are unchanged at 22c per gallon. Gasoline of motor grade is selling at 34c per gallon.

A decline of half a cent per gallon has been effected for fuel oil.

Wire and Nails Hold; Movement Seasonable

Montreal.

WIRE AND NAILS.—The base price of wire nails is unchanged at $5.50 per 100 pounds, and that for cut is held at $5.85. Few sales are reported of any size, only sorting business being transacted.

The base price for No. 9 smooth steel wire is held at $6.25 per 100 pounds.

Sheet Prices Same; Declines Will Come

Montreal.

SHEETS.—The basis for sheets is weak but without further change. That revisions downward will be made in galvanized and also in black grades seems likely. Trading has not been at all active and there is little new interest in prospect for the remainder of the year.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$7 50	$11 50
12 gauge	7 60	11 00
14 gauge	7 75	8 20
16 gauge	7 75	8 00
18-20 gauge	7 75	8 00
22-24 gauge	7 90	8 35
26 gauge	7 95	8 40
28 gauge	8 05	8 50
GALVANIZED SHEETS—		
10¾ oz.	$11 35	$12 35
28 gauge	10 90	11 90
26 gauge		11 35
22 and 24 gauge		11 15
20 gauge		11 05
18 gauge		10 95
16 gauge		10 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Steel and Iron Hold Same Basis

Montreal.

IRON AND STEEL.—The market conditions are quite the same as have obtained for the past three weeks. No quotable changes are made, though it seems possible that some readjusting may be effected within the next fortnight or so. These will follow the adjustments that will be made in the pig iron basis.

Common bar iron, per 100 lbs.	$4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 22

Some Solders Down; Lead Lines Easy

Montreal.

LEAD PRODUCTS.—The price of strictly and commercial grade solders has declined from 2¼c to 3c per pound. Wire solder is also lower as quoted below. This is in accordance with the weakness on pig tin and also on lead. There is no new feature in lead products, but the same are ruling with an easy undertone and declines may be made soon.

Lead pipe, lb.	$0 14	$0 15
Lead pipe (cut lengths)		0 15
Lead waste pipe, lb.	0 15	0 16
Lead traps and bends	Net list.	
Lead wool, lb.		0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb.		0 12¾
Lead sheets, 4 to 8 lbs., s. ft.		0 11½
Cut sheets, ¾c lb. extra, and cut sheets to size. 1c. lb. extra.		
Solder, guaranteed, lb.		0 47
Solder, strictly, lb.		0 40
Solder, commercial, lb.		0 36¾
Solder, wiping, lb.		0 36¾
Solder wire (8 gauge)—		
40-60		0 48
45-55		0 52
50-50		0 58
Zinc sheets, casks		
Do., broken lots		

Note—The above prices for solder are for full boxes of 100 lbs. Jobbers will charge several cents more for small lots.

Dearth of Business in Old Material

Montreal.

OLD MATERIAL.—The old metal markets are decidedly quiet and very little interest of any kind attached to them. A change is not looked for now and prices will probably be maintained until after the turn of the year. Old rubbers are more steady than other items in the list, the tendencies on metals being weaker.

Dealers' Buying Prices:		
Tea lead		0 05½
Heavy lead pipe		0 07¼
Yellow brass		0 13
Red brass		0 21½
Light brass		0 08
Scrap zinc		0 06¼
Heavy copper	0 22	0 23
Wrought iron, No. 1, per gr. ton	22 00	23 00
No. 1 machinery cast	35 00	36 00
Heavy melting steel	22 00	23 00
Pipe scrap	18 00	20 00
Stove plate, per ton	23 00	24 00
No. 2 busheling	12 00	12 50
Old rubbers, boots and shoes	0 08	0 08½
Overshoes, lumbermen's rubber boots		0 06
Bicycle tires	0 04½	0 05
Automobile tires	0 04¾	0 05

Tin, Copper, Lead, Spelter Are Down

Montreal

INGOT METALS.—As pointed out in HARDWARE AND METAL last week, the ingot markets are unsettled and this condition still prevails. Tin is lower

GETTING THE MARKETS IN BRIEF

Pyrex oven ware has come in for a revision of prices and the move is upward.

* * * *

Wheel goods, such as coaster wagons, Kiddie Kars, etc., were big factors in Christmas business, mild weather and absence of snow being factors.

* * * *

Linseed oil has hesitated in its downward movement. Opinion is general that lowest point has been reached and that pendulum may swing the other way after the first of the New Year.

* * * *

That a gradually lowering range of quotations on cotton waste way be looked for is the opinion voiced throughout the trade. Restrictions on manufacture of wool waste have been lifted.

* * * *

Bamboo poles show another advance in prices issued this week. The days of the lad with his 5-cent rod over his shoulder have been left behind.

* * * *

Soldering coppers show a decline of 6½c per pound in some quarters this week.

* * * *

Exercisers move up from 5 to 10 per cent. in new quotations issued this week.

* * * *

Weakness prevails in the hemp market though the result locally in rope is not yet apparent. That lower levels will be reached on rope seems more than likely, a substantial decline being a prospect now.

* * * *

Stoves and ranges are holding steady in price and the present basis seems likely to hold for the next three months at least.

* * * *

Fuel oil registered a further decline of half a cent per gallon in the Montreal market this week.

* * * *

Among the ingot metals declining this week are lead, tin, copper, and spelter. Aluminum is also easier.

* * * *

Canthooks have been revised. Higher prices are now in effect.

* * * *

Jobbers report the best clean-up of holiday stocks in their history. Silver plated flat ware, cut glass, coaster wagons, sleighs and skates have all been very active.

* * * *

Ice cream freezers show a further revision upward in quotations issued this week. The 5 per cent. advance is not a "freeze-out," however.

* * * *

Eavetrough and conductor pipe are two lines to register declines this week. The new selling prices will be based at net list; former quotations were list plus 15 per cent.

and as also are lead, copper and spelter, with aluminum somewhat weaker too.

COPPER. — The market has been weakened for best grades owing to the competitive effect of casting grade. This is selling here at 26c and electrolytic is quoted at 29c per pound.

TIN.—Cables from London are lacking, but the position is easier and lower prices still are anticipated. For small lots, from 77c to 78c per pound is being quoted, and even a better price than this may be had on quantity. Stocks are ample for any spot business offering.

SPELTER.—Spelter is easier, and this is due to a lack of trading, in part. The price quoted this week is from 9½ to 10c per pound.

LEAD.—Business has been very slow on this line and the tendency is to lower levels, with quotations made at 9 to 9½c per pound.

ANTIMONY.—For what business there is, 11 to 12c per pound is being quoted.

ALUMINUM.—Very little interest is taken in this line and the price is easier at 43 to 45c per pound.

TORONTO MARKETS

TORONTO, Dec. 26.—Lower price levels have been recorded on eavetrough and conductor pipe following the easing away in the market on galvanized sheets. An easier tendency is noted in rope and that lower levels will be reached seems quite probable. Ingot metals are hard to figure out, the markets to-day really being in favor of the buyer, which may ultimately result in even lower price levels. Jobbers report that there has been a very heavy holiday trade and that all Christmas lines have been well cleaned up.

Easier Feeling Noted in Rope

Toronto.

CORDAGE, TWINE. — Following closely on the heels of the decline recorded in rope last week is shown a weaker tendency for the future. The main factor in this easier feeling is the lower hemp market supplemented by the arrival of fairly ample supplies. Just how this may work out is still a question, but it seems quite certain that a lower basis will be established by the first of the new year. Just how much lower prices will go is uncertain, but a fairly substantial decline seems imminent. Prices for the week remain at levels established last week, viz.: Pure manila, 37c per pound base; British manila, 31c; New Zealand hemp, 31c; sisal, 25½c.

Sisal fibre, which is really the base in binder twine, is holding very firm and there seems no immediate prospect of a recision in values from lower basis recently established.

Eavetrough, Conductor Pipe Come Down

Toronto.

EAVETROUGH, CONDUCTOR PIPE. —Lower price levels have been reached on both eavetrough and conductor pipe this week. These follow closely on the heels of the decline in galvanized sheets, the new prices quoted being net list superseding the list plus 15 per cent. quotations that have been effective for some time. On the new basis quotations to the trade are as follows: Conductor pipe, plain, 2 inch, $8 per 100 feet; 3 inch, $9.70; 4 inch, $12.80; 5 inch, $17.50; 6 inch, $21.30. Eavetrough is quoted as follows: 8 inch girth, $6.90 per 100 feet; 10 inch. $7.70; 12 inch, $9.10; 15 inch, $12.50; 18 inch, $16.

Stoves Show No Change; Wares Steady

Toronto.

STOVES, WARES. — There is little doing this week in regard to stoves. No price changes have yet been announced, but indications are that the market is holding very firm. Sales at this time are only fair, though some retailers report a fair amount of business in stoves.

Seasonable quiet is recorded in all lines of wares. The trade is preparing for a big 1919 business and orders already at hand would indicate that retailers have placed quite freely.

No Change Recorded in Nails

Toronto.

NAILS, WIRE. — The situation is without change this week in regard to nails. There is very little movement in progress and these conditions are expected to prevail until the first of the year. Prices hold at steady levels, the wire selling at $5.50 per 100 pounds base and cut at $5.85 per 100 pounds base.

Smooth steel wire is inactive and the market generally dull. The base price is unchanged at $6 25 per 100 pounds.

Oils Steady; Gasoline Firm

Toronto.

OILS, GASOLINE.—A steady tone is noted in the situation on all oils this week. Trade except for essential purposes is just a little quiet, Christmas business not being greatly interested in coal oil. Prices to the trade show no change this week at 18½c to 21½c per gallon.

Gasoline shows no feature of particular interest this week. The demand has eased away somewhat and prices ho'd at unchanged levels, 33c per gallon being the quotation to-day.

Little Movement Noted in Bars

Toronto.

IRON AND STEEL.—There is little activity in this market. Prices have shown no further change and indications seem to be that present levels will carry through to the first of the new year. Business is seasonably quiet.

TORONTO—	Per 100 lbs.	
Common bar iron	$4 85	$5 25
Common bar steel	5 00	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Corrugated Sheets Remain Unchanged

Toronto.

CORRUGATED SHEETS —There has been no change recorded in the market on corrugated sheets. Prices have shown no change for some months, even in the face of advancing prices on sheets and indications seem to be that a steady market may be expected for some little time yet. Quotations which are ruling this week are as follows:

TORONTO— Corrugated Sheets—	Per 100 Sq. Feet Gal'zed	Painted
No. 28 gauge	$ 9 00	$ 7 50
No. 26 gauge	10 00	8 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No. 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7½ per cent.

Steady Tone in Sheets, Plates

Toronto.

SHEETS, PLATES.—There seems to be a steadier tone to the market on sheets and plates after a period when lower levels have been almost a weekly feature. The feeling seems to be that a pretty substantial basis has been arrived at and no sharp breaks from present levels are thought likely—as a matter of fact it looks as though present range of quotations will carry through into the first of the year or until such time as supplies become quite free.

BLACK SHEETS—	Per 100 lbs.	
10 gauge		$7 50 $8 50
12 gauge	$6 85	7 35 8 35
14 gauge	6 90	7 20 7 90
16 gauge	7 00	7 25 8 00
18-20 gauge		7 30 7 80
22-24 gauge		7 35 7 85
26 gauge		7 40 7 90
28 gauge		7 50 8 00
3/16-inch plate		7 40
¼-inch boiler plate		7 00

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—		
10¾ oz.	$9 30	$9 75
U.S. 28	9 00	9 25
U.S. 26	8 70	8 95
22 and 24	8 55	8 80
18 and 20	8 40	8 65
16	8 25	8 50
12 and 14 gauge	8 15	8 40

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

Tubes in Better Supply; Wrought Pipe

Toronto.

BOILER TUBES, WROUGHT PIPE.—There seems to be a good supply of boiler tubes arriving and difficulties which trade have experienced in getting deliveries seem to be fading away. There has been no price change recorded as yet, but a slight revision to lower levels seems to be a possibility early in the new year. Quotations now ruling are shown below.

The situation in wrought iron pipe has shown no change. Supplies are available for urgent demands of the trade and there is a feeling that better stocks to draw from may be available at a comparatively early date. Prices shown in current market quotations are unchanged.

	Per 100 feet	
Boiler Tubes—		
Toronto—	Cold drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Lead Products Hold, Solder Steady

Toronto.

ZINC AND LEAD PRODUCTS.—No new prices have been named on manufactured lead products, quotations shown below being held at unchanged levels. The market on pig lead is easier and even lower levels are anticipated which may work out in declines on the manufactured goods.

Solder has held unchanged at declines recently reported. The market is none too firm, lower lead and a situation that is anything but steady in tin providing an easier tendency. Prices are shown below:

Lead pipe lb.	$0 14
Lead waste pipe, lb.	0 15
Lead traps and bends	Net list
Lead wool, lb.	0 14
Lead sheets, 4 to 6 lbs., sqr. ft., in rolls, lb.	0 12½

Cut sheets, ½ to ¾c lb. extra, and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0 44	0 45
Solder, strictly, lb.	0 41	0 43
Solder, commercial, lb.	0 36½	0 39
Solder, wiping, lb.	0 34	0 45
Solder wire, lb.	0 49½	0 54
Zinc sheets, lb.		0 26

Market in Old Materials is Dull

Toronto.

OLD MATERIALS.—The market in old materials is dull and there is no buying or selling interest displayed by the trade. Supplies are ample, but there seems to be no encouragement to trading whatever. Quotations shown are on a nominal basis only.

	Dealers' Buying	Prices.
Tea lead	$0 05¼	....
Heavy lead pipe	....	0 08
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 22	0 23
Stove plate, per ton	....	25 00
Old cast iron, per ton	....	30 00
Overshoes, trimmed Arctics	....	0 06½
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Cement Steady; Plaster of Paris Too

Toronto.

CEMENT, PLASTER OF PARIS.—There is a steady tone to the market in cement and indications are that present prices will carry through for the balance of this year. There is little movement at the present time and not much expected before the middle of January.

Similar conditions may be said to prevail in the market on plaster of paris. Prices hold at unchanged levels and business just now is rather quiet.

Waste May Be Easier; Oakum

Toronto.

WASTE, OAKUM.—Higher prices on a couple of grades of cotton waste were recorded recently, X going up ½c to 17½c per lb. and leap XX up 1c to 19c per pound. The outlook seems to be that a gradual easing away in prices will take place after the turn of the new year. Contracts are being made "subject to decline" and the trade is looking for somewhat lower levels. The restrictions on wool waste have been lifted.

Business on oakum is somewhat quiet just now and prices remain unchanged at levels shown in current market quotations.

Ingot Metals Hard to Fathom

Toronto.

INGOT METALS.—It seems hard to get a definite statement of the market. As a matter of fact some interests state there is no such thing to-day. Lead declined in the States this week and tin went up in London. Neither move has yet influenced prices here which show no change from last week's levels.

COPPER. — There is no indication which way prices will swing when copper is put on the open market the first of the year. If it comes down much it treads on the toes of labor mining it. So whether much lower levels will be possible is a question. Locally there is not any change from the 30-32c per pound level.

TIN.—Higher prices in London exerted no marked influence on the market here. Trading is confined to what is going into consumption on a basis ranging from 75c to 85c per pound.

SPELTER. — No new developments are recorded in this metal. Supplies are scarce locally and no more being bought than wanted for immediate use. Locally prices hold at 9½c to 10c per pound.

LEAD.—Prices in the United States showed a further decline early in the week, but this has not yet been reflected here. That lower levels will be reached locally seems quite possible, however. Quotations range to-day from 8¼ to 9½c per pound. Business is limited.

ALUMINUM.—There have been no new or interesting developments here. Nominal quotations range around 50c per pound, but the trade, commercially,

ROPE PRICES REVEAL EASIER TENDENCY

A DECLINE of two cents per pound occurred last week in base prices on rope and even at levels established the market seems to rule with a weaker tendency. From advices now at hand it seems quite within the realm of probability that further declines may be recorded about the first of the new year.

The main factor as far as rope is concerned is hemp. Supplies have been coming along very freely the last few weeks and prices have steadily gone to lower levels. Most manufacturers have been working on stocks which cost them very much higher figures than those now in effect and it was with a desire to equalize costs somewhat that lower prices were named last week.

However, there is always an element to be considered at this time which may crop up and work out in a substantial lowering of values. That is the possibility that some manufacturers may have disposed of their entire holdings bought at high levels and are entering the market on to-day's levels. What they may do in a case like that is hard to determine. Will an effort be exerted to bring about a gradual readjustment to the basis which the present hemp market would work out at or will the decline be recorded in one big drop? Those are the queries facing the trade and indications seem to be that a pretty substantial decline is under consideration in rope values. Developments may be expected at an early date, probably prior to the first of the new year.

The situation in binder twine is dependent to a large extent on sisal fibre and prices on this are holding steadily and at the present time there seems to be no talk of lower levels than those named recently.

has adopted a waiting attitude as far as its future requirements are concerned.

ANTIMONY.—This metal is dull and uninteresting. The marked declines have stopped for a few days at least and any further recessions in value seem likely to come gradually rather than otherwise. Prices to-day are around 10c per pound.

PIG IRON.—The outlook seems to be pretty fair and the first of the year should see manufacturers in the market for fairly substantial amounts. There have been no changes of movement in the situation.

LONDON MARKETS

LONDON, Ont., Dec. 26.—Higher price levels have been reached in quotations issued this week on Pyrex oven ware. Advances have been made also in nut wrenches and cant hooks, while a readjustment in quotations on cast enamel sinks and some lines of saw sets is reported. Soldering coppers have declined 6½c per pound.

Christmas trade has been brisk, silver-plated flatware, cut glass and safety razors all enjoying a good sale at unchanged prices.

Higher Prices Named On Pyrex Ware

London, Ont.

PYREX WARE.—New prices have been issued on Pyrex oven ware which provide for an advance over former levels. Dealers report the sale this season as very heavy. Advanced prices on some of the best sellers are given herewith: Gift sets, No. 1216, $6.00 each; bake dishes, No. 121, $14.00 dozen; bake dishes, No. 122, $12.00 dozen; casseroles, No. 167, round, $16.85 dozen; casseroles, No. 168, round, $21.00 dozen; casseroles, No. 193, oval, $16.85 dozen; oval bread pans, No. 212, $10.50 dozen; utility pans, No. 231, $12.75 dozen; pie plates, No. 202, $9.25 dozen; pie plates, No. 203, $10.50 dozen.

Cast Enamel Sinks Readjusted; Sifters Move

London, Ont.

CAST ENAMEL SINKS, SIFTERS.—Prices have been readjusted somewhat again on cast enamel sinks and the present basis of quoting arrived at is now as follows: 16 x 24 inch, $6.30 each; 18 x 30 inch, $6.90 each; 18 x 36 inch, $9.72 each.

Ash sifters continue to move forward freely and sales all season have been quite active. No further price change is recorded. Quotations to the trade on the Daisy, galvanized, being $15.00 per dozen; Banner, $3.45 each; No. 1 Rocker, $5.50 each.

Lower Prices on Soldering Coppers

London, Ont.

SOLDERING COPPERS. — Lower prices have been reached on soldering coppers in this market, the decline amounting to 6½c per pound and bringing the present basis of quoting to 58c per pound. The new prices which have been reached are as follows: 3 lbs. to pair, 58c per pound; 2½ lbs. to pair, 59c per pound; 2 lbs. to pair, 60c per pound; 1½ lbs. to pair, 61c per pound; 1 lb. to pair, 64c per pound; ½ lb. to pair, 65c per pound.

Nut Wrenches Up; Saw Sets Changed

London, Ont.

NUT WRENCHES, SAW SETS.—Higher prices have been named in some quarters on Wescott nut wrenches. On the new basis of quoting the 6-in. have reached the price of $10.25 per dozen; 8-in. are up to $13.00; 10-in. are up to $15.50, and the 12-in. are now $19.50 per dozen.

Quotations have been revised also on a couple of lines of cross-cut saw sets, the new prices named being for the Whiting, $5.50 per dozen; Lincoln, $8.50 per dozen. No change in other lines is reported as yet.

Higher Prices on Canthooks; Rope

London, Ont.

CANT HOOKS, ROPE.—A change is noted this week in quotations issued on cant hooks. The new prices named provide for an advance to higher levels as will be shown in figures herewith: With 3½ foot handles, $24.50 per dozen; with 4 foot handles, $25.00 per dozen; with 4½ foot handles, $25.50 per dozen.

At the new basis established on rope last week, spring booking business is being accepted. The undertone to the market is rather weak, hemp which is the real basis showing marked declines and supplies being much improved. That even lower levels than those reached last week seems quite probable on rope. Quotations to-day are: Pure manila 37c per pound base; British manila 31c; New Zealand hemp 31c; sisal 25½c.

Sales Saws Considered Fair

London, Ont.

SAWS.—Jobbers report that a very fair sale of cross cut saws and buck saws has been maintained. The market is steadily maintained, no price changes being effected whatever so far. Quotations on a few lines are reproduced herewith. Cross cut saws: Philadelphia Lance 57c foot; Champion 57c foot; Maple Leaf Lance, Premier, Pangburn, Simonds No. 22, Simonds No. 13, Racer, 5 ft. $4.95 each; 5½ ft. $5.85 each; 6 ft. $6.60.

Buck saws: Happy Medium $9.60 dozen; No. 50 Disston Lance Tooth $12.50 dozen; Prince Rupert Lance Tooth $12.50 dozen; Whiting Pride Lance Tooth $11.00 dozen.

Wagons, Wheel Goods Very Active

London, Ont.

WHEEL GOODS.—Activity has been marked throughout the Christmas shopping rush in wagons and all wheel goods. The mild weather and general absence of snow have been contributing factors. No change in prices have been made, quotations on a couple of lines being given herewith: Auto wheel coasters, No. 00, $22.88 dozen; No. 01, $45.04; No. 1, $54.34; No. 2, $60.06; No 3, $66.50; No. 4, $75.79.

Kiddie Kars, No. 3, $1.35 each; No. 4, $1.70.

Glass Steady; Putty White Lead Unchanged

London, Ont.

GLASS, PUTTY, WHITE LEAD IN OIL.—A very steady situation is shown in window glass though the market is ruling with a very firm undertone. Discounts remain unchanged, single and double diamond in full boxes being quoted at 25 per cent. and cut lights 10 per cent. from list.

The market on putty is quiet and there is little movement in progress. Prices to the trade are as follows: Standard 100 lb. drums, $6.75 per 100 lbs.; standard 25 lb. drums, $7.00; pure 100 lb., $8.75; pure 25 lb., $9.00.

White lead in oil remains in an unchanged position, pure in ton lots being quoted at $17.80 per 100 pounds and in less than ton lots $18.15. The demand is small just now and is expected to remain that way until after the first of the New Year.

Linseed Oil Holds; Turpentine Steady

London, Ont.

LINSEED OIL, TURPENTINE.—The market on linseed oil shows no change this week. The seed market is somewhat steadier with futures showing some strength and the feeling is expressed that the bottom has been reached and that slightly higher levels may be named. The prices reached last week are steadily held as follows: 1 to 2 bbls. raw $1.70 per gallon, boiled $1.73 per gallon; 3 to

5 raw $1.69, boiled $1.72; 6 to 9 raw $1.67, boiled $1.70. Less than barrels, add 10c per gallon.

Exchanges in the South are closed so late reports from primary points on turpentine are missing. The last received showed a strengthening market and this seems to be the outlook for the next couple of months. Prices locally are held firm and unchanged at following levels: 1 bbl. lots $1.10 imp. gallon; 2 to 4 bbl. lots $1.09; 5 gallon lots $1.20.

WINNIPEG MARKETS

WINNIPEG, Dec. 26.—Price changes during the week are limited to usual number at this season of the year. Manufacturers generally are holding off making new prices until after the first of the year, when a considerable number of changes is looked for. Among the advances during the week appear the following lines: Dash churns, breast drills, bamboo poles, ice cream freezers, and exercisers.

Demands during the past week have been very active on all holiday goods, sales being heavy on cut glass, silver-plated ware, cutlery, toys and sleighs. Many of the jobbers' stocks on these lines have been greatly depleted. Business in other lines is reported rather quiet owing to the dealers keeping stocks as low as possible till after stock-taking.

Exercisers Up From 5 to 10 Per Cent.

Winnipeg.

EXERCISERS. — Market prices on sporting goods show little change during the week. Whiteley Exercisers are the only item to change, moving up from 5 to 10 per cent. over former quotations. This, it is indicated, is due to the scarcity of materials entering into their manufacture. New prices now ruling are given herewith: No. 0, $3; No. 1, $4; No. 2, $5; No. 3, $6 each.

Higher Levels on Bamboo Poles

Winnipeg.

BAMBOO POLES. — Bamboo poles have shown probably the heaviest advances since the commencement of the war of any line handled by the hardware jobbers. This has been due almost entirely to the abnormal freight rates on all Pacific shipments. Practically all vessels were pressed into war service on the Atlantic and for the past year the freight on bamboo poles, which are imported from the Orient, has averaged approximately three times the value of the poles. There is no immediate signs of lower rates. New prices, which are higher, have just been announced for spring business and are given herewith:

Bamboo Poles—12 ft., $14.75; 14 ft., $19.25; 16 ft., $28.25; 18 ft., $37.75; 20 ft., $43.50 per 100. The above prices are for full bundles of 100 poles. For smaller quantities an extra charge of $1.00 per 100 poles.

Rope Still Remains Unchanged

Winnipeg.

ROPE.—Rope prices have shown no change during the past few months, all grades holding very firm. Recent advices from American markets would indicate an easier tone on some grades but as there is a steady demand and only reasonable stocks no change has been made here as yet. That lower levels will be reached seems quite possible after the first of the new year. Prices now ruling are given as follows: Sisal rope, 28¼c per pound base; pure manila rope, 39¾c; British manila rope, 33¾c; lathyarn, 28¼c; African hemp, 33¾c; cotton rope, ¼ inch and larger, 71c per pound.

Ice Cream Freezers Move Up 5 Per Cent.

Winnipeg.

ICE CREAM FREEZERS.—Prices on ice cream freezers which have held firm for the past year have undergone a slight revision, and prices move up approximately 5 per cent. This, it is said, is due to increased manufacturing costs and higher freight rates. New prices now ruling are given below and jobbers are soliciting bookings for spring at these figures:

Ice Cream Freezers—Lightning, 4-qt., $5.30; 6-qt., $6.75; 8-qt., $8.65; 10-qt., $11.55; 12-qt., $13.00 each.

Blizzard—2-qt., $3.25; 3-qt., $3.90; 4-qt., $4.75; 6-qt., $6.10 each.

Crown with fly wheel—14-qt., $23.75; 18-qt., $30.35; 24-qt., $36.85 each.

Dash Churns Move Upward

Winnipeg.

DASH CHURNS.—Prices on dash churns have again been revised due to shortage of material and high freight rates. Quotations have moved up from 5 to 10 per cent. over former figures. To-day's ruling prices are given as follows: Ash dash churns, No. 24, $20.25; No. 25, $21.40; No. 26, $22.60 per dozen.

5 Per Cent. Advance in Breast Drills

Winnipeg.

BREAST DRILLS.—During the week new prices have been announced on a few lines of Millers Falls breast drills, which show an increase of approximately 5 per cent. The balance of the lines remain firm at former prices. To-day's prices on the revised lines are as follows: Breast drills No. 12, $6.25; No. 019, $5.65; No. 86, $10.85 each.

Window Glass Holding Firm

Winnipeg.

WINDOW GLASS. — Window glass prices continue firm while stocks are reported very low, and indications point to even higher prices in view of the fact that the American glass workers are demanding a wage increase of about 35 per cent. Should this be granted higher prices on glass will be imperative. Prices ruling to-day are confirmed as follows:

	Single Case	Double Case
Window Glass, up to 25 ins....	$15 50	$19 50
26 to 40 ins....	16 50	22 00
41 to 50 ins....	19 50	25 00
51 to 60 ins....	20 50	25 50
61 to 70 ins....	21 50	27 00

Situation in Linseed Oil Unchanged

Winnipeg.

LINSEED OIL.—Linseed oil prices hold firm on the local market at former quotations despite the drop in flaxseed and reports of reduction in oil at some of the Eastern points. Prices ruling to-day are as follows: Raw linseed oil, $2.20 gallon; boiled linseed oil $2.23 gallon in single barrel lots.

Turpentine Holds Firm, Unchanged

Winnipeg.

TURPENTINE. — Turpentine prices show no change on the local market during the past week, holding very firm with about the usual seasonable demand while stocks are very moderate. Reports from American markets show prices firm, and as soon as shipping space is arranged for export business prices are expected to strengthen. To-day's prices locally are given herewith: Barrels $1.25 per gallon; ½ barrels $1.28; 5-gal. lots $1.28; 1-gal. lots $1.28, plus the usual extras for containers.

Many Steel Furnaces Have Sold All They Can Produce Until July 1

THE steel situation in the United States at the close of this year is outlined by "Iron Age" in its issue this week as follows:

"At the close of the year 1918, never to be forgotten because it marked the attainment of the iron trade's greatest contribution to the winning of war, conditions contrast sharply with those which prevailed at the end of 1917. Then the operations of manufacturing plants, particularly blast furnaces, were seriously hampered by the inadequate supply of materials, due largely to the extremely cold weather, but the mild weather this winter and the liberal supply of cars have made conditions much more satisfactory. Then the Government price-

fixing policy had become established and shortly before Christmas the War Industries Board had recommended to the President the extension of the prices promulgated late in the preceding September, thus relieving the fear that the schedule would be reduced.

Conditions Reversed

Now the trade witnesses the voluntary lowering of prices of pig iron and finished material by most of the manufacturers. Then there was a decided scarcity of labor, while now the problem of how the returning soldiers and the employees discharged from war industries will find jobs is causing no little anxiety at Washington and in industrial centres. Then the percentage of output being made for the Government was rapidly increasing while now it is even more rapidly declining. Then all thoughts were concentrated on how to render the most efficient service to the cause of the United States and its Allies, while now all efforts are directed toward an orderly readjustment of industries.

After Export Trade

In organizing for the post-war extension of commerce, independent steel manufacturers have named the new export company the North American Steel Products Corporation, and selected E. A. S. Clarke, long prominent as a manufacturer of steel and during the war a very active worker in co-operating with the Government in the regulation of prices without legislation. Exporters who are not manufacturers have expressed anxiety as to whether their sources of supply would be cut off by the new organization, but it is authoritatively stated that the corporation will be so conducted as to give no ground for complaint on the part of exporting houses, which will be able to obtain steel from it or from other companies.

The New Contract

The new form of contract which has been agreed upon by the Contract Committee of the American Iron and Steel Institute, except as to a few details, is expected to have an important influence on standardizing contracts and stabilizing conditions. It is intended to prevent both overselling and overbuying, to bind both buyer and seller, and to be strong enough to resist all attempts at cancellation. The new attempt to make contracts more than options will probably be inaugurated at an early date and may be subjected to severe tests during the readjustment period.

Stocks Are Low

Sellers continue to call attention to high costs and low stocks, and it certainly is true that the stocks of pig iron in furnace yards are very low, but there is an increasing tendency on the part of pig iron sellers to accept the new schedule which reduces prices $3 per ton on sales for delivery after January 1. A few furnaces still insist that they will not reduce prices, but it is probable that at an early date the quoting at the lower level will prevail as to a very large percentage of the tonnage still to be sold for the first half of 1919. Statistics show, however, that many furnaces are sold up to July 1 as to 90 per cent. of their estimated production.

Little Buying

In finished materials there is very little buying at the new schedule. This causes no disappointment, for it was not expected, during the holiday season with so much uncertainty existing for various reasons as to the future, that buying would be active.

Implement manufacturers are displeased on account of the announcement of the new price schedule. When they received a concession of $5 per ton on bars about the middle of the year they entered hard and fast contracts to which they must adhere. Now they say their customers, having heard of a new reduction, are endeavoring to cancel contracts for implements, despite the fact that most of the steel has been delivered.

Saving Waste Paper Profitable

Market Conditions and Matter of Saving Are Queried—The Element of Fire Risk—What To-day's Prices Show—How Dealers Clubbing Together May Help

AN inquiry coming to hand this week re waste paper, will be of interest to more than the individual merchant who puts forth the queries. There have been two questions asked which read as follows:

1.—How will the market for waste paper be in the future?

2.—Will the price be worth the trouble of saving it?

Question No. 2 and Fire Risk

First of all it might be well to touch on one phase of the situation which should not be overlooked. It will probably help answer question No. 2, that is the question of fire risk. Baled waste paper will not burn—it may ignite and smoulder away slightly, but it is really in such shape when baled that it does not burn easily. This should mean the elimination of one item of fire risk—loose paper lying around and ready to spring into flames from the spark of a match carelessly discarded.

There is another point. The dealer has to get rid of his waste paper under any consideration, and probably burning is the method adopted. This means labor and careful watching—the baling and shipping of waste paper will not involve any more, if as much, labor.

What To-Day's Prices Show

And now the actual question—will the price be worth the trouble of saving it? The trouble end of the question is probably covered in the paragraph above. The price to-day is $10 per ton f.o.b. Toronto. The price has been higher and it has been lower, the law of supply and demand covering the operations of the market on waste paper as in every other marketable commodity.

What Net Returns to Expect

Taking $10 as the f.o.b. Toronto price then, and estimating freights from Port Hope, a point 60 miles away, and Trenton, a point 100 miles away. Carload rate from Port Hope is 11½c per 100 pounds on waste paper, or $2.25 per ton. From Trenton the rate is 14½c per 100 pounds, or $2.85 per ton. That means to the dealer selling $7.75 net per tons from a point 60 miles away, or $7.15 net per ton from a point 100 miles away. A minimum carload is 24,000 pounds.

How Dealers Clubbing Together May Help

You may say that you are attempting the impossible to fill a car. Get together with eight or ten of your fellow merchants, hardware, dry goods, men's wear, or stationers. If each one save a ton in two months' time that would mean six carloads a year for a net return to the merchants of from $85 to $93 per carload—really found money. There are few grocers who make much on sugar. There are few hardware merchants who make much on wire nails—why then not make a little on waste paper? Cut down your overhead, eliminate the little leaks which mean the difference between a really profitable business and one which is just making a living for the merchant?

Waste Paper Subject to Market Conditions

The first question, "How will the market for waste paper be in the future?" may be answered briefly by saying that this commodity is marketable the same as any other, and as such is subject to market conditions—in other words, supply and demand. Figures show that best marketing periods are from March to June, and September to December, these being periods on which greatest activity is shown in nearly every line of business. It would appear reasonable to expect that the market for waste paper will prove quite satisfactory and worth small amount of time involved in baling and shipping.

HOLD CONVENTION

Sales Force Harold F. Ritchie & Co. Gathered Together Last Week—Conditions Arising Out of Termination of War Discussed

The annual convention of the sales force of Harold F. Ritchie & Co., Toronto and New York, was held last week at Toronto. Those in attendance include four representatives from the New York office: D. C. Nixon, who has charge of the export business; E. B. Bredin, who covers the Southern States,

(Continued on page 64)

WEEKLY PAINT DEPARTMENT

Let People See Your Stock of Paint

Can You Rearrange Your Paint Department to Advantage?—How One Dealer is Making More Sales Than Ever—Great Opportunities Coming in 1919 For Selling More Paint

WHAT are you planning for your paint department for the new year? There is no such thing as standing still in business and if you do not go forward you must necessarily be slipping backward. Are you planning to make your paint department one of the real features of your store and one of the best paying branches? Are you going after the record paint trade that is anticipated in 1919 because of the building revival and the work that has been held up for four years? Paint dealers will have the best opportunity for making record sales of paints and varnishes in the coming year that they have had in a long time and many of them are planning to make the most of their chances. Some of the dealers seen by HARDWARE AND METAL are busy figuring out various plans for boosting business.

REARRANGING STORE

A Western Ontario dealer who during the summer changed the location of his paint department from the rear of his store to a more central location intends to again move it. This time it will be at one side and nearer the front of the store.

"I found that by putting the paint where people could see it that sales began to increase right away," he stated to HARDWARE AND METAL. "Many people who seldom bought paint here became interested in our displays and many good sales resulted. I was not selling as much paint as I should simply because many people did not know that I had the stock. As soon as we can get at it our paints will be given a prominent place in the store. I am going to keep the goods where people can see them and use more of the display matter sent out by the manufacturer. I am planning also to have special displays of lines suitable for interior work in the home arranged on tables, with brushes and we will have regular window displays.

IT WORKED WELL

"I got this idea of using display tables from success which followed displays of kitchenware. We had some stuff we wanted to clear and I set it out on a table one Saturday. Before the day was half over every piece was gone. From then on we have had displays of this kind continually and it has been a most satisfactory way of keeping the goods moving. Because I have been busy and short handed I have not had time to do the same with paints and varnishes, but as soon as possible in the new year our stock will be brought to the front and there will be regular displays of seasonable lines. I am satisfied that a neat arrangement on the shelves, backed by table displays and occasional window trims, will increase our sales greatly. You have probably noticed that while we carry a good stock of brushes it cannot be said that they are well displayed. I am going to let the people know that we have brushes and talk about them, too, to every customer who wants paint. Many of them never think about the brush until they get home unless we draw their attention to it in the store. I have many cases of people who have not got the results they should have from painting because they tried to do the work with an old, worn-out brush or one that was hard and unfit for use."

ANOTHER MAN'S PLANS

Another dealer intends putting on a special paint sale shortly with a view of getting rid of some lines which he has held too long. He plans to keep a list of the needs of all who have come in response to his sale and will use it for reference in a follow-up campaign in the spring.

Another dealer is getting a list of buildings which he knows will require painting. Among them are several schools and one or two churches. He plans to round up this business by seeing the proper people and getting them to work early on the clean-up and paint-up idea. He did this with considerable success last spring and plans to enlarge his field of action this year.

Boeckh's Sweeping Brooms for Household Use



The *Boeckh* line of Sweeping Brooms are becoming a necessary equipment in every Canadian home.

Their *usefulness* and *wearing qualities* have won favor with the *housewife* everywhere.

Boeckh's Sweeping Brooms are "making good"—backed by the Boeckh guarantee.

Why not become a Boeckh representative? It means further prestige for you.

The Boeckh Company, Ltd.
TORONTO, ONTARIO



The Name "Moore" Goes Far In Making a Paint Sale

A display of Moore's Paints and Varnishes in your window or on your shelves affords your prospect such a complete line of highest quality guaranteed paints and varnishes to choose from that an ultimate sale is always assured.

Moore's Paints dry hard but retain sufficient elasticity to prevent cracking or peeling. Thus they combine tip-top appearance with unbeatable wear.

The Moore Agency proposition will interest you. Write for particulars.

Benjamin Moore & Company, Limited
WEST TORONTO

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, December 26.—Turpentine is ruling very strong this week and is probably due for an advance. This, at least, is the expression of a large operator who stated to HARDWARE AND METAL that an increase was looked for within the next ten days. Linseed oil is unchanged and quiet. Spot sales are limited and the future seed markets are appreciably firmer. Little interest attaches to white lead or putty and this is likewise true of mixed paint and varnishes.

Linseed Oil Holds; Future Market Strong

Montreal.

LINSEED OIL.—The future markets are showing much strength as regards flaxseed. Spot seed is less firm and this is accounted for largely because of the quiet conditions that prevail from a trading standpoint. The oil market is ruling with little interest and there is no change of price. The spread is from $1.62 to $1.73 on raw, in small lots.

LINSEED OIL

Raw, Imp. Gallon—		
1 to 4 bbls.	$1 62	$1 73
5 to 9 bbls.	1 61	1 73
10 to 25 bbls.	1 60	1 73
Boiled, Imp. Gallon—		
1 to 4 bbls.	1 64½	1 76
5 to 9 bbls.	1 63½	1 76
10 to 25 bbls.	1 62½	1 76

Turps Very Firm; May Go Higher

Montreal.

TURPENTINE.—The market is firmer than ever and in the absence of an er than ever and in absence of an active demand it is still holding. The tendencies are to higher levels, and some are even asking more now, while the immediate prospect is for an advance right after the first of January. This, some say, may be from 7 to 10c per gallon.

Turpentine.	Per Imp. Gal.	
1 to 4 barrels	$1 05	$1 18
Small lots	....	1 17

(Packages extra)

Little Putty Sold; Holds Its Basis

Montreal.

PUTTY.—Little movement can be looked for at this season of the year and there is no promise of an early change being made in the quotations. There are ruling steady and unchanged, with the usual differentials.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Basis Still Same On White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—Steady and unchanged basis obtains here for this commodity. A few quantities are asked for and the movement is seasonable, but on the quiet order. Five-ton lots of standard grade are selling on the basis of $17 per 100 pounds; ton lots at $17.50, and less quantities are quoted $17.85.

Little Activity in Mixed Paints, Etc.

Montreal.

MIXED PAINTS.—There is little interest at this eleventh hour in the paint market and the trade is confined to the usual odd business of small proportions which always obtains in late December. The season has been a good one and a better one is now anticipated for 1919.

TORONTO

TORONTO, December 26.—Steady markets are revealed this week, linseed oil finally settling down to a firmer basis with the opinion general that early in the new year somewhat higher prices may be expected. Turpentine markets in the South are closed but the latest news coming through showed a firmer tendency with some higher prices asked. Locally there has been no change. White lead in oil is without change this week and putty is in a quiet mood. Mixed paint sales for spring have been very good and outlook seems promising for 1919.

Steady Market in Linseed Oil

Toronto.

LINSEED OIL.—After a period of marked fluctuating the market on linseed oil seems to have settled down to a steadier basis and this week quotations are unchanged from levels established a week ago. The seed market is one of fair strength, though declines seem to vie with advances for the honors in excitement. However, the changes either way are not of such a wide nature as formerly apparent in the exchanges and future seed generally shows a strong tendency. The opinion is very general and quite pronounced that about the lowest point has been reached in oil and that the first of the year when the demand becomes active again will see prices reach higher levels. Quotations for the week are ranging at the following levels:

Linseed Oil—	Raw Imp. gal.	
1 to 2 barrels, gal.	$1.64	$1.70
3 to 5 barrels, gal	1.68	1.69
	Boiled Imp. gal.	
1 to 2 barrels, gal.	$1.66½	$1.73
3 to 5 barrels, gal.	1.65½	1.72

Add 10c gallon in smaller quantities.

Turpentine Holds Firm, Unchanged

Toronto.

TURPENTINE.—There is little new to report in the situation on turpentine. The exchanges in the South are closed over the holiday, and what the tendency may be is not definitely known. Latest advices reaching this market showed a firm market with prices tending upward. If shipping space can be secured for export business prices will more than likely go much higher. An active demand after the first of the year will more than likely keep prices moving up somewhat at any rate. Locally there have been no new developments to record. The demand is limited, the supply ample, and prices are unchanged at following levels.

Turpentine—	Imp. gal.
1 barrel (barrel included)	$1.07-$1.10
2 to 4 barrels (barrels included)	1.06- 1.09
5 gallon lots	1.17- 1.20

Mixed Paint Holding Steadily

Toronto.

MIXED PAINT.—A very steady tone is noticeable in the situation on mixed paint. Manufacturers indicate that final efforts of their salesmen for the year have resulted in rolling up a splendid volume of business for spring. Efforts now are being directed towards meeting the requirements of the trade and it is felt that 1919 offers an opportunity for heavy sales of paint which retailers will develop aggressively. Prices have held at firm levels, figures shown in current market quotations revealing no change.

Unchanged Position in White Lead in Oil

Toronto.

WHITE LEAD IN OIL.—No new de-

And Now to Rebuild What War Has Wrecked

TO restore the world to a normal, commercial condition requires sound purposes, sane effort—and a vast amount of unselfish co-operation.

The reconstruction problem is even more complex than the problems of war.

We have many buildings to erect, mighty rivers to harness, much road-building to complete, vast industries to establish—thousands of human beings to transplant from army life to the useful occupations of people.

A flood of business–dammed up for four years by war—will be let loose upon our manufacturing institutions.

The immediate future holds wonderful opportunities—but it also will bring grave responsibilities.

Canada—because of her wealth of resources—must do more than her share in the task of reconstructing a world that war has torn asunder, and laid waste.

In order that our part shall be performed with profit and prestige, it is essential that every individual and every concern shall throw the full weight of an unselfish endeavor into the Herculean effort that now becomes at once Canada's duty and her privilege.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

velopments have been recorded in this market this week, and little change is anticipated prior to the turn of the new year. The market on lead has receded still further in the United States, and it seems probable that local conditions will reflect this situation. Linseed oil, however, seems to have steadied down, and some think that about the lowest point has been reached in this. A quiet and steady situation in white lead in oil seems probable for some time.

Glass Unchanged; Putty is Quiet

Toronto.

GLASS, PUTTY.—The market on window glass remains steady and without any quotable change in evidence. The undertone to the situation is one of strength and it seems possible some announcement may be made at an early date as to probable trend of prices for next blow. There is little moving. Putty is quiet, very little demand being in evidence and prices holding steadily at unchanged levels shown herewith:

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

Employees of Steel Company of Canada Hold Annual Five Pin Tournament

THE annual Christmas five-pin tournament of the Office and Works' employees of the Swansea branch of the Steel Company of Canada, Limited, was held last Saturday evening at Saunders' Academy, eleven two-man teams participating.

The first prize, consisting of a turkey for each of the winners, was carried off by J. Glenny and L. McDermott with a total of 811. The second prize, a pair of chickens each, was won by Garnet Ross and Robt. Fawcett, with a score of 805. After leading for the first two games C. G. Knott and J. Smythe fell away in the last game, finishing third with 752, thereby winning a box of cigars each. W. F. Hodgson secured the prize for the highest individual score. 481 points. He and Fred Forbes came fourth, but Fred did not come fast enough to land any of the poultry. The booby prizes, consisting of a box of cigars each, went to T. Blackwell and D. Sloan.

The prizes were very ably presented by W. A. Rowland, works manager, who in turn was very much surprised when he was presented, on behalf of the employees, by Judge T. F. Hodgson, of the city office, with a silver mounted silk umbrella, as a slight token of their appreciation and regard. Mr. Rowland expressed his thanks and stated that he was still wearing the gold ring which the employees gave him several years before, and that he was very proud of same.

The teams with the scores for the three games are shown below:

The scorers were P. O. King, of the Kennedy Hardware Company, and Judge Hodgson and H. D. Macdonald, of the Steel Company's city office.

Team	Office		Works		Total
1	J. Glenny	425	L. McDermott	386	811
2	R. Fawcett	380	G. Ross	425	805
3	C. G. Knott	425	J. Smythe	327	752
4	W. F. Hodgson	481	F. Forbes	268	749
5	J. Davidson	416	G. Brown	305	721
6	W. Hunter	417	W. M. Vaisey	236	653
7	O. Henry	320	E. Phillips	331	651
8	G. Hood	396	G. Stephens	251	647
9	A. McPherson	388	H. Pennal	250	638
10	T. Harte	355	J. Hevenor	261	616
11	T. Blackwell	276	D. Sloan	284	560

Seeds to Sell in 10c Packages

The 5c. Package a Thing of the Past—Idea to Develop a Standard Package—Reasons for High Price of Seeds

FROM information available to date it is understood that a higher selling price has become necessary on seeds and all Commission Packets will be sold at 10c per packet during the coming season. It is understood that the Seed Commissioner at Ottawa has been anxious to have the Canadian Seed Trade adopt a standard packet and this idea will be conformed with. It is stated, however, that the new packet will contain considerably more seed than at former prices.

Prices of high grade seeds will remain high for the coming season, but it seems evident that there will be sufficient for all. In the staple varieties of vegetable seeds there will be no shortage. England and France have been able to send fair quantities of all kinds of garden seeds. United States growers have extended their operations and Canadian grocers are also branching out. From Denmark shipments during the past two years have been prohibited. The finer sorts have come from this source, the Danish growth being an advanced process, cauliflower and cabbage being two vegetable seeds in great demand from this market. It seems possible that there may be a limited quantity released for coming season's requirements and upon which the Danish Government are setting values. The prices will be high.

Holland has not been the factor in supplying seeds during the past two or three years which she formerly was. One dealer reported receiving a shipment last August which was due the preceding December, or one year ago now. It is believed that few, if any, orders are now placed in Holland awaiting shipments.

It is indicated that the United States Government has placed an embargo on the export of clover seed and whereas there is a fair supply available, unless there is some modification of this embargo there may not be sufficient to meet the requirements of the trade. There would appear to be plenty of alsike available.

There have been many factors contributing to the present high prices of seeds. The past season was an unfavorable one for growing in both England and France, where the bulk of the seed is grown. Added to this was the smaller acreage allotted to the growers. The price of cereals has been very high and garden seeds naturally react upward as a reflection of this condition.

Handling charges are very high, the labor which goes into the testing, packing and distributing representing a considerable percentage of the ultimate cost. The package has increased materially, too, paper, lithographing and printing adding their quota to the higher cost.

The seeds themselves are very much higher, vegetable seeds ranging from twice to ten times pre-war figures and there is no indication that much lower values will be possible for a long time to come. Most certainly the coming season will not witness any decline in prices and beyond that indications are that lower levels will come gradually.

HOLD CONVENTION

(Continued from page 59)

and W. L. Bredin and Mr. Meath, who cover the New England States. The Canadian representatives include W. H. L. Usher, Maritime Provinces; C. G. Armstrong and R. A. Sonne, Montreal and Quebec province; S. D. Steinberg and F. G. Erskine, Eastern Ontario; R. W. Brown, F. D. Le Gassie, Mr. Dill and Mr. Miller, Toronto; Joseph F. Johnson and H. C. Emerson, Western and Northern Ontario; Harry Davis, Manitoba; J. J. Wood, Alberta and British Columbia; in addition to H. F. Ritchie, W. J. Millsap, J. L. Lane and S. G. Ainsley, who direct from the Toronto office.

A general discussion on all topics was undertaken with special reference termination of the war. Meetings were addressed by Mr. Shiriff, of the Imto conditions which may arise out of the perial Extract Co.; Mr. Palmer, of the Hooton Chocolate Co.; Mr. Ketchum, of the Sunset Dye Co., New Rochelle, N.Y. Enthusiasm and optimism are, it is said, predominating factors around which the 1919 program is being worked out.



Varnish Insurance

Berry Brothers' label bears the same relation to varnishes and their allied products as the sterling mark to silver. It is trusted by all classes of varnish buyers and users, because it is a sure protection against inferior varnishes, stains and enamels. It is also a safe guide to quality and efficiency in every varnish-using industry. The long record of all Berry Brothers' Finishes for complete dependability is a sales-making asset for the dealer.

PARTIAL LIST OF DISTRIBUTORS OF BERRY BROTHERS' PRODUCTS

Sanderson, Pearcy Co., Ltd -	Toronto, Ont.	Wood, Vallance & Co., Ltd. -	Winnipeg, Man.
Frank A. Gillis Co. - - -	Halifax, N.S.	Hunter, Henderson Paint Co. -	Vancouver, B.C.
Marier & Tremblay - - -	Quebec, Que.	Dartnell, Ltd. - - -	Montreal, Que.
Revillon, Ltd. - - -	Edmonton, Alta.	Lariviere, Inc. - - -	Montreal, Que.
J. H. Ashdown Hdwe. Co. - -	Calgary, Alta.	L. Levasseur Co., Ltd. - -	Montreal, Que.
Hudson's Bay Co. - - -	Calgary, Alta.	L. H. Gandry & Co. - - -	Quebec, Que.
Wood, Vallance & Adams - -	Calgary, Alta.	Moose Jaw Hdwe., Ltd. -	Moose Jaw, Sask.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

WALKERVILLE, ONT.

(723)

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25%; B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.			
3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.
F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 13c to 90c a lb.

BARS, CLOTHES

No. 4, dozen	$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb. $1.70-$1.90
Cut Lace Leather, lb. $2.00-$2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz.	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net lists.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list. $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...12-14c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base $0 40
Rods, base ½ to 1 in., round 0 37
Tubing, seamless, base 0 48
Copper tubing, iron pipe size, base, ¾ in. up to 3 in. 0 52
F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy ....$14.50-$17
30-gal. Standard 14 00

BOARDS (Wash), Zinc

	List Doz.
Pony	$2 25
Improved Globe	4 90
Neptune	4 90
Standard Globe	4 90
Original Globe	5 40
Jubilee	5 50
Newmarket King	5 50
Western King (enamel)	7 00
Beaver (brass)	7 00

List plus 5%. F.O.B. Newmarket.
F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3%.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN	Fire Welded Proof Coil Mont'l	Tor'to	B.B.B. Fire Welded Mont'l	Tor'to
3-16 in.	$22.75	$17.00	$.....	$.....
¼ in.	16.75	14.50	21.75	23.70
5-16 in.	14.15	12.50	19.00	18.35
⅜ in.	13.00	11.50	15.90	14.00
7-16 in.	12.75	11.30	15.65	13.80
½ in.	12.50	11.15	15.50	13.65
5/8 in.	12.35	10.95	15.25	13.15
⅝ in.	12.25	10.70	15.10	13.20
⅞ in.	12.05	10.60	15.00	13.10
1 in.	11.90	10.50	14.85	13.00

Electric Welded

	B.B.	B.B.B.	
3-16 in.	$18.00	$19.00	$..... $.....
¼ in.	14.95	16.00	16.20 .....
5-16 in.	12.55	13.50	13.80 .....
⅜ in.	11.35	12.25	12.60 .....
7-16 in.	11.10	12.00	12.35 .....
½ in.	10.95	11.80	12.20 .....
5/8 in.	10.70	11.55	11.95 .....
¾ in.	10.40	11.25	11.65 .....

Montreal and Toronto

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
5/8 in.	12.25	.....

Electric Welded B.B.B.—Chain ¼ in., $13.75; 5-16 in., $12; F.o.b Toronto.

Cow ties, 5, 10%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl. $2.80-$2.95 in car lots; $3.40-$3.50 bbl. in small lots Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. Wood Drills, 37½%.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.
St. John, N.B., 20%.

CHOPPERS, FOOD Universal (doz.)

No. 0	$19 25
No. 1	23 30
No. 2	28 35
No. 3	36 45

F.O.B. Montreal, Toronto.

Russwin—

No. 0	$19 20
No. 1	23 40
No. 2	28 20
No. 3	36 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6.85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 65
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER .. ... Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.	$43 50	$43 00
Plain sheets, base, 16 oz. and heavier ..	48 00	46 00
Copper sheet, tinned, 14x60 in., 14 oz.	49 00	.....
Copper sheet, planished, base 16 oz. and heavier	58 00	46 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

	Montreal	Toronto
Prices nominal.		
Ordinary, 52 sheets.	$11 75	$ 9 50
Do., 60 sheets.	.....	9 65

	Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	.....
IX, 20x28 base (nominal)	...
IXX, 20x28 base (nominal)	..
IXXX, 20x28 base (nominal)	

F.O.B. Toronto

Raven and Murex Grades—

IC, 20x28 base, 112 sheets	..
IX, 20x28 base, 112 sheets	..
IXX, 20x28 base, 56 sheets	..
IXXX, 20x28 base, 56 sheets	

(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C. 20x28, 112 sheets....$30 00
F.O.B. Toronto.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheets $28 00
F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base ..	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London Hamilton

CROWBARS, $10.50 per 100 lbs

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.

Ready Now!

To Quote On Your

1919

Requirements of

BABBITT METALS, SOLDERS and WHITE METAL ALLOYS

—either on flat price or sliding scale. Give quantities and metals you will need over 1919 with complete specifications. We will then make you an attractive proposition, by letter or in person. Anyway, file our name for quick quotations on all non-ferrous metals and alloys.

THE CANADA METAL CO., Limited

TORONTO

BRANCH FACTORIES: **Hamilton Montreal Winnipeg Vancouver**

GLASS

of

Every Description

for

Building Purposes

We can take care of your requirements from our branch warehouses and make prompt shipments.

We stock and manufacture Plate, Bevelled Plate, Mirrors, Window, Figured, Leaded, Wired and Prism Glass.

Catalogues and price lists will be sent free upon application.
WRITE, PHONE OR WIRE your wants.

HOBBS MANUFACTURING COMPANY, LIMITED

Montreal Toronto London Winnipeg

DOORS,

See Screen Doors.
F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	25-27½%
Black Diamond	25-27½%
Delta Ffles	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 15-20%; cast bushings, 15-18%; unions, 30%; plugs, 10-15% off list. Net prices: Class B, black, 27-28c lb.; Class C, black, 18-19c lb.; galvanized, Class B, 37-39c lb.; Class C, 27-28c lb. Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's

HANGERS, BARN AND PARLOR

	List
Atlas. No. 0	$13 30
Atlas. No. 1	13 80
Atlas. No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap	Tee
	Doz. pairs.	
4-inch	$2 70	$2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., $4.80; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 25%.

F.o.b. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $10 50 11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller Less 20c
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heav yiron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-Hght "XL" steel	1-6	8 20	8 45
Fetherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight(front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2, and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	$23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2.30-2.40
Mrs. Potts, handles, japanned, doz.	1.50-1.65
Sad irons, common, plain, 3, 4, and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each, $4 00	4 10
Canadian Beauty Electric Irons—Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Crescent	0 19
Household	0 19
Standard, 4-12 ft.	0 21
Electrician	0 20
Heavy duty	0 47
Extension	0 35
Perfect, 6 to 10 ft. only	$0 31
Hercules, 4 to 10 ft.	0 33
Hercules, 12 to 14 ft.	0 28
Faultless, 4 to 10 ft. only	0 29
Ontario, 4 to 10 ft. only	0 26
Shelf Lock, 4 to 8 ft. only	21

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Extension Ladders	Per ft.
Up to 32 ft.	0 23
36 to 40 ft.	0 26

F.O.B. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	18 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.z; 6 dozz. cases, 30c doz.

Cold blast, genuine ruby $4.75

F.o.b. Toronto, London, Hamilton, and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$1 90-$2 05
Steel Thumb, No. 3	2 50- 2 75
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING) List Each

Canadian	$10 00
Dowswell	10 00
Noiseless	15 50
Hamilton	12 00
Ottawa	10 50
Peerless	10 50
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	107 00
Seafoam, engine drive	49 00
New Idea, electric	134 00
Sunshine	9 50
Popular, No. 1	10 50
Popular No. 2	10 00
Economic	12 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	50 50
Do., do., electric	108 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	55 50
Perfection, engine drive	15 50
Gem	16 50
Winner, plain	13 50
Connor Improved	10 00
Jubilee	9 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 25
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, doz.	$38 10 39 60
No. 8, doz.	46 40 48 60

MOPS

O-Cedar, doz, net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 00 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 60 3 35
Crank wringing, doz.	6 90

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.50 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.55 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $5.62½.

Sault Ste. Marie, Port Arthur, Fort illiam, $5.55 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.85 base; Toronto, $5.85 base; London, $5.85; Hamilton, $5.85; no equalization of freights.

Roofing Nails—American, large head, keg, $9.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%.

Lowe Brothers Paints

Look to the Future!

A spirit of optimism is abroad in the land. The Heroes who have done their bit over there are coming home and creating a spirit of good-fellowship, joy and happiness within Canadian Households everywhere. Canada has no need to fear for the future. Our resources are unlimited. It behooves us one and all to preach this spirit of optimism—to think it—to act it—to live it, and above all—sell it.

You can best do that through Lowe Brothers' Paints.

Their brilliancy of color—their lasting, durable and satisfying qualities will prove a factor, a helping to "carry on" this helpful spirit.

Now is the time for you to become acquainted with Lowe Brothers' Paints. A stock of interior paints on your shelves, with the resultant sales to be made from our especially fast selling lines, will mean added prestige to your paint department before the busy spring rush sets in.

Look over the following list and write us for information and prices. We are sure our agency proposition will interest you. Ask about it.

H·S· Lowe Brothers LIMITED

"The Little Blue Flag Sign
Outside your door,
Will guide the new Customers
Into your store."



High Standard Interior Paint	L-B Drying Floor Paint
Mellotone	Seal-cote
L-B Wagon Paint	Auto-Carriage Gloss
Oil Stains	Vernicol Stains
Graining Color Sets	Aluminum Paint
Gold Paint	Enamels for Furniture and Interior Purposes
Oil, Japan and Distemper Colors	Paint and Varnish Remover
Dry Colors	

Lowe Brothers LIMITED
TORONTO

DAYTON BOSTON NEW YORK CHICAGO KANSAS CITY

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
4	1¾"	10 00
3	1⅞"	$20 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch...	10 50	36 inch...	$15 00
30 inch...	12 75		

½ inch mesh and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	$10 00- 10 50

F.o.b. Montreal, Toronto

OILS

	Montreal	Toronto
Royalite, gal.	0 19½	0 18½
Palacine, gal.	0 22½	021½
Gasoline, net, gal.	0 34	0 38
	List	Gallon
Black oil (Summer)	0 19½	0 18½
Black oil (Winter)	0 20½	0 19½
Imperial Kerosene Tractor	0 55	
Capital cylinder	0 62	0 61
Machine oil, regular grades	33½-42½	32½-41½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 29	0 28

List, less 15% on above.

Polarine Oil, list		0 90
Polarine Oil, heavy, list		0 90
Gargoyle Mobiloil, list		1 33

List, less 25% on above.

Fuel oil, bbls. net	0 14½	0 12½
Fuel oil, tank cars, net	0 13	0 11

OLD MATERIALS
See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 62- 0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 77- 0 83
Surprise Fibre	0 67- 0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	0 15
Carpet Felt, 16 oz., per 10 lbs.	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—	
5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50
Rock—	
7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 37

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Wrot. Iron Blk.	Wrot. Iron Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	$.....
¼ in..	5 22	7 35	5 52	7 65
⅜ in..	5 22	7 35	5 52	7 65
½ in..	6 63	8 20	7 06	8 71
¾ in..	8 40	10 52	8 97	11 09
1 in..	12 41	15 56	13 26	16 41
1¼ in..	16 79	21 05	17 94	22 20
1½ in..	20 08	25 16	21 45	26 54
2 in..	27 01	33 86	28 86	35 71
2½ in..	43 29	54 11	.....	.....
3 in..	56 51	70 76	.....	.....
3½ in	71 76	88 78	.....	.....
4 in..	85 02	105 19	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Wrot. Iron Blk.	Wrot. Iron Gal.
2 in..	$31 82	$38 80	$33 70	$40 20
2½ in..	47 97	58 21	50 90	61 10
3 in..	62 73	76 12	66 66	79 90
3½ in..	78 20	96 14	82 80	100 00
4 in..	92 65	114 00	98 10	119 00
4½ in..	112 00	137 00	125 00	149 00
5 in.	130 00	159 00	145 00	174 00
6 in..	169 00	206 00	188 00	226 00
7 in..	219 00	268 00	243 00	292 00
8 L in..	230 00	281 00	255 00	306 00
8 in..	265 00	324 00	294 00	353 00
9 in..	317 00	388 00	.....	.....
10L in.	294 00	360 00	326 00	392 00
10 in.	379 00	464 00	420 00	505 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Net list.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Medium and extra heavy pipe, 2 to 6 inch	15%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	Net list

F.O.B. Toronto, Montreal

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 40
McCombe Sp., 1-ply	1 75
McCombe Sp., 2-ply	2 00
McCombe Sp., 3-ply	2 25
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 35
Black Cat, 3-ply	2 65
Black Diamond tarred felt	4 10
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal. in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal.

ROPE

	¶ lb
Pure Manila basis	37
British Manila basis	31
New Zealand hemp basis	31
Sisal basis	25½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	25½
Double lath yarn	26
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	48
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Italian rope basis	On application
Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	75 77½
¼-in. and up	74 76½

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 45% on list. list.

B. & A. sandpaper in rolls

B. & A. emery cloth, 37½% on list.

per cent. on list. F.o.b. Toronto, Montreal.

SCALES

	Scale List	Stamping extra
Champion—		
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 5%: Standard scales, 10% discount: Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	15 50

F.o.b. Toronto, London.

SCREEN DOORS

Kasement, No. 1, 2 ft. 8 in., $28.80; 2 ft. 10 in., $30.00; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS

	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	10
Hexagon cap	10

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$9 50
U.S. 28	9 20
U.S. 26	8 90
22 and 24	8 70
18 and 20	8 60
16	8 45
14	8 35

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$8 35
16 gauge	11 20	8 45
18-20 gauge	11 20	8 60
22-24 gauge	11 40	8 75
26 gauge	11 60	8 90
28 gauge	11 90	9 20
10¾ ozs.	12 25	9 50

Add 25c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbam "best-bes"
16	$12 55		$12 55
18-20	12 55		12 55
22-24	12 25		12 25
26	12 25		12 25
28	13 00		13 00

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES

	Per square
Standard galvanized	$11 00
Shipping weight, 90 lbs.	
Standard painted	8 50
Shipping weight, 80 lbs.	

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$9 25
Standard painted	7 50

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64½ lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

	List each
Oil Burning Cooking	
Perfection No. 32, 2-burner	18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount 25% off list.

Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto.

Ottawa

	List
Oil Burning Heaters.	
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.

Freight allowed on shipments of 24 heaters.

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

Alex. McArthur & Co., Ltd.

TRADE A&M MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND

TARRED FELTS

and SHEATHINGS

Made at our own Paper Mills.

SAVE COAL

BY USING

BUILDING PAPER

Automobile SKATES

The only skates with aluminum tops. The ideal gift, light, graceful and strong.

Canada Cycle & Motor Co.

LIMITED

Montreal, Toronto WESTON Winnipeg, Vancouver

A Good Line of Varnish

A Varnish for every purpose
Perfect Uniformity
Every gallon tested
The Varnish that lasts longest

DOUGALL VARNISH

You'll be interested in our dealer proposition
Drop us a post card for it.

The Dougall Varnish Co., Ltd., Montreal

QUALITY DOUGALL VARNISHES FIRST

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	....
Hollow Back Scoops	25 and 25	....	25 and 25
Sand Shovels	25 and 25	....	25 and 25
Hollow Back Shovels	25 and 25	....	25 and 25
Hollow Back Coal Shovels	25 and 25	....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	36.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings. Cyco Ball Bearing	$51 00
Boudoir, Nic., Cyco B.B.	48 00
Club, Jap. Cyco Bearing	108 00
Champion, Nickeled Fittings	43 00
Champion, Japanned Fittings	36 00
Elite, Nic., Cyco B.B.	54 00
Grand, Nic., Cyco B.B.	64 80
Grand, Jap., Cyco B.B.	57 00
Grand Rapids, Nic., Cyco B.B.	48 60
Grand Rapids, Jap., Cyco B.B	41 00
Parlor Queen, Nic., Cyco, B.B.	54 00
Princess, Nic., Cyco B.B.	49 00
Standard, Nickeled Fittings	45 00
Standard, Japanned Fittings	38 00
Universal, Nic., Cyco Bearing	46 00
Universal, Jap., Cyco Bearing	39 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	$108 00
Household, Jap.	96 00
Superba, Nic.	126 00

F.o.b. factory Niagara Falls, Ont., Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b Toronto, Hamilton, London.

TACKS

	Discount
Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917—Net list.	
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount. F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		Net List

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

	Doz. with chain
Victor, No. 1	$2 60
Jump, No. 1	3 45
Hawley & Norton, No. 1	4 05
Newhouse, No. 1	5 55

F.o.b. Toronto, London, Hamilton Montreal.

TWINE (BINDER)

	Per lb.
500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 75-77-80¾

4-ply, wrapping, lb. 79-81¼-85

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES

	%
Ground work	40
Compression work, standard	45
High grade	41
Cushion work	40
Fuller work, standard	43
High grade	36
Basin cocks, No. 0 Standard	38
High grade	38
Bath cocks	48
Flatway stop and waste cocks, standard	47
High grade	45
Roundway stop and waste cocks, standard	45
High grade	45
Brass steam cocks, standard. 10% advance on list	
Radiator valves, standard	10
D., removable seat	Net list
Patent quick opening valves.	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc. 5% advance on list	

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 40-10%.

Colonial, 27½%.

Imperial Ware, 27½%.

Pearl, 27½%.

Premier, net list.

Canada Ware, net list.

Diamond, net list. White Ware, 45%

Japanned Ware, list plus 30%.

Japanned Ware, White, list, plus 40%.

Plain and Jap Sprinklers, list plus 30%.

Barb $6.75

Stamped Ware, plain, 45%.

Stamped Ware, retinned, 40%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 45%.

Tinners' Trimmings, retinned, 40%.

Tinners' Trimmings, general, list plus 20%.

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list, plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 70%.

Sheet Iron Ware, list, plus 20%.

Pieced Ware, ordinary, list, plus 50%. Fry Pans, 40%.

Soldiers, steel, net list; cast iron, 10%.

Fire Shovels, Japanned, list, plus 20%.

Steel Sinks, painted, list plus 25%.

Steel Sinks, galvanized, list plus 25%.

Light Galv. Pails and Tubs, list plus 30%.

Heavy Galv. Pails and Tubs, list, plus 20%.

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 40%.

Galv. Coal Hods, list, plus 50%.

Paper Lined Boards, 30 and 10%.

Wood Lined Boards, 30%.

Stove Pipe, patent, per 100, 6 in., $22.38; 7 in., $23.87.

Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.

Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...

Stove Pipe Thimbles, 45%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼-in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.20; ⅞ in., $18.20; 15-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 33 1-3 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.35
Section, ½ lb. per 100 lbs.	5.50- 5.85	5.50	6.00
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	4.25

WHEELBARROWS

Navvy, steel wheel, doz.	$58 20
Garden, steel wheel, doz.	67 20
Light garden, doz.	64.20

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	9 00
No. 19	9 50

Hay Wire in Coils

No. 13	6 85
No. 14	7 00
No. 15	7 20
No. 16	7 45

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

List of extras in 100-lb. lots, net

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 10

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire.

	Toronto
No. 9 pl. galv.	5.35- 6.75
No. 12 pl. galv.	5.50- 6.15
No 13 pl. galv.	6.00- 6.25
No. 9 coil sp.	5.50- 6.00
No. 12 coil sp.	5.80- 6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 75

Fence staples, galvanized 6 50

In 25-lb. boxes add 50c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.....10%

Brass wire, 8 to 24 gauge, add 40%

25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	$3 25
In 50-ft. rolls	3 30
Galvanized, per 100 sq. ft. in 100 ft. rolls	4 75 5 50
Bronze, sq. ft.	0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	68 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$15 00	18 in.	$35 00
10 in.	17 40	24 in.	50 60
14 in.	24 45		

Coes—	Doz. net		Doz. net
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		

Stillson—	Each	Doz. net
6 in.	$1 20	$14 00
8in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 35	50 60
36 in.	....	94 20
48 in.	....	139 20

May the Spirit of Freedom guide our friends to Happiness and Prosperity through the coming year and a bountiful share of this world's goods that must come to us through the opportunities that are ours in the upholding of the flag that has brought honour and peace to our country.



"The Right Paint to Paint Right"

MAKERS

A. Ramsay & Son Co.

PAINT AND VARNISH MAKERS SINCE 1842

MONTREAL

Toronto **Vancouver**

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID

Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	14-16

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 25
Chrome green, pure	0 35
Chromc yellow	17-31
Brunswick green, 100 lb. k..	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k..	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	3½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs	7-8c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—

Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5 lb. irons	0 20

F.o.b. Montreal, Toronto.

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs	$28 00
Case No. 8—100 ½-lb. pkgs	31 00
Case No. 9—200 ¼-lb. pkgs	38 00

Discount.

French medal (prices withdrawn)	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	24

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
01 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE	
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 10 0lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure	$17 50	$17 80
Crown Diamond	17 50	17 80
Crown, pure	17 50	17 80
Green Seal	17 50	17 80
Ramsay's Pure	17 50	17 80
Moore's Pure	17 50	17 80
Tiger, Pure	17 50	17 80
O.P.W. Dec. Pure	17 50	17 80
Red Seal	17 50	17 80
Decorators' Pure	17 50	17 80
O.P.W. English	17 70	18 00
Elephant Genuine	18 00	18 30

B.B. Genuine lead, less than tons, $19.70, Toronto; $19.40, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	16 00	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Pound	Pound
Barrels, 600 lbs.	....	0 24¼
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29¼
2s	....	0 31
1s	0 52	0 32¼

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 40
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 30
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 05
Moore's House Colors, colors	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 25
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 30
O.P.W. Flat Wall, white	3 30
O.P.W. Flat Wall, colors	3 10
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white	4 30
Martin-Senour, 100%, colors	4 05
Martin-Senour, Porch aint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams Floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros. H.S., colors	4 05
Lowe Bros. Hard Drying Floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	C.P. Berger's and Munro's Per lb.	
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250		
In 50 lb. and 100 lb. drums	0 61¼	0 62
In 25 lb. drums	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY	Montreal Standard	Toronto Less than tons
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk, 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c, Hamilton 30c London and Windsor 40c per 100 lbs over Montreal quotations.

ROSIN	
Barrels, 100 lbs.	$6 90
Less, per lb.	0 08

SHELLAC	
Pure White, gal.	5 15
Pure Orange, gal.	4 75

Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	3 25
O.P.W. Presto	3 00
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.45
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 00
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 60
Sun Varnish	2 60
Sun Spar	4 63
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	2 65
Jasperite Pale Hard Oil	1 90
Jasperite Indestructo Floor Finish	2 65
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 86
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 47
Rexspar	4 62
Sear-Not	3 34
Kyanize Spar	4 95
Kyanize Cabinet Rubbing	3 85
Kyanize Interior	3 85
Luxeberry light	3 80
Luxeberry granite	3 52
Luxeberry spar	4 95
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto

WATER PAINTS	
Opalite, 300 lb. bbls.	0 18½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21

WHITE	
XXX	0 20
XX	0 19
X	0 17½
XC	0 16
Japanese	0 15
XXX Extra	0 21
X Grand	0 19¾
XLCR	0 18½
X Empire	0 17¾
X Press	0 16

COLORED	
No. 5	15
No. 1	14
No. 7	13
No. 1A	11½
No. 1B	10½
Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	10½

Above lines subject to trade discount for quantity.

WAX	Per lb.
WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 35
Old English	0 53 0 62
Johnsons	0 57 0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls	$2 50

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls.	$3 00
WOOD ALCOHOL . per gal.	
In five gallons	$1.80-$1.90
In barrels	1.70

$4 extra for barrels
F.o.b Montreal, Toronto, London.

Linseed Oil

THE CANADA LINSEED OIL MILLS LIMITED
MONTREAL & TORONTO
WARRANTED PURE LINSEED OIL

"Warranted Pure"

is the slogan of this Company

RED S BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 60 lbs. and up, 27c per lb.; clip horn, 28c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Dougle Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.50 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. 27% extra.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.65 per lb.; cut, $1.85 per lb.; rawhide, sides, $1.60; cut, $1.80.

Blue Stone (Vitriol) 12c p.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 20%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 75c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. bbls., 30c lb.; 100-lb. bbls, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

er 100 lbs., $3.25.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 10% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$12 00
28 Am. or 26 Eng.	11 50
26 Am. or 26 Eng.	11 20
24	11 05
22	11 05
18 and 20	10 90
16 Am.	10 75

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set. $2 10

Mrs. Pott's No. 50, set. 2 25

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25. Dash-board	17 50
Short Globe, doz.	18 00

LEAD PIPE, $15.40.

LEAD WASTE, $16.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 30
3	2 95
4	5 25
Barn Door	
5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 65
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.80 base; Winnipeg, $6.25 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $5.30; 36 in., $6.75; 48 in., $8.00; 60 in., $9.50; 72 in., $10.80.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 50c; "B" Caster machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 51½c; Prairie Harvester oil, 52c.

PAINTS

Stephens' Gut White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.40; Silkatone, $3.40; Stephens' Barn Paint, $1.85.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)

PAINT UP!

The Boys Are Coming Home

If you are alive to the situation this means more paint sales for you. In every locality where there is a paint dealer, there are homes awaiting the return of loved ones from the battlefields of Europe. Walls, floors, ceilings, and furniture in these homes are in need of brightening up.

It's up to you—to make the proper display and suggestions, enabling the *welcome home* to be more effective.

Recommend—

Stephens'

REGISTERED TRADE MARK

Interior Paints, Varnishes, Stains, Wall Colours, and Enamels.

There's a reputation back of Stephens' Products that makes satisfied customers and produces more business.

Stephens' Paints are known the country over as good value for the money, because — they are made from the best materials — are easy to apply — look good and possess lasting qualities far out-numbering cheaper paints.

We have a very attractive agency proposition. May we send you particulars?

G. F. Stephens & Co.
Limited
Paint and Varnish Makers
WINNIPEG - CALGARY

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 00	$ 8 35
⅜ inch	6 05	8 45
½ inch	7 85	9 60
¾ inch	9 95	12 30
1 inch	14 70	18 20
1¼ inch	20 00	24 70
1½ inch	23 75	29 35
2 inch	32 00	39 50
2½ inch	51 25	63 15
3 inch	66 20	82 60
3½ inch	86 85	.....
4 inch	103 00	.....
4½ inch	118 50	.....
5 inch	138 00	.....
6 inch	179 00	.....

PLASTER. Paris, per bbl., $4.50

PLATES, CANADA

18 x 21 per box, half polish, $11; full polished $12.50; 18 x 24, half polished, $11; full polished, $12.50; 20 x 28, half polished, $11; full polished, $12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½ x 14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39¾c base; British Manila, 33¾c base; lath yarn, 28¼c base; African hemp, 33¾c base; cotton rope ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 38	$6 75
½	0 40	7 20
1	0 45	10 00
1½	0 50	9 15
2	0 57	10 35
2½	0 64	11 70
3	0 72	13 20
B. & A.—		
00, 0	$ 42	7 50
½	0 44	7 95
1	050	9 00
1½	0 58	10 50
2	0 66	12 15
2½	0 77	13 95
3	0 88	15 90

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$111 00
Household, Jap.	99 00
Superba, Nic.	129 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 30
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 55 to 56.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $6.05 at Fort William, $6.45 Winnipeg; galvanized staples, $6.85 Fort William, $7.25 Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $8.00 base, other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅝ in., $8.50; ¾ in., $8.75; ¾ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE—

20 x 28 I.C.	$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.C.	40 00
Terne plates	24 00

TRAPS, GAME—

Doz.	Victor	H.& N.	Jump
No. 0	$1 95	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 0% discount.

Premier, Canada, Diamond, plus 12½%.

Whiteware, 40% discount.

Japanned Ware, list, plus 40%.

Japanned Ware, white, list, plus 50%.

Japanned Sprinklers, list, plus 40%.

Stamped Ware, plain, 40% discount.

Stamped Ware, ret'd, 33 1/3% discount.

Pieced Tinware, ordinary, list, plus 65%.

Pieced Tinware, copper bottoms, list, plus 85%.

Sheet Iron Ware, list, plus 30%.

Light Galv'd Pails and Tubs, list, plus 40%.

Heavy Galv'd Pails and Tubs, plus 30%.

Jap. Coal Hods, list, plus 50%.

Galv'd Coal Hods, list, plus 60%.

WASHERS—

Iron, small lots, 33% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $18.40; less than ton lots, $18.75.

WIRE, BARB—

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William $5.10 Winnipeg; Baker, 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized Ft. William, No. 9, $5.65; No. 12 $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 7 00
8 in.	8 40
10 in.	9 80
12 in.	12 60
15 in.	16 80
Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

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8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45
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14 in.	2 10
18 in.	3 00
24 in.	4 35

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Ware Mfg. Co., Oakville, Ont.

Ammunition
Thos. Birkett & Son Co., Ltd., Ottawa.
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Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Asbestos
Canadian Asbestoc Co., Montreal, Que.

Asbestos Pipe Specialties
Canadian Asbestoc Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestoc Co., Montreal, Que.

Ankle Supports
Owen Sound Steel Press Works, Owen Sound, Ont.

Auto Accessories, Equipment and Supplies (Jobbers)
Auto Accessories Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Canada Sales Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Toronto.

Auto Accessories, Equipment and Supplies (Manufacturers)
Air-Tite Mfg. Co., St. Thomas, Ont.
W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Barcalo Mfg. Co., Buffalo, N.Y.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
The Lockwood-Ash Motor Co., Jackson, Mich.
Line, Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinsinger, Bruce & Co., Niagara Falls, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties Co., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Carriage Factories, Ltd., Brockville, Ont.
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Liners
J. N. Warmington & Co., Montreal, Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Batteries, Flashlight
Dominion Battery Co., Toronto, Ont.
Usona Mfg. Co., Inc., Toledo, Ohio.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.
Haddow Brokerage Co., Montreal, Que.

Brass Goods
Haddow Brokerage Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Bolts and Nuts
Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

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Steel Co. of Canada, Ltd., Hamilton.
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Barbed Wire
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Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., Ltd., London, Ont
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Butchers' Tools
Haddow Brokerage Co., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Parmenter & Bullock, Gananoque.

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Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
T. S. Simmons & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Blowers, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Canoes
Canadian Canoe Co., Peterboro, Ont.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville
The Toronto Lock Mfg. Co., Toronto, Ont.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpenters' Tools
Haddow Brokerage Co., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto

Ceilings and Walls, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
The Haddow Brokerage Co., Montreal, Que.
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary,
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clocks
Western Clock Co., La Salle, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

C

Canadian Woodenware Co., St. Thomas, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Bails
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

Connecting Rods
Williams & Co., J. H., Brooklyn, N.Y.

Coopers' Tools
Haddow Brokerage Co., Montreal, Que.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corner Bead, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cornices, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
C. B. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Clyde Cutlery Co., Clyde, N.Y.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Sons & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wilkinson Sword Co.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Diaphragms Rubber
Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Doors, Fireproof, Metal
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.
The Toronto Lock Mfg. Co., Toronto, Ont.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drills, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener



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Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Factory Products Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man
Toronto Lock Mfg. Co., Toronto.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Superior Electrics, Ltd., Pembroke, Ont.
Usona Mfg. Co., Toledo, Ohio.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.
E. T. Wright Co., Hamilton, Can.

Engines
Cushman Motor Works, Ltd., Winnipeg, Man

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
Westwoods, Limited, Winnipeg, Man.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garanoque, Ont

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, On

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Flag Holders
International Sales Co., Winnipeg, Man.

Flashings, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forges, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.
Saunders & Co., Montreal, Que.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont.

Flag Holders
J. E. Beauchamp & Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

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C. S. Norcross & Sons, Bushnell, Ill.
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Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

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Sheet Metal Products Co. of Canada, Toronto

Galvanizing
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Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co. Ltd Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

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Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man

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Dominion Glass Co., Ltd., Montreal

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Prairie City Oil Co., Winnipeg.

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Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
J. H. Williams & Co., Brooklyn, N.Y.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
The Johnston Brokerage Co., Pittsburgh, Pa.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
Dominion Glue & Emery Co., Montreal, Que.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

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Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Gloves
American Pad & Textile Co., Ltd., Chatham, Ont.
Hamilton-Carhartt Co., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

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Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canadian Asbestoc Co., Montreal, Que.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
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Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

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Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
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Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Barn Door
Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

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Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

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Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

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Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville
Haddow Brokerage Co., Montreal, Que.
Marble Arms & Mfg. Co., Gladstone, Mich
Stover Mfg. & Engine Co., Freeport, Ill.

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Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

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Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont
Superior Electrics, Ltd., Pembroke, Ont.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

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J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., Ltd., St. Marys, Ont.

Hoes
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Hoists
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Plewes Ltd., Winnipeg, Man.

Horse Singers
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Horse Shoe Pads
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Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

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L. S. Starrett Co., Athol, Mass.

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Jas. Morrison Brass Mfg. Co., Toronto.

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Otterville Mfg. Co., Ltd., Otterville, Ont.

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Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.



Talk No. One Hundred and Seventy-nine

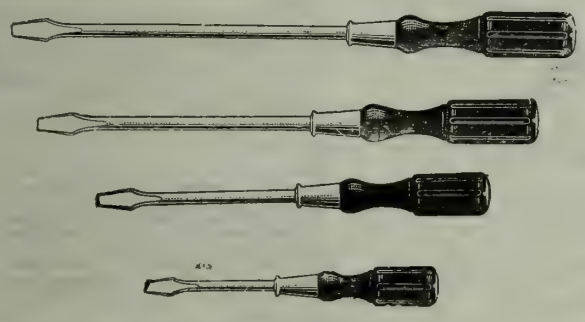
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BUR-NOR HATCHETS

WITH STEEL HANDLES

A Handle that doesn't break.
A Blade that keeps its temper.

15 Different Styles.

Make inquiries to-day about it.

BURGESS-NORTON MFG. CO.
GENEVA, ILL.

Representatives for Quebec and the Maritime Provinces:
HARDWARE AGENCIES, SOUTHAM BUILDING, MONTREAL

JOHNSTON BROKERAGE COMPANY

WINDOW GLASS

Selling numerous Standard Brands.
Carloads and Contracts Only.
Also 29 oz., 32 oz., 34 oz. and 39 oz.

EXCELLENT SERVICE LARGE CAPACITY
GOOD PACKAGES AND QUALITY

FIRST NATIONAL BANK BUILDING
Pittsburgh, Pa.
Canadian Agents: Joseph Taylor & Son, 53 Yonge St., Toronto, Ont

THE BUYERS' GUIDE

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extention, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal
Vivid Electric Lamp Co., Toronto.

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.
Vivid Electric Lamp Co., Toronto.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lath, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Lawn Swings
J. E. Beauchamp & Co., Montreal.
Lumber Products Ltd., Winnipeg, Man.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Taylor-Forbes Co., Guelph, Ont.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.
Toronto Lock Mfg Co., Toronto, Ont.

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lubricants
Canadian Asbestos Co., Montreal, Que

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke Ont
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can

Malleable Iron Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic, Ceilings, Walls, Roofing, Skylights Siding, Cornices, Ventilators, Valley Windows. Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mica
A. G. Martin, Ottawa, Ont.
Mica Co. of Canada, Ltd., Hull, Que.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Magie Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.
Toronto Lock Mfg. Co., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motor Trucks
Ford Motor Co., Ford Ont.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Kethsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oilers
Cannon Oiler Co., Kethsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Orange Dorinders
J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville.

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We carry the most complete stock of Asbestos Goods and Mill Supplies in Canada

Asbestos Paper and Millboard
Asbestos Cements
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Blackote Rubber Roofing
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JOSEPH DIXON CRUCIBLE CO.—Crucibles, Graphite-Paint and Plumbago, Etc.
ASBESTOS PROTECTED METAL CO.—Corrugated Siding and Roofing.



MEHASCO

Pocket and Household Cutlery

Mehasco Pocket Cutlery meets every demand of Prairie life. It is especially strong in Cattle and Punch Knives. These are made from Wardlow's English steel, the best obtainable, and are absolutely guaranteed. We'll convince you on your trial order.

Hart's Hollow Handle Household Cutlery with its high quality at medium price is just the thing for every day use in the home or for restaurants. Heavily nickel plated with blades of oil tempered shear steel. They can be left in boiling water for any length of time without soaking up any of the water, and they can be put on a stone and given a real edge. They are nicely put up in half dozens, each knife and fork wrapped in tissue paper individually, not in brown paper rolls.

ANOTHER MEHASCO MESSAGE

22

Merchants Hardware Specialties
LIMITED
CALGARY



TO THE WESTERN CANADA DEALER

Does a connection with a progressive and aggressive, amply capitalized and fully equipped concern, grown to be the largest paint and varnish factory in Western Canada, appeal to you?

BRITISH AMERICA PAINT CO., LIMITED

Wants more live dealers in Western Canada. It co-operates with its dealers to make bigger and better business. Join up with a pushing selling organization that will help you put 'em over. Send for booklet "The Evidence." Tells the story in fac-simile letters from Bapco dealers.

DISTRIBUTING POINTS

Established at Victoria in 1900 the British America Paint Co., Ltd., has found ever-widening markets. To care for this trade branches have been opened at VANCOUVER, B.C., CALGARY and EDMONTON, ALBERTA, and REGINA, SASKATCHEWAN.

TO SELL AND RE-SELL

Paint MUST give satisfaction.

Bapco Pure Paint and Bapco Varnish are of the highest possible quality. To insure this the raw materials undergo chemical laboratory tests. Skilled makers see that the ingredients are perfectly proportioned and modern machinery insures proper grinding and blending. Rigid machine and chemical tests are made during process of manufacture and the completed mixtures are subjected to comparative tests with the fixed Standards. One big roof of the factory is devoted to weather tests.

The growth of the British America Paint Co. and its constantly expanding trade territory is convincing evidence, not only of the quality of its goods, but of its resourcefulness and enterprise as well.

BRITISH AMERICA PAINT CO., LIMITED

VICTORIA VANCOUVER CALGARY EDMONTON REGINA

When Writing to Advertisers Kindly Mention this Paper.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Iron and Wire Work
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal
Canadian Asbestoc Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man

Piston Rings
The Ever Tight Piston Ring Co., St. Louis, Mo.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestoc Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Ivei Johnson's Arms & Cycle Works, Fitchburg Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co. Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
Parcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.

Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y
Channel Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg Man
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Aylmer Pump Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Parmenter Bulloch Co., Gananoque, Ont.

Roofing, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.

Rope
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Siding, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Machinery Co., Ltd., Renfrew, Ont.






JUST A REMINDER

that it's time to buy Trimmings for the

Christmas Trade

THE BRAINERD MFG. CO.

East Rochester, N.Y., U.S.A.

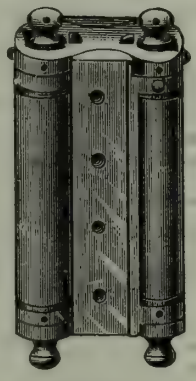



There is always a demand for articles of real merit.

NEWMAN'S LINES

OF SPRING HINGES, FLOOR HINGES, DOOR CHECKS AND SPRINGS OF ALL KI DS, PANIC BOLTS, FANLIGHT GEARING, Etc.

Will not stay with you long—they are quality goods: there is profit for you in them.
Be sure to get lists and full particulars now.



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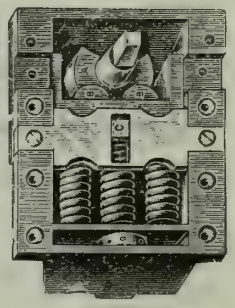
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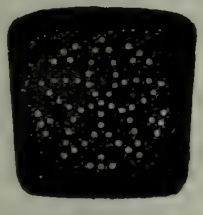
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The Strange Adventure of the Dummy Chucker, by ***Arthur Stringer***

Greetings to Canada, by ***Charles M. Schwab***

The Rank and File (political article), by ***J. K. Munro***

The Three Sapphires, by ***W. A. Fraser***

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Canadian Tube & Iron Co., Ltd., Montreal

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Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Connor & Son, Ltd., J. H., Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Nineteen Hundred Washer Co., Inc., Toronto, Ont.
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary Alta.
White Mop Wringer Co., Fultonville, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Ask The Man Who Uses

our goods, why he always prefers

London Bar Iron

and he will tell you that
it is built with

QUALITY RIGHT THROUGH

FOR QUALITY

is the chief aim of each department through which it goes.

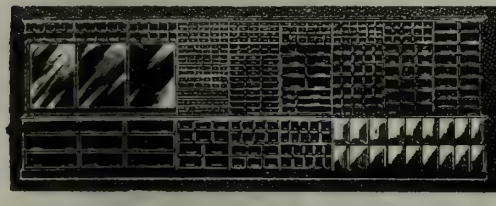
Ask for it by name from the wholesaler

London Rolling Mill Co.

LIMITED

LONDON, CANADA

Bissett & Webb, Winnipeg **MePherson & Teetzell, Vancouver**

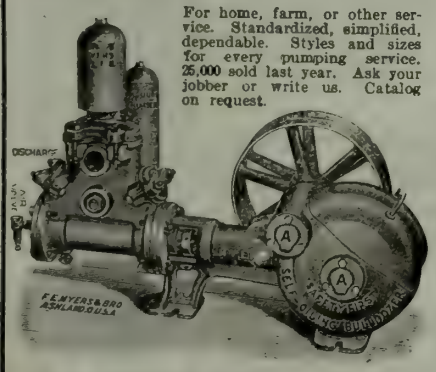


Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL, Limited Manufacturers
Toronto, Canada

MYERS POWER PUMPS



For home, farm, or other service. Standardized, simplified, dependable. Styles and sizes for every pumping service. 25,000 sold last year. Ask your jobber or write us. Catalog on request.

F. E. MYERS & BRO., ASHLAND OHIO

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA
PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Please Mention This Paper When Writing to Advertisers

"Delta" Files



—we'll help you sell them

TRADE MARK
DELTA

If the "Delta" Dealer never said a word about these good files but just kept handing them across his counter day by day he would gradually build up an enviable reputation for the quality of files he sells. But we believe in hurrying up that good reputation by telling our agents' customers facts about "Delta"—facts which interest file users and induce them to buy "Delta."

If you want to take on the "Delta" File Agency in your district we will help you make it the most profitable line in your stock. We'll help you interest all the big users of files and show you how to close them up.

This is a genuine plan we want you to try, so write and get full particulars.

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS.

Are You Ready

for good business

BOOK your orders NOW

for

White Spruce Butter Tubs

N.B. Egg Carriers

H.D. Egg Crates

Brooms and Brushes

Fruit Jars

Paper and Twines

Walter Woods & Co.

Hamilton and Winnipeg



Retails at $2.00

OCTAGON JARDINIERE

A new addition to the ever-increasing line of reliable metal goods.

Send for complete price list.

WENTWORTH MFG. CO., LIMITED

HAMILTON, CANADA

TRADE WENTWORTH WELL WORTH MARK



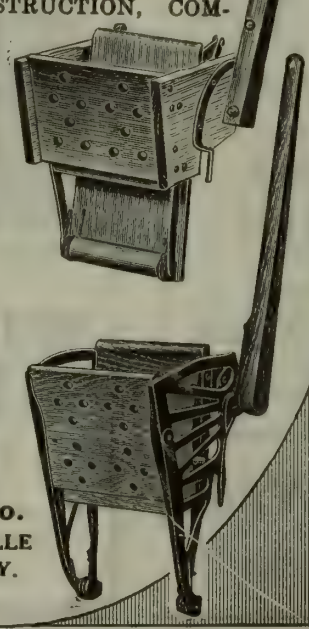
"White"

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.

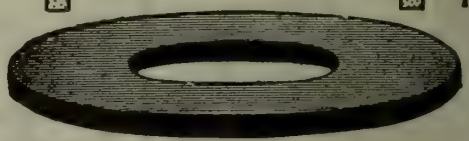
FULTONVILLE N.Y.

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

MILWAUKEE, WIS.

Why wait 'til the boys come home?

WHY WAIT until the boys come home from France to replenish your force of retail salesmen? Here are four clerks who apply to you for positions.

They ask to be judged by their work for thousands of other dealers. Their past and present performances recommend them. They are generally regarded as the best retail salesmen of their kind.

CLERK ONE—

The Gargoyle Mobiloils flange sign

This metal sign hangs over your door. Putting up this sign is like hiring a clerk who is favorably known by most of the owners of passenger cars, motor-trucks, tractors, and motorcycles in your locality. Such a man would attract business. That's just what the sign *does*.

CLERK TWO—

Your Window

Of course, your window has always worked for you. But most retailers don't fully recognize the selling power of timely, business-like window trims.

The right way to look at this is: *If some one wanted to board up your window, what price would you ask him?*

Get the fullest possible value out of your window. Write us for free cuts of window trims.

CLERK THREE—

The Gargoyle Mobiloils Complete Chart of Recommendations

This is the head clerk on oils. When asked to name the correct oil for any make of passenger car, motor-truck, tractor or motorcycle, he answers quickly — and with scientific exactness.

He passes this solid information along to your sales people and thus increases their value. He trains new help—saves them from "guessing" and "don't knowing."

CLERK FOUR—

The Booklet *"Correct Lubrication"*

Here is a clerk who constantly reminds motorists of your good service by giving friendly help in times of trouble.

In addition to reprinting the Complete Chart of Recommendations, this booklet tells how to locate and remedy engine trouble and explains many points which make for economical maintenance.

* * * * *

Man help is still too scarce to overlook clerks like the ones we have described above. Hardware dealers who are stabilizing their business have repeatedly proved the value of these sales helps. We suggest that you profit by their example. Write us to-day.

GARGOYLE

Mobiloils

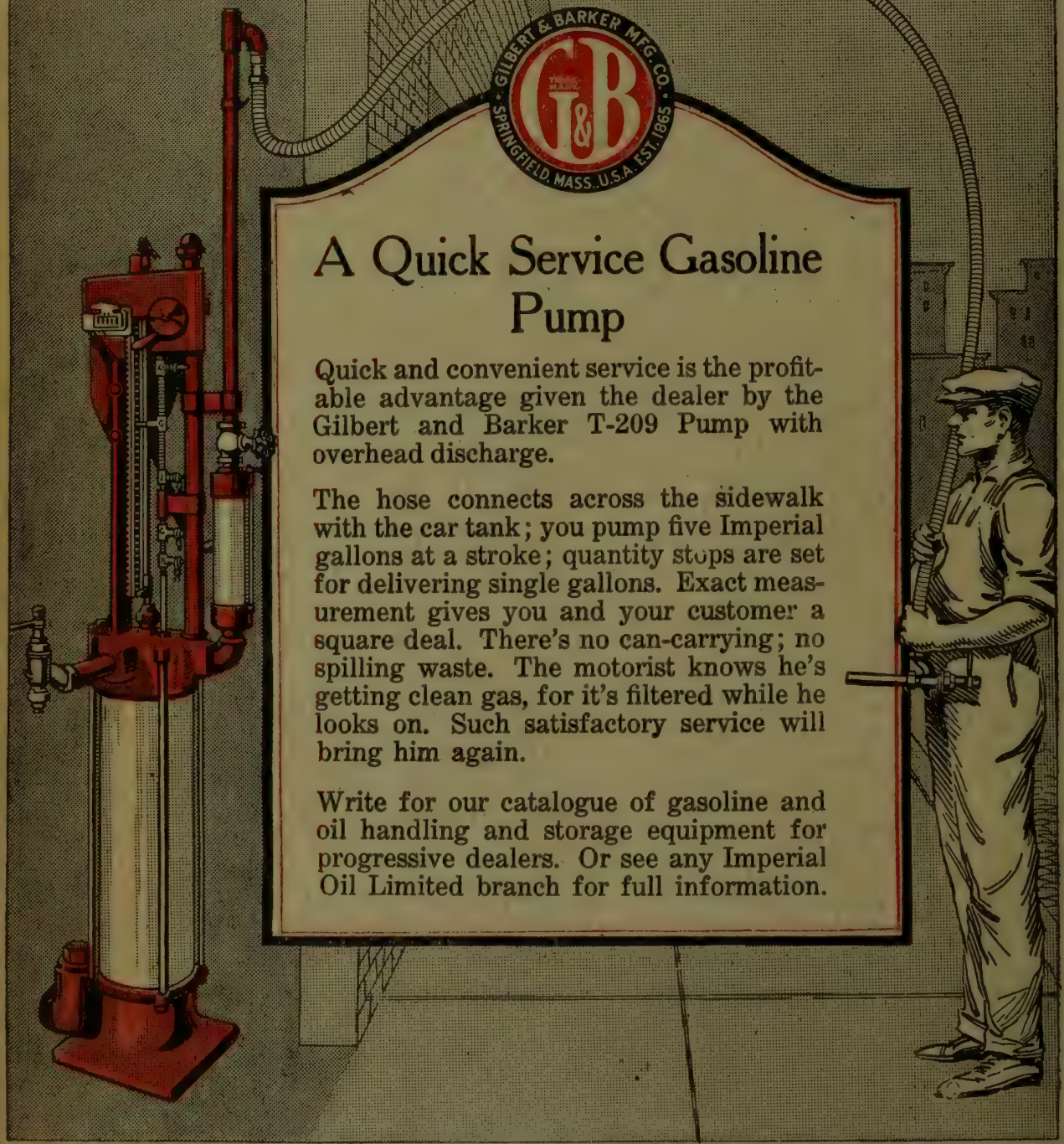
A grade for each type of motor

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES



A Quick Service Gasoline Pump

Quick and convenient service is the profitable advantage given the dealer by the Gilbert and Barker T-209 Pump with overhead discharge.

The hose connects across the sidewalk with the car tank; you pump five Imperial gallons at a stroke; quantity stops are set for delivering single gallons. Exact measurement gives you and your customer a square deal. There's no can-carrying; no spilling waste. The motorist knows he's getting clean gas, for it's filtered while he looks on. Such satisfactory service will bring him again.

Write for our catalogue of gasoline and oil handling and storage equipment for progressive dealers. Or see any Imperial Oil Limited branch for full information.

IMPERIAL OIL LIMITED

Canadian Distributors of Gilbert & Barker Gasoline and Lubricating Storage Outfits

BRANCHES IN ALL CITIES

Why You Should Be A Michelin Dealer

No. 37

Not Only the Best--- But One of the Best Advertised of Tires

Probably no other tire possesses world-wide reputation and prestige in the same degree as does the Michelin.

This reputation is maintained and augmented by extensive advertising.

In Canada, alone, over 10,000,000 Michelin Advertisements have appeared during 1918.

This combination of quality, reputation and advertising is an assurance of success---proved by the uniformly prosperous records of Michelin Dealers everywhere.

Write today for Michelin's Dealer Proposition.

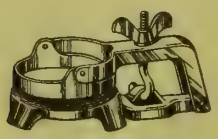
Michelin Tire Company
of Canada, Limited
782 St. Catherine St. W.
MONTREAL



MICHELIN

Three BIG Reasons why you should be a Marvel Dealer

There are THREE BIG reasons why Marvel Dealers are successful. **First:** Marvel dealers are allowed attractive discounts on **every** product of the complete Marvel line. As a Marvel dealer, you are backed by an established firm, recognized in the accessory field,—a firm that will be back of you this, next and in all future years as it has backed others in past years.



JUNIOR TUBE VULCANIZER

A simple, compact outfit for the quick roadside repair. Comes complete with six heat disks and six patches. Gives just the right amount of heat; welds the patch to the tube. A good seller.



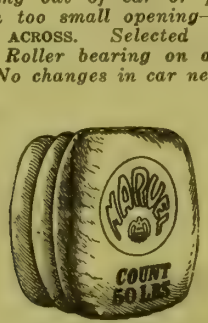
JUMBO TIRE VULCANIZER

A complete tire repair outfit. Welds as large a patch as 1½ x 2½" with a fine feather edge. Complete with twelve patches and heat disks. Quick, simple, compact and reliable.



WINDSHIELD CLEANER

Prevents accidents. Eliminates stretching out of car or peeking through too small opening—cleans CLEAR ACROSS. *Selected rubber wiper. Roller bearing on all contacts. No changes in car necessary to fit.*



WIPING CLOTH

White, knit, absorbent cloth that saves time and money. Time—because it works faster; no loose ends to drag over and smear parts already wiped. Economical—because it can be washed and used.

Second: Marvel dealers get practical helps—helps that first attract, then build up, and promote sales. Every piece of illustrated Marvel literature, there is at least one for every product, puts forth clear, unpainted sales arguments in a manner that creates confidence not only in the product but in **you** as the dealer in such products. These and other selling helps, such as window displays, cards, novelties, etc., tell why

MARVEL
ACCESSORIES

give the motorist the most for his money—why it will pay him to drive around **to you** for all accessories.

Third: The third reason is the products themselves. Marvel products are established. The name Marvel is known through at least one product or another to almost every motorist. They are all good sellers. Glance through the leaders illustrated on this page. Note how there is a Marvel to cover every need—every request from your trade.

The jobbers listed below will supply your needs promptly, but write at once for full details of the sales and profit possibilities of the Marvel line. Learn how the Marvel agency will make **your** store the Accessory Headquarters at your vicinity.



TRUSTI-PATCH

Three sizes moderately priced. Eliminates the carrying around of a large assortment of patches. You cut from a roll each patch to fit each size of injury. Comes complete with tube of cement and emery paper in solid can.



PORTABLE GASOLINE VULCANIZER

Casing repairs can be made as quickly and easily with this type B outfit as tube injuries. Uses gasoline, is simple, and handy. Insures an even heat. Covers space 2½ x 4½".



UNIVERSAL VALVE GRINDER

Every motorist is a prospect for this device that takes all the drudgery out of valve grinding. No rocking—simply turn the crank in one direction. Complete with five points, spring, and compound.



JUNIOR VALVE GRINDER

Medium priced. Every motorist an expert valve grinder. Lighter than the above model but insures as perfect a seat. Ideal for Ford car—reaches the last valve. Complete with five points, spring and compound.

THE MARVEL ACCESSORIES COMPANY

2023 EAST 46th STREET, CLEVELAND, OHIO, U.S.A.

Jobbers

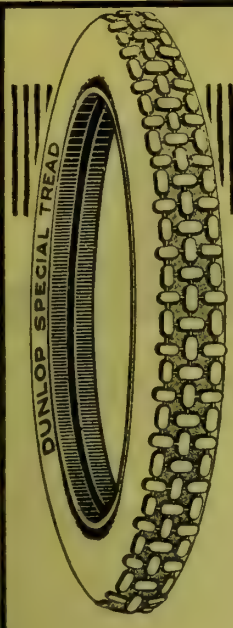
Calgary, Alta:
Canadian Fairbanks-Morse Co.
Wood, Vallance & Adams, Ltd.
Edmonton, Alta:
Marshall-Wells Hdwe. Co.
Hamilton, Ont:
Canadian Fairbanks-Morse Co.
Hamilton Mill & Supply Co.
Montreal, Que:
Canadian Fairbanks-Morse Co.
Northern Electric Co.
Ottawa, Ont:
Canadian Fairbanks-Morse Co.
Quebec, Que:
Canadian Fairbanks-Morse Co.

Jobbers

Regina, Sask:
Western Motor Supplies, Ltd.
Saskatoon, Sask:
Canadian Fairbanks-Morse Co.
St. John, N.B:
Canadian Fairbanks-Morse Co.
Summerside, N.S:
R. T. Holman, Ltd.
Toronto, Ont:
Canadian Fairbanks-Morse Co.
Cutten & Foster
Hyslop Brothers
Aikenhead Hardware Company
Vancouver, B.C:
Canadian Fairbanks-Morse Co.

Jobbers

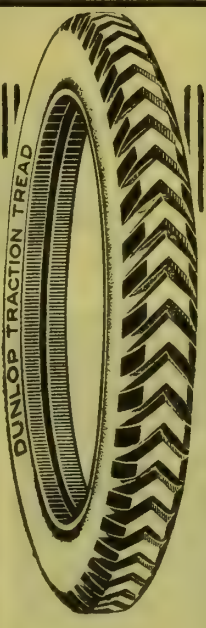
Victoria, B.C:
Canadian Fairbanks-Morse Co.
Walkerville, Ont:
Walkerville Hardware Co., Ltd.
Windsor, Ont:
Canadian Fairbanks-Morse Co.
Winnipeg, Man:
Michael Ert, Ltd.
Canadian Fairbanks-Morse Co.
Great West Saddlery Co.
Marshall-Wells Co., Ltd.
Wood, Vallance, Ltd.
Merrick-Anderson Co.



DUNLOP TIRES

SEAL OF QUALITY

AUTOMOBILE



"Traction"—The Tire Beautiful—

WE hear so much about the "lines" of an automobile that we are apt to forget the "lines" of a tire.

* * *

Surely if beauty is an essential in automobile construction it is likewise an essential in tire construction.

* * *

Examine "Traction" for beauty—no unnecessary lines, no distorted "treadlets," no ugly, unsymmetrical gouges—just one powerful, resilient, beautiful balance. And all this is extra — extra over and above the greatest road mastery ever obtained in a rubber tire.

* * *

We also make Dunlop "Special" and Dunlop "Plain" — two tires that are in great favor with motorists in general.

* * *

DUNLOP SEAMLESS TUBES and DUNLOP ACCESSORIES likewise make lasting friends wherever used.

Dunlop Tire & Rubber Goods Co., Limited

Head Office and Factories: TORONTO

Branches: Victoria, Vancouver, Edmonton, Calgary, Saskatoon, Regina, Winnipeg, London, Hamilton, Toronto, Ottawa, Montreal, St. John, Halifax.

Makers of High-Grade Tires for Automobiles, Motor Trucks, Bicycles, Motorcycles and Carriages; and High-Grade Rubber Belting, Packing, Fire Hose and General Hose, Dredge Sleeves, Military Equipment, Mats, Tiling, Heels and Soles, Cements, Horse Shoe Pads, Mechanical Rubber Products of All Descriptions, Agricultural, Plumbers' and Railroad Supplies, and General Rubber Specialties.



With Harvesting and Threshing At Hand

The Harvesting and Threshing Season stimulates sales for North Star Dry Cell Batteries, because of the confidence our many customers have in this battery so adaptable to Western needs.

All Western Hardware men should stock the North Star No. 6. You always get it fresh. It gives satisfaction to the customer and profit to the dealer.

"The Western Battery for the Western Need."

Have your jobber supply you.

CANADA DRY CELLS, LIMITED, WINNIPEG, CANADA

Hardware Merchant's Influence

¶The local hardware merchant exerts a great influence throughout the district in which his store is located. The majority of hardware merchants have been established for many years; they are reputable merchants who have built up their businesses on sound business principles and who have endeavored in every possible way to give the best possible service to their customers and supply them with goods which will give satisfaction.

¶Is it any wonder, therefore, that when customers visit the store of a well-known and long-established hardware merchant, they consider him an authority on lines which he is selling and will usually follow out his recommendation regarding the lines which they wish to buy. Actual investigations have proven that in the majority of cases customers place absolute confidence in the recommendation of their local dealer.

¶The chief problem, therefore, confronting the manufacturer who wishes to distribute products to the hardware trade or to introduce new lines, whether direct or through wholesalers, is to sell the hardware merchant and his sales staff. When you sell the hardware merchant and his salesmen on your line, you can rest assured that you have then gained the co-operation of the strongest retail selling force in the Dominion.

¶Practically every worth-while buyer and seller of hardware in Canada can be reached through the advertising pages of HARDWARE AND METAL. The keenest hardware buyers in Canada are the closest readers of the advertising pages in HARDWARE AND METAL, because it pays them.

Sell the Old Reliable CLARK FOOT WARMERS

Used in Open and Closed Automobiles, Sleighs and Other Vehicles





No. 7D—Clark Heater—Slanting Top

Covered with high grade material, metal parts nickel plated and polished, 14 inches long and weighs 9 pounds.

There are several models of Clark Heaters, all reasonable in price and all good sellers.

Catalogue on request

SOME SPECIAL USES

In the Home. Old folks and invalids derive great comfort from Clark Foot Warmers. They give off no smoke or odor and are of attractive appearance.

In shipping clerks' offices, general and private offices where the floors are cold or drafty.

In hospitals for convalescents who sit out of doors.

In florists' wagons to keep flowers and plants from freezing.

In duck blinds and duck boats. Hunters find Clark Heaters ideal for warming the feet and hands.

It costs less than One Cent per hour to operate a Clark Heater and get a dollar's worth of real comfort.

Now is the time to make a display of Clark Heaters. A good assortment means but a small investment for a quick and profitable turnover.

Heater users insist on having Clark Carbon Fuel Bricks on account of superior quality. More heat for less money.

Your Jobber can supply you.

The next ten weeks are the best of the year for Clark Heater sales.

Stock them and get the business.

They sell quickly and never fail to please the user.

Chicago Flexible Shaft Company

Twelfth St. and Central Ave.

Chicago, U.S.A.

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

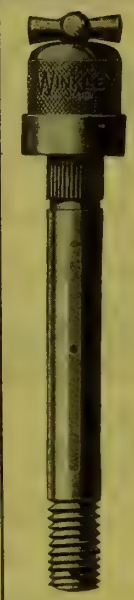
Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins




"Oil Cup"


"Ratchet"




"D"




"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.

MADE IN CANADA

BUFFALO OILS

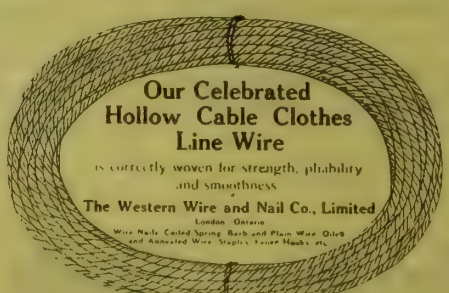
These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines
Harness Oil. Neatsfoot Oil
A Gas Engine Oil (for gasoline engines).
Tractorlene Oil (for oil burning engines).
Ideal Thresher's Machines Oil (for general use).
Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG





When answering Advertisements in this paper please Mention Hardware and Metal



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

"WELLINGTON"

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.
AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid Street, Winnipeg.

HERCULES SPARK PLUGS

STRICTLY A QUALITY PRODUCT

MANUFACTURED BY
ECLIPSE MANUFACTURING Co.
INDIANAPOLIS
U.S.A.



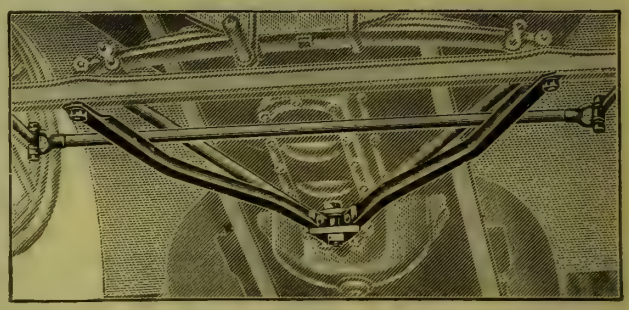
Tallman Double Action Pump

Easy on Your Back



Saves Your Tires

Tallman Brass & Metal Limited
HAMILTON, ONT.





Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

LINE & KIMBALL CO.
Manufacturers of Auto Accessories
Moose Jaw Saskatchewan

Cannon Oilers

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Now a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
Ask any Thresherman, Mechanic or user.
A sure good sale and splendid profit.



THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Name Copyrighted.
Original Patents Owned.
All Rights Reserved.

Order NOW of Your Jobber.
Manufactured only by
THE CANNON OILER COMPANY
Successor to R. E. Bloomer
Keithsburg, Illinois, U.S.A.

VOLPEEK
MENDS HOLES in POTS & PANS
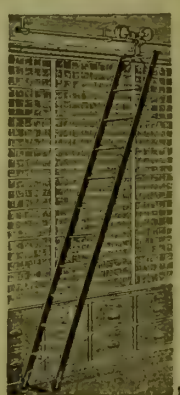
Get a Share of the Vol-Peek Demand

Vol-Peek is a splendid little specialty that enables every housewife to mend leaky pots, pans, etc., quickly and easily and without the aid of any tools. At a cost of about ½ cent a mend!
Show Vol-Peek on your sales counter. There's a good profit on every sale and Vol-Peek always satisfies.
At your wholesaler or from us direct.

H. NAGLE & CO.
Box 2024 - - Montreal

fifteen cents

MILBRADT LADDERS



will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

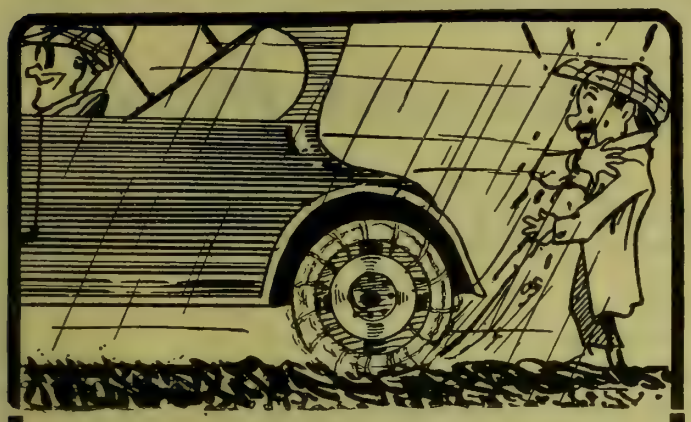
Write to J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Marshall-Wells Co., Ltd., Winnipeg, or direct for catalog giving prices of a large number of styles we manufacture, suitable for all kinds of shelving.

John Calander Mfg. Co.
155 E. 13th Street.
St. Paul, Minn. U.S.A.



CANADA WITCH COMPANY, LIMITED.
Vancouver, B.C.
Distributors for Eastern Canada:
Supplies, Limited, Kentville, N.S.
Distributors for Middle West:
Moncrieff & Endress, Ltd., Winnipeg, Man.

When writing advertisers please mention HARDWARE AND METAL



MUDDY, SLIPPERY WEATHER

MAKES

TIRE CHAINS

VERY MUCH IN DEMAND

as well as a hundred other seasonable automotive supplies, parts and accessories.

THE WILSON LINE

gives you the best and largest assortment.

Send for your copy of our Fall and Winter Bulletin. It contains a very complete line, including practically everything worth while on the market.

WILSON AUTO SPECIALTIES COMPANY
HAMILTON, CANADA

Refrigerators Screen Doors and Windows



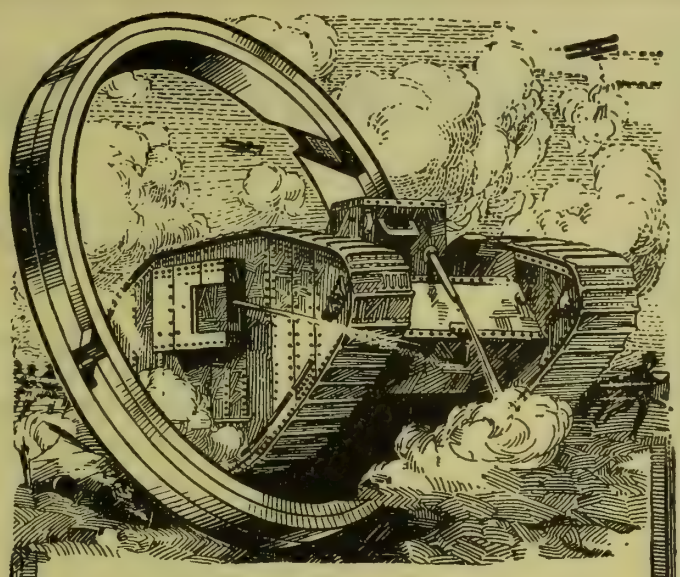
NOW is the time to place your order for Spring delivery.

Our entire factory is devoted to the manufacture of high-grade refrigerators and best quality Screen Doors and Windows.

A profitable hot weather line for the Hardware Man.

Write for Catalogue and Price List.

Sanderson-Harold
Company, Limited
PARIS, ONT.



Ever-Tyte

PISTON RINGS

SAVE GAS AND OIL, AND STOP 90% OF MOTOR TROUBLES

Power saving is imperative. Duty and sound sense both demand "Stop that waste in leaky cylinders".

Show your customers the 15% to 25% saving effected by fitting Ever-Tyte Piston Rings. They are gas-tight, oil-tight, elastic.

Conform precisely to out-of-round cylinders; insure perfect compression and effective suction; prevent power loss, carbon deposits and smoky exhaust.

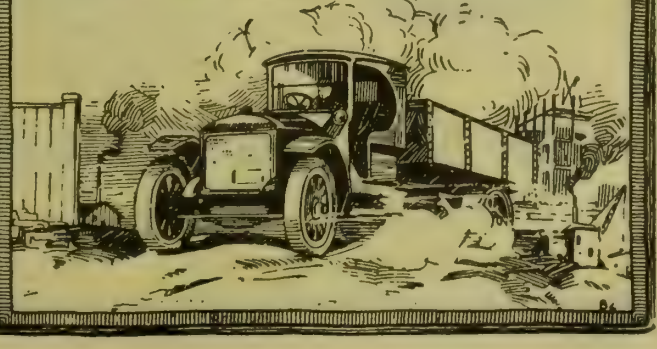
Ever-Tyte Piston Rings satisfy your customers and pay you a good profit.

MANUFACTURED BY
The EVER TIGHT PISTON RING Co.
SAINT LOUIS, MISSOURI

The right-angle interlock is your safeguard



F. G. Maxwell & Co.
Canadian Agents
WINNIPEG, MANITOBA
FOR SALE BY
MICHAEL ERT, Ltd.
TRAVELLERS BUILDING
Winnipeg, - Manitoba
MILLER-MORSE
Hardware Co., Ltd.
Winnipeg, - Manitoba
MERRICK-ANDERSON CO., Ltd.
Winnipeg, Manitoba
REVILLON WHOLESALE, Ltd.
Edmonton, Alberta



The Value of the Business Press to Business Men

"Business men do not realize the value which trade journals and technical magazines may have for them in increasing the efficiency of their factories and in giving them a broad and comprehensive view of their business.

"Our foreign competitors read almost every article published upon their business with great care and thoroughness. Many of them have duplicate copies of their favorite trade paper sent to their homes so that they may read them away from the business without being disturbed. Many foreign manufacturers contribute articles to these journals on phases of the business with which they are most familiar. Such articles are bound to be helpful and have a constructive effect.

"Our trade journals and technical papers are the best in the world, and they should be supported and encouraged by our business men.

"Copies should be placed where employees can see them and they should be urged to read and study them.

"These papers are preaching the gospel of sound business on practical lines and are helpful not only to business but to the country as a whole.

"If the suggestions made by them in the past had been followed by our business men it would not be necessary at this time to point out some of the fundamental weaknesses in American business."

—Edward N. Hurley, formerly Chairman of the Federal Trade Commission, in "The Awakening of Business."

The following is list of the MacLean publications. Every publication is a leader in its field. Write us for any information you may desire with regard to the field covered, advertising rates, etc.

TRADE NEWSPAPERS

Hardware and Metal	Canadian Grocer	Dry Goods Review
Men's Wear Review	Bookseller and Stationer	Sanitary Engineer

TECHNICAL PAPERS

Canadian Machinery	Canadian Foundryman	Marine Engineering
Power House	Printer and Publisher	

MAGAZINES

MACLEAN'S MAGAZINE FARMERS' MAGAZINE

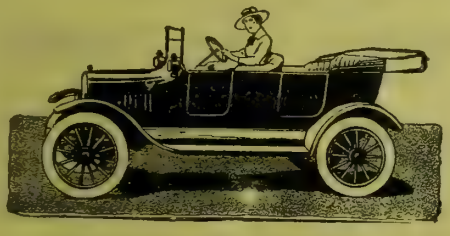
Financial Post—Weekly Commercial Newspaper

The MacLean Publishing Company, Limited

153 University Avenue, Toronto **Southam Bldg., 128 Bleury Street, Montreal**
1207 Union Trust Bldg., Winnipeg, Man.

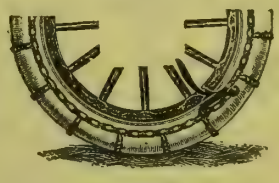
Addition to Electro Service

INQUIRIES from hardware retailers in various parts of Canada, requesting HARDWARE AND METAL to enlarge the electro service to embrace motor accessories have resulted in the following new additions, making in all a total of 412 hardware electros now available through HARDWARE AND METAL'S electro service. These cuts, to be used by retailers in their advertising, are supplied mounted on wood blocks and postage paid, at a cost of 20c each, cash with order. Booklets showing entire assortment of hardware cuts will be supplied free upon request. Address all inquiries to HARDWARE AND METAL, Electro Dept., 143 University Ave., Toronto, Canada.


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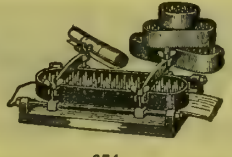

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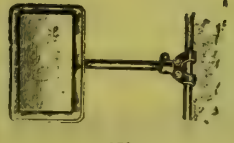

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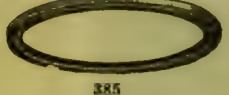
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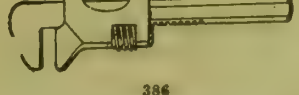

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MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

WHY have our sales increased 200% over last year?

BECAUSE our prices, quality equal, are 10% lower than others

OUR GRADES

Colored---1B, 1A, 7, 1, 5

White---Jap, XC, X, XX, XXX

ACME WASTE MFG. CO.
LIMITED
482 WELLINGTON ST. W., TORONTO
5 Queen Street, Montreal 1206 McArthur Bldg., Winnipeg

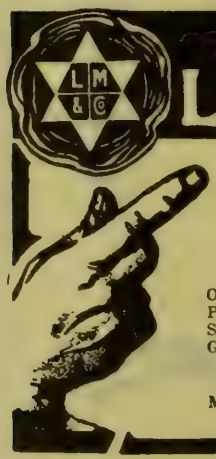
C. KLOEPFER, LIMITED
Edward Halloran, General Manager
44-50 Wellington St. East, TORONTO
Factory at Guelph, Ont.

We solicit your enquiries on—

IRON and STEEL

CARRIAGE, HARDWARE and AUTOMOBILE ACCESSORIES
BLACKSMITHS' HARDWARE and SUPPLIES, Etc.

Prompt attention and quick delivery assured.



GERMANTOWN LAMPBLACK

THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.
Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.



BOLTS

Our large stock of Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers, assures quickly filled orders and prompt shipment. Our quality and price please everybody.

LONDON BOLT & HINGE WORKS
LONDON, CANADA

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

BRASS VALVES

National Brass, Limited
LONDON - CANADA

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.

CHESTER, CONN., U.S.A.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that thi exact mark is on each blade

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL



Sell this Vest Pocket Lock for Chevrolet Cars

Every Chevrolet owner will want this lock. Easy and simple to operate. Inexpensive.

Dealers, write us.

Manufactured by

HOMER & WILSON

1-5 Lancaster Street, HAMILTON



BRANTFORD

The Superior All Round

GLUE

You'll find that Glue sold in packages meets with much favor with the consumer—that's "Brantford" Glue. Very economical. Put up in ¼, ½ and 1 lb. packages. Buy from your jobber.

CANADA GLUE CO., Limited - - Brantford, Ontario.



The Xmas Rush Proves the Necessity of Gipe-Hazard Service In Your Store!

TIME and Labor saved is money earned. Absence of clerks from their posts when customers are waiting diverts many customers to other stores where service is better.

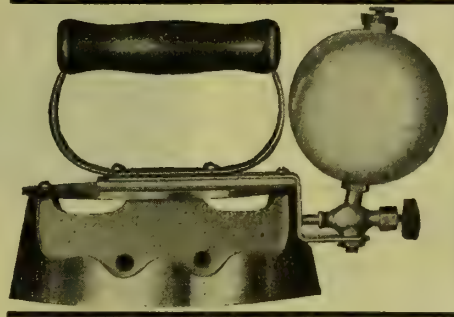
Gipe-Hazard service not only enables you to cut your staff of clerks, but enables every clerk to be always at his post. Watch your present system during Xmas rush. You will be convinced.

(To be continued in next number)

GIPE-HAZARD STORE SERVICE CO., LTD.,

113 Sumach St., Toronto, Can.

Big Spring and Summer Seller



Every housekeeper — city or country—a likely purchaser of the

"Comfort" Iron

Makes its own gas, two-pointed, self-heating, self-cleaning. Operates easily at low cost. Looks good and makes good, guaranteed. Sells fast.

Ask your jobber for particulars or write direct.

Dept. 16.

National Stamping and Electric Works

410-424 S. Clinton St. - - Chicago, Ill.



The Real Ankle Support That Makes Others Look Like Imitations

Sell Perfection Ankle Supports—the only sure and comfortable ankle support on the market.

Made from the best quality of steel, and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but simply can not bend sideways.

You'll sell more skates this winter as well as supports if you handle this line.

Write us for prices.

Owen Sound Steel Press Works, Owen Sound, Ont.

BIG

RESULTS

from small investments. Read Hardware & Metal's Want Ad. Page.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BRASS CHECKS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment.

Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

ALUMINUM CAN BE SODERED—EASILY

Indeed, there are two easy ways of doing it. One is with the Allen Alumiflux with ordinary 50-50 soder; and the other, with our new Alumisoder, which is flux and soder combined. Send for samples. Bissett & Webb, 126 Lombard St., Winnipeg, Man.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO
135 WILLIAM ST NEW YORK

TENTS, AWNINGS

FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

Send Postcard for Catalogue

GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA

TRADE SAWYER MARK Registered

STITCHED CANVAS BELTS

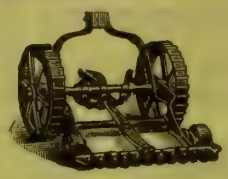
"THE QUALITY BELT"

PLEWES LIMITED, Distributors, WINNIPEG

A good concern to do business with

THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO., Dixon, Ill.

R·M MANTLES

THE STANDARD BY WHICH MANTLES ARE JUDGED

GAS and GASOLINE MANTLES FOR ALL STYLES OF LIGHTS

ASK FOR SAMPLES and QUOTATIONS.

R·M·Moore & Co. Ltd. Vancouver B.C.

PACIFIC COAST MANTLE FACTORY.

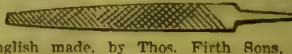
NORCROSS Garden Cultivator-hoe



"Used the World Over"
Send for Catalog

C.S. Norcross & Sons, Bushnell, Ill.

FILES AND RASPS



English made, by Thos. Firth Sons, Sheffield. Will outlast two ordinary files. Good discount. Send for stock sheet.

DESROCHERS LIMITED
268 Centre St. Montreal

The PARMENTER BULLOCH CO., Ltd.

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

TWEED

SANITARY ODORLESS CLOSET

Needed in every home without sewer connection. Easily installed. Fully guaranteed. **Price low. Write us.**

The Steel Trough & Machine Co., Ltd.
145 St. James Street, Tweed, Ont.

ELECTRICAL MICA

STOVE & ELECTRICAL MICA

Stove mica in assorted sizes for the trade

A. G. MARTIN
234-236 Besserer St.
OTTAWA, ONT.

NCH

Manufacturers of Builders' Hardware, Castings and Steel Stampings.

NATIONAL HARDWARE CO. LIMITED
ORILLIA ONTARIO. CANADA

DENNISTEEL

Made in Canada

Lockers for Factories Stores, Offices Etc.



THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON

A. H. FRASER

Representing Manufacturers of

Hardware and Auto Accessories in Western Canada

1150 Homer St. VANCOUVER, B.C.

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

English firm of Engineers with good connections with the Paper, Cotton and Dyeing Trades is prepared to undertake the manufacture of any Special machines, accessories or tools, preferably those suited for these trades. Head Office in Manchester. Write Box 189, Sells, Ltd., 168 Fleet Street, London, England.

Wanted

FOR SALE

TINPLATE—500 PACKAGES, 20 x 28, 107 pounds O. H. Coke Primes and Wasters (best quality, deep drawing), $11.00 base box F.O.B. Toronto. Subject prior sale. Box 143, Hardware and Metal.

THE NELSON HARDWARE BUSINESS IN Windsor, Ontario, is for sale. The death of Mr. A. E. Lech, the recent owner, necessitates this move. The store has the best stand and business in the city. The stock is clean and well bought, and is in splendid condition. With fixtures added it will now inventory about $40,000 to $45,000. It is a golden opportunity to make money. The right man can buy it right, and on favorable terms. Address M. C. Lech, Giles Avenue, Windsor, Ont.

FRUIT FARM IN THE NIAGARA DISTRICT, situated about ten miles from Hamilton, on Lake Ontario. Close to trolley line and G.T.R. station, school, church, bank and post office. Modern house and out buildings. Good bathing beach. Will sell or exchange for live hardware business. Box 151, Hardware and Metal.

FOR SALE—HARDWARE AND HARNESS business in mixed farming district in Central Alberta. Stock about sixteen thousand. Fixtures about fourteen hundred. Store 50 x 50, with three lots. Turnover last year seventy-five thousand. Apply Box 140, Hardware and Metal.

TINPLATE STRIPS, CHARCOAL STOCK (best quality, deep drawing), three cents pound F.O.B. Toronto. Quantities and widths as follows:—7,800 pounds, 1¼" to 2¼"; 2,400 pounds, 2⅜" to 3"; 600 pounds, 3⅛" to 3⅝". Gauge .036. Also 2,500 pounds 2¼". Gauge .022. Subject prior sale. Write to-day. W. H. Banfield & Sons, Limited, Toronto.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

STOVE REPAIRS FOR GARLANDS, PEN Esthers, Acmes, Sunlights, Silver Kings, Souvenirs, Welcomes, Crown Hurons, Peninsulars, Jewels, Pandoras, Favorites, Imperial Oxfords, and all kinds of Ranges and Heaters. Write for list and prices. Grundy Bros., Strathroy.

HARDWARE BROKER HAVING ESTABLISHED connection with Western wholesale jobbers, desires one or two additional staple lines. 1207 Union Trust Bldg., Winnipeg.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

POSITIONS WANTED

HARDWARE TRAVELLER RECENTLY DISCharged from army, open for engagement. References. Box 145, Hardware and Metal.

YOUNG HARDWAREMAN DESIRES POSITION as manager Western hardware store. Six years' experience. Good references. Box 150, Hardware and Metal.

A GOOD SALESMAN—AN EXPERIENCED hardware clerk wanting position in Saskatchewan or British Columbia will start the first of the year. Box 138, Hardware and Metal.

RETAIL HARDWARE CLERK, TEN YEARS' Western experience, wants position, manager or travelling salesman. First-class salesman, stock-keeper and buyer. Can furnish first-class references as to ability, etc. Disengaged Jan. 1st. State salary paid. Box 136, Hardware and Metal.

Hardware and Metal Subscribers

Buy for business as well as for private consumption. That is why one inquiry frequently pays for an entire year's advertising. Advertisers in HARDWARE AND METAL reach only the cream of the trade—the best and biggest buyers in Canada.

STEP LADDERS

Two Styles. All Lengths

Curtain Stretchers
Tub Stands Ironing Boards
Clothes Bars
Quilting Frames, etc.

Hand Corn Planters
Drive Well Points
Post Hole Diggers, etc.

Ask for Catalogue

Otterville Manufacturing Co.
OTTERVILLE

Say You Saw It In Hardware and Metal

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

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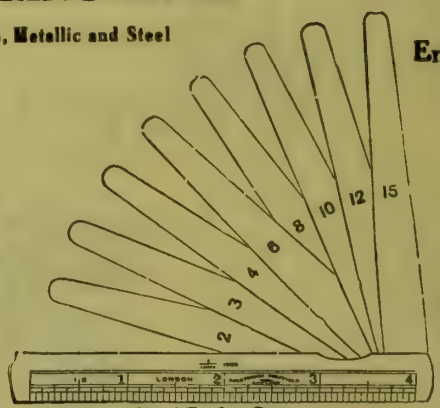


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Becoming a Bigger Man

WHAT is the difference between some men you know and others known to you? Why are some men earning $3,000 a year and some $30,000? You can't put it down to heredity or better early opportunities, or even better education. What, then, is the explanation of the stagnation of some men and the elevation and progress of others?

We are reminded of a story. A railroad man, born in Canada, was revisiting his home town on the St. Lawrence River. He wandered up to a group of old-timers who sat in the sun basking in blissful idleness. "Charlie," said one of the old men, "they tell me you are getting $20,000 a year," "Something like that," said Charlie. "Well, all I've got to say, Charlie, is that you're not worth it."

A salary of $20,000 a year to these do-nothing men was incredible. Not one of the group had ever made as much as $2,000 a year, and each man in the company felt that he was a mighty good man.

Charlie had left the old home town when he was a lad. He had got into the mill of bigger things. He developed to be a good man, a better man, the best man for certain work. His specialized education, joined to his own energy and labor sent him up, up, up. To put it in another way: Charlie had always more to sell, and the world wanted his merchandise—brain, skill and ability. Having more to sell all the time, he got more pay all the time.

Charlie could have stayed in the old home town; could have stagnated like others; could have been content with common wages. In short, Charlie could have stayed with the common crowd at the foot of the ladder. But Charlie improved himself and pushed himself, and this type of man the Goddess of Fortune likes to take by the hand and lead onward and upward. Almost any man can climb higher if he really wants to try. None but himself will hold him back. As a matter of fact, the world applauds and helps those who try to climb the ladder that reaches towards the stars.

The bank manager in an obscure branch in a village can get out of that bank surely and swiftly, if he makes it clear to his superiors that he is ready for larger service and a larger sphere. The humble retailer can burst the walls of his small store, just as Timothy Eaton did, if he gets the right idea and follows it. It is not a matter of brain or education so much as of purpose joined to energy and labor. The salesman or manager or bookkeeper or secretary can lift himself to a higher plane of service and rewards if he prepares himself diligently for larger work and pay. The small manufacturer, the company director, the broker—all can become enlarged in the nature of their enterprise and in the amount of their income—by resolutely setting themselves about the task of growing to be bigger-minded men.

Specialized information is the great idea. This is what the world pays handsomely for. And to acquire specialized information is really a simple matter, calling for the purposeful and faithful use of time. This chiefly.

One does not have to stop his ordinary work, or go to a university, or to any school. One can acquire the specialized information in the margin of time which is his own—in the after-hours of business. Which means: If a man will read the right kind of books or publications, and make himself a serious student at home, in his hours—the evening hours or the early morning hours—he can climb to heights of position and pay that will dazzle the inert comrades of his youth or day's work.

IF business—BUSINESS—is your chosen field of work, we counsel you to read each week THE FINANCIAL POST. It will stimulate you mentally. It will challenge you to further studious effort. It will give you glimpses into the world of endeavor occupied by the captains of industry and finance. With the guidance of the POST, and with its wealth of specialized information, you, a purposeful man, aiming to go higher in life and pay, will find yourself becoming enlarged in knowledge and ambition, and will be acquiring the bases and facts of knowledge which become the rungs of the ladder you climb by.

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